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THE AMERICAN FLORIST

America is "the Prow of the Vessel; there may be more comfort Amidships, but we are the first to touch Unknown Seas."

Vol. LIII. **CHICAGO AND NEW YORK, JULY 19, 1919.** **No. 1624**

THE AMERICAN FLORIST

ESTABLISHED 1885

Copyright 1919 by American Florist Company.
Entered as Second Class Matter Nov. 11, 1891 at the Post Office at Chicago, Illinois, under act of March 3, 1879.

PUBLISHED EVERY SATURDAY BY

AMERICAN FLORIST COMPANY,
440 S. Dearborn St., Chicago.
Long Distance Phone: Harrison 7465.
Registered Cable Address: Amflo, Chicago.

Subscription, United States and Mexico, $1.50 a year; Canada, $2.00; Europe and Countries in Postal Union, $2.50. Volumes Half Yearly From August 3, 1901.
Single Copies, 10 cents.

Address all correspondence, subscriptions, etc., American Florist Co., 440 S. Dearborn St., Chicago

SOCIETY OF AMERICAN FLORISTS AND ORNAMENTAL HORTICULTURISTS.

OFFICERS—J. F. AMMANN, Edwardsville, Ill., President; E. A. FETTERS, Detroit, Mich., Vice-President; JOHN YOUNG, 1170 Broadway, New York, Secretary; J. J. HESS, Omaha, Neb., Treasurer.
The thirty-fifth annual convention will be held at Detroit, Mich., August 19-21, 1919. Thirty-sixth annual convention at Cleveland, O., 1920.

AMERICAN CARNATION SOCIETY.

Next annual meeting and exhibition, Chicago, January, 1920. THEODORE DORNER, Lafayette, Ind., President; C. W. JOHNSON, Morgan Park, Chicago, Vice-President; A. F. J. BAUR, Thirty-eighth St. and Rockwood Ave., Indianapolis, Ind., Secretary.

AMERICAN ROSE SOCIETY.

OFFICERS — ROBERT PYLE, West Grove, Pa., President; F. L. ATKINS, Rutherford, N.J., Vice-President; E. A. WHITE, Cornell University, Ithaca, N.Y., Secretary; HARRY O. MAY, Summit, N. J., Treasurer.

AMERICAN DAHLIA SOCIETY.

Next annual meeting and exhibition, at New York, September 23 25, 1919. OFFICERS—RICHARD VINCENT, JR., White Marsh, Md., President; JOHN H. PEPPER, Hempstead, N. Y., Secretary.

CHRYSANTHEMUM SOCIETY OF AMERICA.

Next annual convention and exhibition, New York, November 1919. WM. W. VERT, Greenwich, Conn., President; C. W. JOHNSON, 2242 W. 109th Street, Chicago, Secretary.

AMERICAN PEONY SOCIETY.

Next annual meeting and exhibition, Reading, Pa., June, 1920. LEE R. BONNEWITZ, Van Wert, O., President; A. P. SAUNDERS, Clinton, N. Y., Secretary.

AMERICAN GLADIOLUS SOCIETY.

Next annual meeting and exhibition, Detroit, Mich., August 19-21, 1919. OFFICERS—A. E. KUNDERD, Goshen, Ind., President; A. C. BEAL, Ithaca, N. Y., Secretary

SUGGESTIONS FOR PLANT GROWERS.

Hydrangeas.

The young stock that was propagated this spring can be grown either for Easter blooming with a single stem or for summer blooming with three or four heads. The plants should be now potted in 4-inch pots and plunged in a frame, where they will receive attention. They should have a good rich soil and a strong, sturdy growth encouraged. For those that are to be bloomed early, as soon as the pot becomes full of roots a little liquid manure will help the formation of a good strong bud. Those that are wanted for summer blooming, the tip can be rubbed out and branches will form. Leave the plants outside until the first light frost, which will harden off the wood, and they can then be stored in a cool house or pit, where they will not freeze. Those wanted for Easter will have to be placed in heat by the first of the year.

Begonias of Lorraine Type.

The early rooted plants of Begonia Gloire de Lorraine and its many fine varieties will now need shifting into 3½-inch pots, and should be given a little stronger soil than the young stock was potted in, but the manure used should be well rotted, and, where obtainable, a generous addition of leaf-mold. As the plants grow, space them out so that they will not become drawn and so that there is a good circulation of air around each plant. They will need a little shade on the glass for a few weeks yet, but it should not be too heavy. As the nights become cool it is well to close the frames down if they are outside, or if in the greenhouse close the ventilators, leaving a small crack of air on, or the house will sweat, which is not at all beneficial to begonias, as it is very apt to cause spot on the leaf. If this occurs remove the leaf at once. Care should be taken in the watering not to wet the foliage any more than possible. The later rooted stock will not need potting up until later, but all the growth possible should be obtained by giving them the best of attention. If the grower has not stock enough on hand, now is the time to purchase before the plants are shifted into large pots, when the price will be higher and the transportation charges increased.

Asparagus Baskets.

There is always a good call for hanging baskets of Asparagus Sprengeri and there is nothing more decorative in a store or greenhouse than these beautiful baskets when well put up and when they are growing nicely. The young 3-inch stock will make nice basket work. The wire basket frame should be of good size, eight inches in diameter at least. Line the outside with green sheet moss, which makes a much better appearance than sphagnum, and then fill with good rich soil and plant the young plants in this. The basket, after planting, should be placed in a warm, moist house to encourage rapid growth; a house with a temperature such as palms are grown in is about right. They should be frequently syringed, and as soon as the long fronds have made a good growth they can be removed to lighter and cooler quarters.

Sweet Scented Geraniums.

The grower who has a stock of rose or other sweet-scented geraniums can turn them to good account by planting them in a bench in the greenhouse and can obtain some fine sprays for winter cutting. The green is very much appreciated by the best trade and there is always a demand in the stores catering to that class for more of this than can be obtained. The sprays are cut 12 to 14 inches long and are used in the boxes of cut flowers. There is also a demand for the leaves, to be placed in the finger-bowls at luncheons. It is easily grown in a cool house and very rapidly makes long sprays fit to cut. The plants can be set about eight inches apart, which will give them plenty of room, provided the sprays are cut as soon as they are long enough for use.

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Genistas.

The genistas should be potted by September 1 in the pots in which they are to bloom, and a few days before potting should be trimmed into shape. It is a good plan with all soft wooded plants when growing rapidly not to cut at the top the same time the roots are disturbed, so it is better to do the pinching back before the shifting is done, and then not again until the plants are beginning to grow in the new soil, plainly showing that root action has again taken place after being disturbed. The plants that are being grown in prescribed shapes should be kept tied to the form, and as soon as established in the new soil pinched back. They will stand considerable hard cutting back for some time yet, for the blooming shoots do not set until well into the winter. Keep the plants in as cool quarters as possible until the first of the year, when if a few plants are wanted early they can be brought into warmer locations, but these plants are cool-growing subjects and do not like any great amount of heat.

Pyrethrums.

An early summer flower that is very showy and beautiful, ranging in color from white to the deepest scarlet, with all the intermediate shades, is the Pyrethrum roseum, and it is being much more grown every year for cut-flower purposes. The best flowers are to be obtained by buying named varieties, but good selected seed will give fair satisfaction and many handsome flowers. The greatest trouble in growing these plants in the north is the danger of winter killing and crown rot during extremely wet spells in hot weather. Seed sown during July and August and wintered in houses or cold frames will produce plants that will flower next summer. Obtain the best seed possible and sow in flats and as soon as large enough pot in 2½-inch pots. These can be grown on in a frame until cold weather comes on, when they can be securely covered or carried into a cool house and wintered under a bench, started in March and planted out as soon as secure from frost, and will flower in June and July.

THE RETAIL TRADE

Conducted by Robt. Kift, Phila., Pa.

Asters.

The aster is one of the most useful of the summer cut flowers. Its perfectly formed blossoms in a range of colors from purest white to lavender and dark purple, and from blush through various pinks to dark red, furnish shades and tints suitable for numberless color combinations when used by themselves or in connection with other flowers. The various types, some with full, double, perfectly formed flowers, others with tasselled petals, and later the astermums, with their huge blooms almost like chrysanthemums, give a variety of form that is used to great advantage by the decorator in his artistic arrangements.

Coming, or being at their best in August, when business is at its lowest ebb, the bulk of the stock is used to supply the demand for funerals, for which they are most appropriate, the white, lavender and purple shades being especially desirable.

The spray is perhaps the most popular form of arrangement, composed all of one color or in combination, white with light pink or lavender. While many have stout stems, which support the flowers, others have to be wired so that they can be placed to stay. There is nothing better as a backing for a spray than long single shoots of the privet, which take up but little room, and are of a length sufficient for most clusters. When the bunch is of extra size, sago palms will give the necessary support and add to the size and appearance.

Asters can be worked into a very showy and acceptable casket cover to take the place of the blanket; in fact, it is given this name by some, and can be arranged much quicker than the blanket. Two large, rather flat, but loosely tied sprays, each 36 inches in length, are bound together at the handles, and this center space filled in with flowers, wired on sticks, which find support in the stems of the handles. This center may be made of asters of another color, or with other choice flowers, such as cattleyas, roses, water lilies, etc. The large double white varieties of the pond lilies will remain open if the green calyx leaves or petals are drawn back and wired with the stem. Before finishing the center, the ribbon bow should be attached, as this will, if properly used, take the place of quite a few flowers. When well made this will completely cover the top of a casket. It can be made more elaborate with a garland of green and flowers, festooned along the sides, caught up and fastened to the outer edges of the spray with ribbon bows. A fringe of narrow ribbons, tied to hang from the edges of the cover, can also be tied with small flowers, and used in place of the garland.

A shower spray is readily made by attaching some ribbons and small flowers to the outer edges of an otherwise plain cluster and gives variety, where there are a number of such pieces for the same funeral. A knot or two of ribbons should also come from the center. The same or similar treatment can be used to advantage with the full round or crescent wreath, the decoration to fall to the outside from the full side of the crescent.

The wreath made or decorated with asters, admits of great variety. All white, lavender or purple, or in combination, is better than anything else at this season. The magnolia full, round or crescent decorates beautifully with a cluster in the center, or to half cover the surface, or with a tapering spray down one side. A rich ribbon bow or a liberal use of chiffon is always used to advantage. A wreath of ivy leaves and sprays, together with dark purple asters, decorated with a bow of purple ribbon, is ideal for the funeral of a person three score years and ten or more.

The large standing wreath, massed full and round, can be worked into a very effective design with asters. The lower center should have a cluster, or more elaborate decoration, which relieves the plain, formal appearance. Gladiolus spikes can be used with asters for the base. An even larger and more pretentious crescent wreath can be placed on a large easel. The advantage of this form is that it is easier to pack or transport. The large standing design can be put into a somewhat compact form by having the upright between the foot and wreath made of a piece of gas pipe, which fits over the middle stem at the base, and into which the center wire of the wreath is placed. When being carried for delivery in a car, it does not require nearly so much height, and can be set up and made firm in a few minutes.

The great majority of the asters are worked up into moderate sized sprays of from four to six dozen flowers. Do not use four dozen when three is enough, or try to make three dozen cover the space of four. There should be a liberal use of green, but too much gives a weedy appearance.

Baskets of flowers are quite a factor now at funerals; plateaus take the place of pillows, while long, narrow, box-like patterns, loosely filled, are used to place on the floor in front or under the casket.

While August is not a popular wedding month, Cupid never seems to take a vacation, and always has some candidates to present. Quite acceptable bouquets for the bridal party can be

PYRETHRUM ROSEUM.

WREATH OF ASTERS AND OAK LEAVES.

NOV 12 1923

made of asters while all light and bright colors, give a good effect in vases about the several rooms of the dwelling.

Next Week in the Flower Shop.

In the middle of summer there are often sudden weather extremes, at which times stocks suddenly shorten up until it seems almost impossible to get flowers of any quality. The market, that had been for a week, more than supplied, all at once becomes bare, and there is the greatest hurrying and scurrying around for stock to fill the orders of particular people for whom the best is none too good. The choice variagated foliage of the greenhouse is always a great help in such emergencies, as are the fancy fronds of the nephrolepis. Choice wreaths of these materials, set off with a cluster of cattleyas, large, white pond lilies, select gladioli or other choice flowers of the summer stock, present a well finished and artistic appearance. In certain sections, sweet peas are still fine and are useful in all kinds of design and spray work.

As a foundation for summer design work, there is nothing better than the prepared magnolia leaf wreath. There should be a stock of these in all styles and sizes. They should be well made and symmetrical, so that the part not covered with flowers or foliage should be so perfect as to furnish a good background and show the cutflowers off to the best advantage. Quite a number of the trade are still averse to these leaves, saying they are too artificial, but their great advantage over the galax, from the fact that they can be prepared and kept on hand, ready for instant use, makes them one of the most essential items of the retail florist's stock. The very best trade use these leaves, working them up into some of their choicest pieces. There is no question but galax leaves are beautiful and have their place, but it was hard work at first to get them introduced, as many objected that they were not flowers, and looked too artificial.

Great care should be taken at this time in the packing of cutflowers that are to travel for a few hours or over night by express or parcel post. There should be, in addition to the cutflower box, a corrugated pasteboard box, just a little larger, so as to admit of loose but firm paper lining. A half inch of dry sphagnum in the paper lining of the bottom of the inside box, covered with wax paper, will take up a great deal of the ice meltage. No cutflowers should make such a journey at this time without a little ice, which in these boxes that are well wrapped with paper, which keeps the heat out, will generally last the journey. If the orders are at all important, send special delivery letter or telegraph their departure, then if there is any delay, it is at once looked into. A reply postal, stating the character of the order and its time of departure, express or parcel post, and asking for a reply as to how the flowers arrived, if satisfactory, and on time, is worth while sending to the destination of all such distance packages. It shows that the florist is careful, painstaking and trustworthy.

Always try and have something to feature, just a little out of the ordinary. At this time, a window of fancy cyclamens, with their beautifully marked and mottled leaves, will last for a couple of weeks and be sure to attract attention. Zinnias are just coming in. There is no garden flower that has a larger range of colors than the zinnia. Its beautiful red, pink, light and dark shades of yellow, orange and all the half-tones between, give almost every rainbow hue. They are very attractive for the table, either for vases or arranged in baskets. The stems foul quickly, but a few drops of formaldehyde in a quart of water, will keep them sweet for 24 hours or more.

The helichrysum, or straw flower, is also coming in. This is highly prized on account of its keeping qualities; put up in bunches of one or two dozen, and dried in a cool, dark room, they retain their form and color, and make very attractive small baskets for winter house decoration.

Have you noticed how the publicity movement is bounding along. It has taken on new life. Are you putting anything into its veins? Count out just a little of that surplus and add to the fund, so as to make the impetus greater. One can do but little, but when all push together, there is a mighty force. Send your check today.

Texas State Florists' Association.

The fifth annual convention of the Texas State Florists' Association, at Austin, July 9-10, is now a matter of history. Every arrangement was perfected by the florists of Austin to entertain the visitors properly and to say that the convention was a success from every standpoint, expresses it very incompletely. Although no special rates had been made by the railroads, about 65 of the Texas florists were in attendance. The day before the convention, representatives of several of the florist supply houses arrived with their samples and arranged their displays.

On the morning of July 9, the regular programme was taken up and carried out as announced. The treasurer's report showed that the association was fairly prosperous from a financial standpoint, as the treasury had enough funds to pay all outstanding accounts and contribute $50 toward the S. A. F. publicity fund, and still leave ample funds to bear all expenses of the association for another year.

It was a great pleasure to the Texas florists to have present J. F. Ammann, president of the Society of American Florists and to have him address the convention on national publicity.

Follows the regular programme of the afternoon on the first day, there was a visit to the capitol building by the delegates and quite a number of historic papers were examined, including the Texas declaration of Independence from Mexico and the articles of secession of Texas from the Union of the United States. These documents are the originals and bear the signatures of quite a number of the men who made Texas history famous. A dinner was given to the visiting florists by the Austin Floral Club, Wednesday evening, and it was a very enjoyable occasion. It was one of those get together love feasts, and it was at a late hour when the meeting was adjourned.

The second day was taken up in carrying out the prescribed programme and the discussion of several very important questions of vital interest to the florists of the state, and the conclusion of the business of the association.

The election of officers resulted as follows: H. O. Hannah, Sherman, president; J. H. Davis, Fort Worth, vice-president; L. J. Tackett, Austin, secretary-treasurer. Directors: Chas. Aliff, Sr., Austin, and E. W. Judge, Tyler. Mrs. E. W. Judge, Tyler, was elected press representative and Miss Bird, Denison, educational director.

Fort Worth has been mentioned as the place for the next convention.

[For preliminary report of the meeting, with lists of exhibitors and visitors, see issue of July 12, page 1254. —ED.]

Paris Letter.

FLOWER SHOWS RESUMED.

The first exhibition of the Society d'Horticulture of France, since the war began in 1914, was staged June 5, and proved a grand success. As was to be expected, the number of exhibitors was smaller than in pre-war years, but it was nevertheless a most satisfactory show, although the attendance was affected by the transportation strike which involved bus, car and underground railroad service.

The first grand medal of honor was awarded to Vilmorin-Andrieux & Co.,

DEPARTMENT HEADS OF McCALLUM CO., PITTSBURGH, PA.

Ready to Start on Recent Outing to Greenhouse Employes. Left to Right: Ross Adrate, Traveling Salesman; E. J. McCallum, General Manager; Homer Wood, Factory Manager; George McCallum, Sales Manager; Hugh Boyd, Auditor; Earl Tipton (at Wheel), Manager Cut Flower Department; Earl Hunkle, Shipping Department; Clarence Phillips, Artificial Flower Department; John Walley, Greenhouse Superintendent; Edward Niggel, Manager Wire Work Department.

PROMINENT MEN AT TEXAS STATE FLORISTS' ASSOCIATION MEETING, AUSTIN, JULY 9-10, 1919.

Left to Right: H. O. Hannah, Sherman, President-Elect; J. F. Ammann, Edwardsville, Ill., President of Society of American Florists; W. J. Baker, Fort Worth, President of State Association; Lewis J. Tackett, Austin, Secretary-Treasurer, and R. C. Kerr, Houston, Past President.

Paris, for an exhibit of annuals and perennials, the plants, in great variety, being arranged with perfect taste. The second grand prize was won by Maron & Son for a splendid display of orchids, including fine specimens of cattleyas, odontoglossums, odontiodes, laelia-cattleyas, phalaenopsis, etc. The well known firms of Croux & Sons and Moser & Sons, were, as usual, in the front rank with splendid specimens of rhododendrons and azaleas, as was M. Chantrier with a collection of Begonia Rex and greenhouse stock, among which Begonia Rex magnifica, Mme. Chantrier and Resplendissant were conspicuous. Vallerand Bros., as customary, made a fine showing of tuberous begonias, of which the new variety, Verdun, awarded a certificate of merit, was much admired. The rose exhibits were smaller and not so numerous, the principal entries being those of M. Nonin and Leveque & Sons.

Noteworthy were the groups of hydrangeas shown by M. Becault, who received a medal of honor, and Moulliere & Son and Henry Cayeux. Some of the newer varieties which attracted attention were Satinette, Etincelant, Marechal Foch, and Triomphe Beaute Havraise. Henry Cayeux and M. Le Clerc had fine collections of peonies.

Dobbie & Son, Edinburgh, Scotland, staged a fine assortment of sweet peas for which they were given a prize of honor, and M. Ferard had a good collection of alpines and rock plants. In carnations, the principal exhibitors were M. Debeaux, M. Vacherot and Vallerand Bros. Conifers and ornamental plants were entered by Leon Carnet, Jules & Henry Thuilleaux and Kiefer & Sons.

The large nurseries of Momblot-Bruneau had a fine collection of fruit trees, which was awarded a prize of honor, and Leon Parent showed some splendid specimens of forced fruits.

Vilmorin-Andrieux & Co. were again in the lead with the finest collection of vegetables, the display reflecting great credit on the work of the Benefit Society of French Market Growers and the commercial office of the Orleans Railroad company, which is encouraging the work of increasing the production of vegetables and fruit along its lines.

WEATHER AND THE CROPS.

Exceptionally unfavorable weather conditions have existed in France practically since the first of the year. After having rain almost every day during January, February, March and the greater part of April, which interfered with most of the spring work, growers are now confronted with a most disastrous drought, there having been but very little precipitation for two months, and most crops are suffering, especially peas, beans, potatoes and cereals. Unless the ground receives a good soaking soon, a very light yield in most items is anticipated.

Fruit crop conditions do not offer much more encouragement. Early in the spring, the outlook was favorable, but snowstorms which swept the country the latter part of April, occasioned great loss, which was later increased by the ravages of caterpillars and the unusually dry period. Strawberries are drying up, and our present hope is that expectations for a reasonable crop of late pears and apples will not prove a disappointment. A few good showers would materially improve the situation, which at present is far from encouraging.

PARISIAN.

NORFOLK, NEB.—L. Buchendorf, florist on Madison avenue, has been succeeded by Rufus A. Hirsch.

DES MOINES, IA.—Premiums totaling more than $5,000 will be offered at the horticultural show to be held in this city, November 10-15, according to Wesley Greene, secretary of the state horticultural society, whose office is in the state house here.

THE S. A. F.

National Publicity for Flowers.

Almost daily, there comes to the office of the promotion bureau a hearty endorsement of the work of the campaign. As an example: "Enclosed find our contribution towards the 'Say it with Flowers' campaign. We are looking forward towards sending another check a little later on. We want to congratulate the society on its splendid work in getting up such a campaign, and the results obtained should more than please every individual in any way connected with the business. Wishing you the greatest success, we are, very truly yours, Moraio Brothers, Rye, N. Y."

Still, the fund lags. Why this should be is hard to understand. The time is past when argument might be necessary. Experience should be the preceptor now—and we have had a glorious experience. We have ascertained that, beyond a question of doubt, our efforts to increase the sale of flowers are being rewarded with a success beyond our fondest anticipation.

And you, Mr. Nonsubscriber, know full well that you are being benefited by this success. Give a thought to what might have been had this campaign never been started. Look over your books and note how many new customers you have recorded in the bad times now behind us, when you fully expected to notice a decline in your business. What is it that is reminding many thousands of forgetful people every day, that there are anniversaries they should not forget? Have you never received thanks from some cordial individual for the reminder which perhaps has saved him from criticism, even censure? Such happenings are common throughout the trade. Our slogan,

"Say it with Flowers" is now deep rooted. Let us see that its roots suffer not for want of nourishment.

It seems to be easier in almost any other line to raise a publicity fund than in the florist trade. The Florida growers of citrus fruits made a big success of their efforts last year to increase the sale of their products, and they are not what might be termed a numerous body. Through their exchange, which undertakes work similar to that of our promotion bureau, it has been unanimously voted to make the assessment for publicity on the coming season as much as three cents a box on oranges and five cents a box on grapefruit. This assessment is expected to produce a fund largely in excess of $100,000. Their California brethren are pushing forward a continuation of their efforts to establish "Sunkist" products on a scale which makes the Florida effort seem small indeed. These fruit growers know what they are about, and are working on experience. Every grower contributes to his fund.

And every florist, without exception, should contribute to his fund. Over 1,600 of the thinkers in the trade have already done so. Get busy with your think tank, Mr. Nonsubscriber. There is a space awaiting your name on the honor roll. Can you, in your own interests, refuse to fill it as your conscience dictates?

The following subscriptions have been received and are in addition to those previously announced, annually for four years, unless otherwise stated:

W. H. Barton, Madison, N. J. (1 yr.)	$ 20.00
J. A. Greenbacker, Meriden, Conn.	10.00
E. Wagner, Madison, N. J.	5.00
Jas. B. Knight, Willoughby, O.	10.00
Wilson's Flower Shop, Painesville, O.	10.00
W. A. Calhoon, East Cleveland, O.	10.00
Wilson Florist Co., Cleveland, O.	10.00
Paul C. Hahn, Cleveland, O.	10.00
Cleveland Plant & Flower Co.	50.00
A. M. Albrecht, Cleveland, O.	25.00
H. P. Hanson, Elgin, Ill. (1 yr.)	5.00
Fred E. Plagge, Elgin, Ill. (1 yr.)	5.00
Aurora Greenhouse Co., Aurora, Ill.	25.00
Jos. M. Smely, Aurora, Ill.	10.00
Geo. Souster, Elgin, Ill.	10.00
Geo. B. Dawes, Elgin, Ill.	5.00
G. A. Cornish & Sons, Elgin, Ill.	5.00
Jos. Turski, Gross Point, Ill.	10.00
V. Bezdek, Gross Point, Ill.	15.00
A. E. Hunt & Co., Evanston, Ill.	10.00
John Weiland, Evanston, Ill.	10.00
Sykora & Kalina, Batavia, Ill.	5.00
F. A. Parkmire, Chicago	12.00
Frances B. Stammeyer, Chicago	10.00
F. J. Munzing, Chicago	12.00
A. E. Marine, Chicago	12.00
Argyle Posy Shop, Chicago	6.00
Chas. Swanson, Chicago	25.00
Mrs. T. Ball, Chicago	12.00
Leach & Son, Easton, Mass. (1 yr.)	10.00
Van Aken Bros., Coldwater (1 yr.)	10.00
Reading Florist Ass'n, Reading (1 yr.)	38.00
Geo. C. Shaffer, Washington (1 yr.)	25.00
Conrad C. Gindra, Poughkeepsie, N. Y.	15.00
Geo. A. Halladay, Bellows Falls, Vt.	5.00
L. A. Coles, Kokomo, Ind.	10.00
Chas. H. Campbell, Philadelphia, Pa.	10.00
Chas. H. Campbell, Philadelphia, Pa.	25.00
Godfrey Aschmann, Philadelphia	20.00
Harold Otter, Moorestown, N. J.	5.00
John Curwen, Berwyn, Pa.	5.00
Friedley Co., Cleveland, O., (add'l)	40.00
Mrs. W. S. Bell, Okmulgee (1 yr.)	25.00
A. T. Parker, Stoneham, Mass. (1 yr.)	15.00
Jacob D. Spiegel, Norma, N. J. (1 yr.)	5 00
Mrs. J. J. Brady, Frankfort, Kan.	5.00
F. F. Kerpen, Jr., Jersey City, N. J.	5.00
W. C. Stickel, Lexington, Mass.	10.00
Schultz Flower Shop, Westerly, R. I.	15.00
Gottlieb Bartunck, Riverhead, N. Y.	10.00
Doerrer & Son, Westfield, N. J. (1 yr.)	5.00
Williard F. Jaggee, Westhampton, L. I.	5.00
Gibbs Bros., Lynn, Mass. (1 yr.)	10.00
Shaw Fern Co., Pittsfield, Mass. (1 yr.)	10.00
	$ 717.00
Previously reported	$40132.50
Total	$40849.50

JOHN YOUNG, Sec'y.

The Detroit Convention.

MEMBERSHIP ENROLLMENT URGED.

Secretary John Young has sent out over his complete mailing list, the following letter to the trade:

"With this letter, you will find an application form for membership in our society. Why not complete the same, and enroll your name with the names of the other progressive florists of the country? Better inducements to do so can hardly be set out than those appearing in the article also enclosed, 'Why should I join the S. A. F.'

"After you have done this, why not arrange to attend our thirty-fifth annual convention and trade exhibition, to be held in Detroit, Mich., August 19-21, and in addition, as a guest, enjoy the day of entertainment which your brother florists in Detroit will provide, August 22? Take with you your wife, daughter or other members of your family—all, if you so choose. See the great trade exhibition, examine the very latest productions in greenhouse construction, boilers, fittings, supplies, retail florists' supplies, such as baskets and the other hundred and one things in which design is kept up-to-date, as well as a host of other auxiliaries. The trade exhibition is an education to those who are 'keeping shop' or operating greenhouses.

"If you would like further information, just write to the secretary. We cordially welcome you."

On the other side of this letter is a list of the firms who at this date have arranged to make comprehensive exhibits. There will be additions to the list of course, before the exhibition opens. No effort is being spared to make this the banner convention in the history of the society. The outlook for the trade exhibition is that the immense floor of Arcadia auditorium will be taxed to the limit to accommodate the exhibits. In addition to the exhibitors previously announced, the following have taken space: Jacob Kier Nielson, Oak Park, Ill.; Peters & Reed Pottery Co., South Zanesville, O.; Russin & Henfling, New York; Max Schling, New York; Fred J. Mead, Newark, N. J.; W. A. Manda, Inc., South Orange, N. J.; John Lewis Childs, Inc., Flowerfield, N. Y.; D. Hill Nursery Co., Dundee, Ill.; Chicago Feed & Fertilizer Co., Chicago.

At this convention, action will be taken on a recommendation that the dues in the society be increased to $5 per year, and that the life membership fee be increased from $25 to $50. Only dues. It goes without saying that life membership taken out now will forestall any action emanating from the convention.

The local committees in Detroit are members in good standing can become life members, therefore it is obvious that any applying for this membership, must be clear on the books for the 1919 actively at work, and, it is understood, have laid out a programme for the entertainment of their guests which will be highly pleasing to all.

JOHN YOUNG, Sec'y.

Bowling Trophies

Chairman Joseph Streit of the committee in charge of the bowling tournament states that this feature will be of greater importance than ever before, due to the most favorable conditions and the extraordinary efforts of the local committee to make it a success, and to this end trophies are solicited from firms and individuals in the way of purchases, merchandise or anything else that may be scheduled as a prize for the victors. An early response will be appreciated to enable the committee to give publicity to the contributions and complete the programme. Address communications to Joseph Streit, chairman, 1366 McClellan avenue, Detroit, Mich.

A Nutmeg for the Blue Hen.

That report in the trade papers of June 28, regarding the activities of the florists' publicity committees is very interesting. I have only got to page one as yet; but I see that the "Nutmeg State" boys have contributed $1164.50, which is very good for a population of less than a million. On the same page, I observe that the "Blue Hen" chickens have only been able to scrape up a 5-spot, which is not so very good for a state with a population of about one-fifth of a million. I speak of course by the census of 1900, but the increase of population in both states is probably relatively equal, and therefor, does not affect the 5 to 1 proportion. Now if Delaware wants to show that she's a spunky bird, she will get busy right away and scrape up more than a 5 spot. About fifty 5-spots would be more like a game chicken. Maybe this comparison might be carried further afield than Connecticut and Delaware, but I have not had time to look them up yet. You can do that for yourselves. But to stick to the text, my idea for the present is to stir up my near neighbors who have been enjoying an era of great prosperity these past five years. Every chicken in the florists' business in the state of Delaware ought to do its share of scratching for publicity, and not live on the scratching done by the less lazy birds in other parts. Get in the publicity garden and do your share. Get after that Nutmeg! Dear old Blue Hen!

GEORGE C. WATSON.

Baltimore Publicity Meeting.

The July meeting of the Gardeners' and Florists' Club of Baltimore, Md., held at Royal Arcanum hall, on the evening of the fourteenth, had for its feature the national publicity campaign of the Society of American Florists, the principal speakers being Major P. F. O'Keefe, of the O'Keefe Advertising Agency, Boston, Mass., and Secretary John Young of the society. Invitations had been sent to the florist clubs of Washington, D. C. and Philadelphia, Pa., the former sending a delegation consisting of President Z. D. Blackistone, A. Snell, George C. Shaffer, William Grillbortzer and E. P. Rodman, while the Quaker City was represented by Robert Kift, secretary of the Florists' Club of Philadelphia. Before the meeting, members of the local club and guests sat down to an enjoyable dinner at the Hotel Rennert, at the close of which President R. A. Vincent called on Secretary Young. Major O'Keefe, President Blackistone and Robert Kift, all of whom voiced their pleasure at being once more in hospitable Baltimore, which Mr. Young said was the city in which he was elected to the secretaryship of the national organization.

With about 50 members and visitors present, the meeting of the club was

BASEBALL TEAMS AND ROOTERS OF S. S. PENNOCK CO. AND LEO NIESSEN CO., PHILADELPHIA, PA.

S. S. Pennock and Arthur Niessen Seated in Center of Front Row. Charles H. Grakelow, With Cap, Second Above Mr. Pennock. Notice the African Mascot.

called to order at 8 p. m. by President Vincent, and on motion, the regular order of business was suspended so that the speakers should come first. Major O'Keefe made a fine address, full of fire and enthusiasm. In speaking of the importance of advertising, he stated that the government was going to spend $2,000,000 to get necessary information before the people the coming year. Some one had asked if there was any way in which returns could be guaranteed; they could not, but results were certain in the well-financed and carefully conducted camaign. The slogan, which had been so successful, was but one step. The country was entering into a period of prosperity such as had never been experienced before; 107,000,000 people had money to spend, and flowers would get their full share, if they were properly presented. Department stores, he said, spend three per cent of their gross receipts in newspaper advertising, and other large firms with specialties, up to seven and eight per cent. There is a large field in trying to make new uses for flowers, such as "armistice day" or "peace day." People do not want to be informed, so much as they need to be reminded, that flowers are the things to give. The campaign was absolutely sure of success, and the florists would soon be spending $200,000 a year. One florist in Boston, Mass., for his own trade, spent $25,000 annually to reach 700,000 people with fine results. There is no question but the campaign is going to be a tremendous success and deserves the support of every florist and the allied trades. Florists, to get immediate results, must tie up with the work of the campaign, intensify it, and thus make the most of it for themselves. What was spent last year is still pulling, and adds force to the work of this year. He closed with an eloquent appeal for all to contribute liberally and regard such money as an investment that would bring splendid returns.

Secretary John Young said he was pleased with the activity now shown in the movement, but returns should come in at the rate of $3,000 per week to reach the coveted mark. He urged that all get interested and tie up to the work of the society, using the slogan everywhere, and also the electros in their store advertising, and they could surely get results. Referring to the coming Detroit convention, he said more space had been sold in the exhibition than ever before, and predicted the 1919 meeting would be a record breaker.

A publicity committee for the state of Maryland was then appointed as follows: R. G. Graham, J. J. Perry, W. J. Johnson, Chas. J. Bolgiano, J. S. Hamilton, W. E. McKissick, I. H. Moss, Wm. Ekas, R. A. Vincent, and Geo. Morrison. With the subscriptions taken up at the close of Secretary Young's address, the total for Maryland now amounts to over $500.

Pennock-Niessen Baseball Game.

The sporting event of the week was the baseball game between the employes of the S. S. Pennock Co. and the Leo Niessen Co., Philadelphia, Pa., Saturday afternoon, July 12. At the invitation of Chas. H. Grakelow, the game was played on the grounds of the Lulu Temple country club, at Edge Hill. Captains of the teams were Harry Eisele, for Niessens, and Walter Davis for the Pennocks. Mr. Davis, although the oldest player, set the pace by making five runs. For such an important game, there were two umpires, George Aengle calling balls and strikes, with Martin Gannon for the bases. Arthur Niessen and Charley Moorby were chief rooters for their nine, while S. S. Pennock, together with Ralph Faust, Sam Lilley and others, kept up enthusiasm for their side. The field, except in the diamond, was ploughed ground, being in preparation for golf links. This robbed the players of a number of home runs, as the balls over fielders' heads lay where they fell. Except for the one-sided score, it was a good game, as both sides fielded very well, and the umpires were not called on for any very close decisions. Umpire Aengle had to assert himself at first, and then his decisions were taken as final. The Pennocks took the lead at the start, scoring five runs in the first inning, then in the fourth they added 12; the way they slugged the ball was awful, singles and two baggers quickly following one another. They finally in the succeeding innings, ran the score up to 25, while the best the Niessens could do was six. Jimmy Kilgallen's pitching was very effective, while Swan was a regular Killifer behind the bat. The opponents made but eight hits and received three bases on balls. Eisele and Ruley played well together, but the pitching just suited the Pennock boys, who made 27 hits, a number of them two baggers, and were given five bases on balls. After the game, all hands were grouped for a photograph, and then sat down to a good dinner in the club house with "Charlie" Grakelow as the host. With the passing of "pipes of backy," Mr. Grakelow referred in a humorous vein to the events of the afternoon and presented players, rooters and umpires with ball catchers, sun shields, horns, rattles, etc. S. S. Pennock and Arthur Niessen explained how it came about; one as a matter of course, and the other, wait until next time, when they meet again, in the near future, with Elmer H. Gaehring as host, at the Frankford athletic club. A rising vote of thanks, called for by Mr. Pennock, was given with a will. There were songs by Jack Cunningham and the company. Mr. Grakelow also provided later a movie exhibition, which was much enjoyed. It was a delightful afternoon to all whose good fortune it was to be present.

THE SCORE.

S. S. Pennock Co.	R	H	Leo Niessen Co.	R	H
Doughton, 3b	2	2	Ewing, 1b	0	0
Swan, c	2	3	Klinger, 2b	0	1
Kilgallen, p	3	2	Moyer, 3b	0	0
Cox, 1b	4	4	Higgins, cf	1	0
Davis, 2b	5	5	McCarren, ss	2	2
Kennedy, ss	3	4	Ruley, c	0	0
Gane, rf	2	3	Eisele, p	2	2
Culbertson, cf	2	3	Cunningham, rf	1	1
Jamison, lf	2	1	Ashner, lf	0	2
	25	27		6	8

THE AMERICAN FLORIST

ESTABLISHED 1885.

Subscription, United States and Mexico, $1.50 a year; Canada $2.00; Europe and Countries in Postal Union, $2.50.

When sending us change of address always send the old address at the same time.

Advertising rates on application.

From the first issue THE AMERICAN FLORIST has accepted only trade advertisements.

Advertisements must reach us Tuesday (earlier if possible) as we go to press Wednesday.

We do not assume any responsibility for the opinions of our correspondents.

THE AMERICAN FLORIST,
440 S. Dearborn St., CHICAGO

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GERMAN mails and cables are now open.

A WASHINGTON special to the New York World says government control of telegraph and telephones will end July 31.

THE New York Sunday Sun of July 6 devotes considerable space to window boxes and contains a good account of the recent Chicago conventions of the seedsmen and nurserymen.

Personal.

Fred H. Howard, Los Angeles, Calif., was in Lyons, France, June 23, and reports a successful trip.

Wm. F. Gude and wife, Washington, D. C., were at Banff, Alberta, July 9.

Tinfoil Ought to Decline.

All the inter-allied tin, consisting of 10,169 tons, has been sold. A careful estimate of the supply of tin on hand in the United States shows there is sufficient to last until the end of October.

American Gladiolus Society.

As announced in our issue of July 5, page 1200, the tenth annual meeting of the American Gladiolus Society will be held in the Arcadia auditorium, Detroit, Mich., August 19-21, at the time of the annual convention of the Society of American Florists in that city. President A. E. Kunderd, Goshen, Ind., urges all members of the organization to make a special effort to be in attendance, as it is desired to make this meeting one of importance and further the interests of the society to the fullest extent.

Chrysanthemum Exhibition at New York

The schedule of prizes to be awarded at the eighty-eighth annual fair and chrysanthemum exhibition of the American Institute of the City of New York, November 5-7, has been issued and copies may be had upon application to W. A. Eagelson, secretary board of managers, 324 West 23rd street, New York.

The Chrysanthemum Society of America offers special awards consisting of silver cups, medals and cash in 14 classes, while the American Institutes' list embraces 62 divisions for chrysanthemums, six for roses, six for carnations, three for begonias and two for violets.

Plant Inspection in Arkansas.

The third assistant postmaster general, under date of June 12, has announced that effective July 1, places for the terminal inspection of "all florists' stock, trees, shrubs, vines, cuttings, grafts, scions, buds, fruit pits, and other seeds of fruits and ornamental trees and shrubs, and other plants and plant products in the raw or manufactured state, except vegetable and flower seeds, provided that such list of plants and plant products shall not apply to plants and plant products shipped under certificate of the federal horticultural board", will be established in Arkansas.

All postmasters have been informed that packages containing plants or plant products addressed to places in the state of Arkansas may be accepted for mailing only when plainly marked so that the contents may be readily ascertained by an inspection of the outside thereof. The law makes the failure so to mark such parcels an offense punishable by a fine of not more than $100.

New York to Detroit.

The New York Florists' Club, for its route to the convention of the Society of American Florists at Detroit, Mich., August 19-21, has decided upon the Delaware, Lackawanna & Western railroad to Buffalo, then by boat to the convention city. The party will leave New York, August 17, at 8:30 p. m., Hoboken, 8:55 p. m., due in Buffalo 7:30 the following morning, spending the day in that city, and leaving on the 6:00 p. m. boat, arriving in Detroit Tuesday morning

The railroad fare New York to Buffalo, is $12.85; berths, $2.16, including war tax. Boat fare, Buffalo to Detroit, is $4.32; stateroom accommodating two persons, $3.78.

Applications have already been received by the committee, which consists of A. L. Miller, Jamaica, N. Y., chairman; John G. Esler and P. W. Popp, to fill two cars, and it is most important that those who are going to travel with the club party notify the committee at once in order that the necessary reservations may be made. This is going to be the banner convention, so reservations should be arranged for at the earliest opportunity. Communicate with the chairman of the committee should any further information be desired.

Cottage Garden Nurseries.

The receiver of the Cottage Gardens Nurseries, Inc., Eureka, Calif., writes as follows, July 11:

"Unless some relief comes immediately we will lose practically all our young stock on hand. With the exception of a handful of men, the crew has been on a three weeks' strike. No work is being done on the bulb farm and only a little watering is done at the Eden plant. The orders are piling up in the office, and I am unable to get ready to deliver them. Already $28,000 worth of orders have been accepted, and I am positive to reach the $100,000 mark.

"As I have stated in my former statements, only $20,000 is needed to save the situation and to guarantee the creditors dollar for dollar on their claims. The local merchants have subscribed for $7,500, but it cannot be used unless the full amount is subscribed.

"It seems ridiculous, that with assets of over $300,000, I have been unable to sell the certificates which were ordered by the superior court of Humboldt county, and which constitute a first lien upon the crops. These certificates bear eight per cent interest and mature in six months or sooner.

"It seems to me that with 200 creditors and stockholders, they should at least co-operate and be able to raise that small amount, which is all that is necessary to protect themselves.

"Unless some action is taken, there is only one way left for me to follow, and that is to ask for my release as receiver, and after that I cannot vouch for the outcome.

"I cannot keep on this way and work without funds and see the stock starve on my hands, as the losses since the strike are already over $1,000 a day.

"Meetings of local creditors have been held, but without any results."

The Late Morris Hoffman.

Morris Hoffman died July 11 in the Jefferson hospital, Philadelphia, Pa., where after a month's illness, he had undergone an operation. Mr. Hoffman served most of his life in the commission business, first with the Philadelphia Cut Flower Co., later for a number of years as foreman with A. L. Campbell, and for the past two years with the Leo Niessen Co. He was a hard working, faithful employe, very well liked by his associates and the retail trade.

DETROIT HOTELS.—The committee in charge of hotel arrangement for the S. A. F. convention urges all intending visitors to make reservations early, other conventions being held in the city at the same time.

Wants, For Sale, Etc.

Small Type, 12 Cents Per Line, Each Insertion. Display, $1.50 Per Single Column Inch, Each Insertion. These prices are net, cash with order. For Plant Advs., See Ready Reference Section.

Where answers are to be mailed from this office enclose 10 cents extra to cover postage, etc.

Help Wanted—Two good growers. Will pay good wages to good hustling men. Send reference from last employer.

W. W. Coles, Kokomo, Ind.

Help Wanted — Experienced young man for a Chicago wholesale commission house. Splendid chance for advancement. One able to wait on trade and make himself generally useful about establishment. Good salary to start. Apply at once.

Key 400, Care American Florist.

Help Wanted—At once, a man or boy over 18 years; to grow general line of cut flowers, both in greenhouse and in the field. If applicant proves capable and energetic will take him as silent partner. Salary to begin with $75.00 per month and 10% of yearly profits. Only a steady, sober, good worker need apply. Give references.

Scott Floral Co., Navasota, Texas.

For Rent—Five greenhouses, 112x25 feet, in Rogers Park. Three-year lease. **L. Hansen, 7322 Ridge Ave., Chicago.**

For Sale—10,000 feet of glass in town of 7000; no competition; a good opportunity; reason for selling: poor health.

Frank Bros., Beardstown, Ill.

For Sale—Three greenhouses, 12 x 80 ft., pots, boilers, 4-in. cast-iron piping; in fact all the range. Whoever buys must wreck at once. 16 x 20 glass must go at once for $250.00. Address

Key 399, Care American Florist.

For Sale—The Paulding Greenhouses; for 35 years operated by L. E. Hawkins, now deceased; a splendid chance and good paying business. Price, $4,000, with cottage of six rooms and coal for next winter; part cash. Call or write.

Paulding Florist Co., Paulding, O.

For Sale—Greenhouse property in southern Oregon; only florist in town of 10,000 and surrounding territory; centrally located; climate unsurpassed; will bear close investigation. For full particulars, address

Box 757, Medford, Ore.

For Sale—Small florist shop on busy north shore street; with a good lease; doing excellent business; in thickly populated district; established eight years. Lady can handle; right price.

Key 395, Care American Florist.

Gardener Wanted

Working gardener, competent in all lines of outdoor work on private estate and farm in Minnesota, including landscaping. Single man preferred, not exceeding 45 years of age. Room, board and good salary to the right party. Address

Key 398, care American Florist.

Foreman Wanted

Working foreman. Must be first-class rose grower. Also capable of growing carnations, chrysanthemums and general stock. Steady position and good salary to the right man who can furnish the proper references. Address

Key 391, care American Florist.

Section Men

Four experienced growers to take charge of section in roses and carnations. Good pay to the rignt men.

POEHLMANN BROS. CO.
MORTON GROVE, ILL.

FOR SALE.

2,200 lights of glass, 8x10; 1,400 lights, 9x10; 1000 lights, 10x14. We have also the frame-work for same. This is to be sold at once.

GILLETTE LUMBER & WRECKING CO.
7415 S. Ashland Ave., CHICAGO, ILL.
Phone: Stewart 465.

FOR SALE

1¼ inch wrought iron pipe.
6 cts. per foot.

Peter Reinberg
30 East Randolph St., Chicago

WANTED—5000 to 10,000 BOSTON FERNS

2¼-in. Send sample and price to

POEHLMANN BROS. CO.
MORTON GROVE, ILL.

Selected Boiler Tubes

Thoroughly cleaned inside and outside and trimmed. All sizes. First-class condition. Complete stock in **New and Second-hand Pipe, Fittings, Valves, Boilers, Etc.**

LEVINE & CO.
3738-46 South Halsted Street, CHICAGO
Phone: Boulevard 9354.

HELP WANTED

A high grade man, with broad experience; must be capable of managing a large store in a big city. Only a man of the best of character will be considered. Wages, $45 per week to start, with a good future. State age, experience and full particulars.

Address all correspondence to

Mr. Peter K. Papes
35 Broadway, Detroit, Mich.

NOTICE
—OF—
STOCKHOLDERS MEETING

CHICAGO, July 19, 1919.

Stockholders of the American Florist Company,

You are hereby notified that the annual meeting of the stockholders of the American Florist Company will be held in the Statler Hotel, Detroit, Mich., Wednesday, August 20, 1919, at 3 o'clock p. m., for the purpose of electing directors and officers for the ensuing term and for the transaction of such other business as may come before the meeting.

J. C. VAUGHAN, Pres.
M. BARKER, Sec'y.

FOR SALE.

Modern Greenhouse Establishment.

50,000 square feet of glass; 6½ acres of land; office and packing room with concrete basement; modern barn; potting shed; boiler house; 3-room dwelling, with bath and basement. Electric light and water throughout entire plant and buildings. Two 40 h. p. boilers, and steam heat. Two horses, plow, wagon and other implements.

6,500 young Columbia, set out June 1.
2,000 Columbia, 1,500 Ophelia, 1000 Sunburst, one year old; 2,000 White Killarney, 1000 Ward and Richmond, cut back and started for fall flowering.
1000 Rose Premier, set out May 15.
1000 White Killarney, set out May 15.
1600 Chrysanthemums.
5 000 Carnations, all in readiness for fall planting

Good stock of designs, boxes, manure and fertilizers; $500.00 worth of double strength glass; one-half carload of bench lumber; private railway switch; cheap coal and water.

Good shipping facilities to Cincinnati and St. Louis. Only greenhouse within radius of 50 miles. Good retail trade.

Wish to retire from business. Good terms. Write for prices and further information.

GEORGE SEUBOLD, Florist,
HUNTINGBURG, INDIANA.

OFFICIAL S. A. F.

Shipping Labels

Actual size of leaf 2¾x5¾ inches

FOR CUT FLOWERS: in two colors on gummed paper; your card, etc., in black and leaf adopted by the S. A. F. in red. Prices: Per 500, $3.35; per 1000, $5.00. Samples on request. Electro of leaf, postpaid, $2.00. Cash with order.

AMERICAN FLORIST CO.
440 S. Dearborn St., CHICAGO

NURSERYMEN
FLORISTS AND SEEDSMEN

Headquarters for first-class help, furnished free of charge to employers. Tractor hands, teamsters, general men for farms, single and married, all nationalities.

Phone Main 5074

DIAMOND AGENCY

557 W. MADISON STREET, CHICAGO, ILL.

THE VERY BEST

FOR thirty-five years "Superior Quality Flowers" have stood the test, and have always given satisfaction. They are dependable flowers under all conditions.

We can supply you with the best varieties of Summer Flowers.

Price List sent on request.

Poehlmann Brothers Company

66-74 East Randolph Street

Chicago, U. S. A.

The Largest Growers of Flowers in the World.

Fort Wayne, Ind.

BUSINESS NORMAL FOR SEASON.

Business was about normal for this season of the year, during the week just passed. The weather has been exceedingly hot and sultry, but a grateful relief came, July 13, the first rain we have had for several weeks. Outdoor gladioli were showing the effects of the dry spell. They are arriving in large numbers on the local market, in numerous varieties, and judging from present indications, they will soon dominate the demand. Summer roses are of good quality, particularly in Mrs. Russell and Hoosier Beauty varieties. A few of the new rose, Premier, are being offered, and although these are from the young stock, they give much promise for the coming season. The aster plants in the field are developing finely, and it will be but a short time until these will be offered on the market. Some handsome Hydrangea arborescens are being shown in the retail shops, and come in well at this season for various purposes, including decorative work and funeral sprays.

NOTES.

The Flick Floral Co. believes in publicity, particularly in the summer months, as they are carrying large display advertisements in the daily papers. They are featuring fine gladioli, and Russell roses, which they receive daily from their greenhouses. This firm had a number of wedding orders, besides a good amount of funeral work. Miss Alice Flick, of the store force, is spending a week's vacation at Clear Lake, Ind.

A large number of handsome baskets and other attractive arrangements of flowers were in demand last week for the opening of the new furniture store of The Rowland Company. Gladioli, Russell roses and American Beauties were the principal flowers used for the gifts for the opening, and the company also gave away thousands of roses and carnations. These latter were furnished by the New Haven Floral Co.

W. J. & M. S. Vesey are cutting some good specimens of the new rose, Premier, from their young stock. Although they are having a fine cut of all the seasonable varieties in orchids, they are not nearly able to supply the big demand for them. H. K.

Rochester, N. Y.

SUMMER BRINGS TRADE TO STANDSTILL.

Summer conditions now prevail and as a result business is at its lowest ebb. Transient sales are very limited as many of the usual patrons are now at their summer retreats. Vacation time for the employes has begun. Carnations have improved somewhat in size and the price has advanced to 75 cents per dozen. Roses are only fair, the best being Ophelia, Kaiserin and Hoosier Beauty, Maryland, Francis Scott Key and Sunburst are off crop and poor in quality. Garden flowers are much sought. Sweet peas are not up to standard and the supply is short. There is very little funeral work at this time.

NOTES.

Dewy Lester is now with the Hart & Vick greenhouses at Fairport, N. Y., having been given leave of absence by J. B. Keller Sons during July and August.

Edwin Wilson, son of E. P. Wilson, is spending the summer at Northport, Mass. Miss Elizabeth Wilson is taking her vacation at Holly, N. J.

Horace J. Head has severed his connection with H. E. Wilson's wholesale establishment. He is now spending a vacation at Hilton, N. Y.

Joseph C. Werckin and wife are rejoicing over the arrival of an eight-pound son.

The Meyer Florist Thread

Comes put up 16 oz. of actual thread to the lb., 2 oz. to the spool. Compare our thread with any other you are using and you will see a vast difference in the quality as well as the price and yardage of each spool. Manufactured by the

JOHN C. MEYER FLORIST THREAD WORKS,

1500 Middlesex Street, LOWELL, MASS.

Mention the American Florist when writing

REED & KELLER,

122 W. 25th St., NEW YORK

Florists' Supplies

We manufacture all our

Metal Designs, Baskets, Wire Work and Novelties, and are dealers in Glassware, Pottery, Decorative Greens and Florists' Requisites.

Colatos Bros. are making a specialty of summer baskets of roses and sweet peas.

H. E. Wilson is making extensive alterations at his Main street store.

CHESTER.

Burpee's Sweet Peas

THE IMPROVED SNOWSTORM (BURPEE'S)

The Twenty-Two Best Winter Flowering Spencer Sweet Peas For Florists

The first Spencer Sweet Pea in existence was brought to America by W. Atlee Burpee. Since then the House of Burpee has introduced over two hundred distinct new varieties each an improvement on the past. And by constant hybridizing for the last ten years we have developed the new Fordhook Early Flowering strain of Spencer Sweet Peas. We can now offer you all the finest colors in the Early or Winter Flowering type of Spencers—everything offered is grown on our own Floradale Farm in California.

The House of Burpee is recognized as the **American Headquarters** for Sweet Peas.

WHITE

3390 **EARLY SANKEY (BURPEE'S).** This truly magnificent white was awarded a special Silver Medal when exhibited at the great International Show in New York, March 20, 1915, also Certificate of Merit at the Spring Show of the Pennsylvania Horticultural Society, Philadelphia, March 23, 1915. Black seeded. Pkt. 7c; oz. 80c; ¼ lb. **$2.40**; lb. **$8 00.**

3392 **IMPROVED EARLY SNOWSTORM (BURPEE'S).** The result of a cross between King White and Yarrawa, it embodies the best qualities of those two varieties and easily eclipses all early-flowering white Sweet Peas to date. The flowers are of Yarrawa size, but finer form, as the standard does not reflex but is magnificently bold, though charmingly waved. A vigorous grower, the immense flowers are invariably borne in fours on very long stems. Awarded Certificate of Merit at the International Show, New York, March 20, 1918. Our improved Snowstorm is so immeasurably superior to our original Snowstorm that we have now discarded the latter. Improved Snowstorm is the last word in Early-Flowering White Sweet Peas. Pkt., **10c**; oz., **$1.50**; ¼ lb., **$4.50**; lb., **$15.00.**

CREAM

3342 **EARLY CANARY BIRD (BURPEE'S).** This is a splendid, rich, deep cream or primrose colored self. The flowers are of great size, beautifully waved, and usually borne three or four on a stem. Pkt., 7c; oz., **$1.00**; ¼ lb., **$3.00**; lb., **$10.00.**

CREAM PINK

3348 **EARLY DAYBREAK (BURPEE'S).** The flowers are much frilled or waved, of largest size. The color is a pleasing shade of rich rose-pink on cream ground, becoming deeper toward the edge of standard and wings. The entire flower is lightly suffused with salmon. Pkt., 7c; oz., **$1.00**; ¼ lb., **$3.00**; lb., **$10.00.**

LIGHT PINK

3376 **EARLY LOVELINESS (BURPEE'S).** The color is white, the entire flower being suffused soft pink and the edges distinctly picoteed with rose-pink. Pkt. 7c; oz. 85c; ¼ lb. $2.50; lb. $8.50.

DEEP PINK

3351 **EARLY ENCHANTRESS (BURPEE'S).** It is a bright rose-pink, becoming deeper toward the edges of standard and wings, gradually softening in tone toward the center of the flower. Pkt. 7c; oz. **$1.00**; ¼ lb. **$3.00**; lb. **$10.00.**

3383 **EARLY PINK BEAUTY (BURPEE'S).** The color is soft rose-pink on white ground, richer toward the edges, gradually softening in color as it reaches the center of standard and wings. Pkt. 7c; oz. **$1.00**; ¼ lb. **$3.00**; lb. **$10.00.**

CERISE

3344 **EARLY CHERRY RIPE (BURPEE'S).** A particularly bright and taking color and quite new in this section. It might be described as a glowing cherry or salmon-cerise self. Awarded Certificate of Merit at the International Spring Show, New York, March 20, 1918. Pkt. **10c**; oz. **$2.50**; ¼ lb. **$7.50**; lb. **$25.00.**

ORANGE

3381 **EARLY ORANGE BEAUTY (BURPEE'S).** Similar in color to Helen Lewis, therefore a glowing orange-scarlet with softer colored wings. Extremely free and early blooming, valuable alike for culture under glass or in the open as it withstands the sun and weather well. Pkt. **14c**; oz. **$3.00**; ¼ lb. **$9.00**; lb. **$30.00.**

STRIPED AND FLAKED

3357 **EARLY FANTASY (BURPEE'S).** Striped and marbled with rich rose-pink on a creamy white ground. Exceedingly bright and makes a telling bunch when cut. Extremely free and a continuous bloomer, the flowers usually borne in threes and fours on long stems. Pkt., 7c; oz. 80c; ¼ lb. **$2.40**; lb. **$8.00.**

ROSE AND CARMINE

3362 **FORDHOOK ROSE IMPROVED (BURPEE'S).** Quite distinct from our original Fordhook Rose. The flowers are of immense size, usually borne in threes and fours on very long stiff stems. In color similar to the well-known George Herbert. A pleasing shade of rosy carmine. Pkt. 7c; oz. **$1.00**; ¼ lb. **$3.00**; lb. **$10 00.**

3393 **EARLY SPLENDOR (BURPEE'S).** A magnificent new deep rose self. The rich rose-crimson color is accentuated by the distinct white blotch at the base of standard and wings. The flowers are of great size, usually borne in fours on very long stems. Similar in color to the Summer-flowering Rosabelle. Pkt. 7c; oz. $1.00; ¼ lb. **$3.00**; lb. **$10.00.**

CRIMSON AND SCARLET

3374 **EARLY KING (BURPEE'S).** The finest early-flowering crimson. The flowers are of great size, perfect form, averaging fully two inches in diameter. Pkt. 7c; oz. 85c; ¼ lb. **$2.50**; lb. **$8.50.**

3388. **EARLY ROSY MORN (BURPEE'S).** Flowers grown under ordinary field culture have measured fully two inches in diameter. The flowers are usually borne in threes or fours on stiff, long stems. Color, a pleasing shade of rose with crimson-scarlet standard. Pkt. 7c; oz. 80c; ¼ lb. **$2.40**; lb. **$8.00.**

LAVENDER AND LIGHT BLUE

3375 **EARLY LAVENDER KING (BURPEE'S).** A first-class lavender has been much wanted in this type, therefore, we have great pleasure in offering the new Lavender King. This glorious new variety is a rich, true, deep lavender throughout. Similar in color to the summer-flowering varieties, Burpee's Orchid and R. F. Felton. The flowers are of large size, beautifully true waved form, and borne in threes and fours on stems of great length. Pkt. 7c; oz. 85c; ¼ lb. **$2.50**; lb. **$8.50.**

3399 **EARLY ZEPHYR (BURPEE'S).** This is a delightful shade of pale blue or lavender. It might be briefly described as a silvery blue self. An extremely dainty and charming variety. Pkt. 7c; oz. **$1.00**; ¼ lb. **$3.00**; lb. **$10.00.**

BLUE

3338 **EARLY BLUE-BIRD (BURPEE'S).** This is a charming shade of blue. Somewhat deeper than Wedgewood, but more of a true self, especially as the flower ages. In our opinion, the best blue for indoor culture. Pkt., 7c; oz., **$1.00**; ¼ lb., **$3.00**; lb., **$10.00.**

MAUVE

3380 **EARLY MAUVE BEAUTY (BURPEE'S).** Color a pleasing shade of rosy mauve. The flowers are of immense size, often measuring two and one-half inches in diameter, yet exquisitely waved and of best Spencer form. A strong, vigorous grower and very free flowering. Charming under artificial light. Pkt. 7c; oz. 85c; ¼ lb. **$2.50**; lb. **$8.50.**

PICOTEE EDGED

3346 **EARLY DAINTINESS (BURPEE'S).** This has always been a favorite since it was first exhibited in 1915, when it was certificated. We have only now been able to work up a sufficient stock to offer to our friends. A strong grower, with flowers of largest size and usually produced in fours. Color pure white edged rose. Similar to Summer-flowering Dainty. Pkt. 7c; oz. 80c; ¼ lb. **$2.40**; lb. **$8.00.**

3352 **EARLY EXQUISITE (BURPEE'S).** The ground color is a soft shade of primrose, the edge of the standard and wings being beautifully "picoteed" with deep rose-pink. Pkt. 7c; oz. 85c; ¼ lb. **$2.50**; lb. **$8.50.**

BICOLOR

3361 **FORDHOOK PINK AND WHITE (BURPEE'S).** This is similar to the old Blanche Ferry, having a bright, rosy-pink standard with white wings, lightly suffused rose. Pkt. 7c; oz. 60c; ¼ lb. **$1.80**; lb. **$6.00.**

3398 **YARRAWA.** The flowers average two and one-half inches in diameter, many are duplex or double. The color is a bright rose-pink with a clear, creamy base. Our stock of this popular Australian variety is absolutely true. Grown by us from seed procured direct from the introducer. Pkt. 7c; oz. 75c; ¼ lb. **$2.25**; lb. **$7.50.**

The prices quoted are net for packets as well as larger quantities, f. o. b. Philadelphia, for delivery July to December. The above varieties—each the best in its class—provide a complete range of colors. We have many other desirable varieties of Early Flowering Spencers on which we shall be pleased to quote prices upon request.

W. Atlee Burpee Co.,

Seed Growers Philadelphia.

Best Summer Roses

Russell and Columbia are in Heavy Crop with us.

BUY DIRECT FROM THE GROWER.

Ophelia, White Killarney, Sunburst, Hoosier Beauties

New Ferns

From Massachusetts. Best in the Market, $2.00 per 1000.

RUSSELL and COLUMBIA

50c to $2.00 per dozen, according to length of stems.

ROSES—OUR SELECTION.

In lots of 200 or more.....$3.00 to $4.00 per 100

Ophelia, White Killarney and Sunburst

Long	$8.00 per 100
Medium	$5.00 to 6.00 per 100
Short	3.00 to 4.00 per 100

Other Flowers at market prices.

Asparagus, according to length of stem.....per 100, $2.50 to $3.00.

Bronze Galax, according to quality.....per 1000, 2.00.

In buying direct from the grower you are assured of fresh stock at all times and the most even run of quality possible.

NOTICE—We close at 5 o'clock week days and all day Sunday. Week Days 8 A. M. until 5 P. M.

BASSETT & WASHBURN

LONG DISTANCE PHONE: CENTRAL 1457.

Greenhouses: Hinsdale, Ill., and Greggs Station, Ill.

OFFICE AND STORE

178 N. Wabash Ave., CHICAGO, ILL.

Chicago.

HOT WEATHER AFFECTS TRADE.

The hot weather affected trade somewhat the past week, but at that the sales have been fair and compare favorably with those of last July. Stock is in good supply such as it is, but a few brisk days would find the market pretty well cleaned up in all lines. American Beauty roses are good property and move quickly each day at high prices. Mrs. Chas. Russell are in good demand and so are Premier, Columbia and Ophelia. The other roses grown for the market are also moving well considering the conditions and are not in any great oversupply. Carnations are still to be had, but the receipts are nowhere near as heavy as they have been. Gladioli are a big factor in the market and are moving fast at good prices. Peonies are obtainable but the end of the supply is in sight and another week will find them pretty well disposed of. Lilies and callas are included in the offerings in limited supply. Lily of the valley is holding its own and the same holds true for orchids. Pond lilies are good property and so are asters, which are more plentiful this week. Daisies, calendulas, candytuft, snapdragons, gypsophilla, larkspur and other miscellaneous seasonable stock is included in the shipments and is to be seen featured in many of the store windows this week. Greens of all kind appear to be plentiful, with ferns commanding good summer prices. The weather has been rather severe on the carnation plants in the field and the stock is not looking as well as in other years. They promise to be in exceedingly short supply this season and the growers who have not already arranged to secure what they need will find it to their advantage to do so at once. One large grower reports that he sold what surplus he had for $10 per 100 and could have easily disposed of many more at that figure.

NOTES.

Many of the local florists have signified their intention of attending the Detroit convention and from present indications this city will be largely represented. Some will make the trip by auto. Kroeschell Bros. Co., Poehlmann Bros. Co., American Bulb Co., Duro Paper Products Co., A. Henderson & Co., Allan W. Humason, Foley Greenhouse Mfg. Co., Vaughan's Seed Store, American Greenhouse Mfg. Co., Lord & Burnham, and the A. L. Randall Co. will be among the local firms to have space in the trade exhibition.

Miss Olga Tonner, of O. A. & L. A. Tonner, who has been confined to her home for several months with rheumatism, is able to be about again, and visited the store on several occasions the past week. Her many friends are pleased to hear of her recovery.

Victor Bergman, formerly with O. J. Friedman, and L. Koropp, formerly with the Ohio Floral Co., are to engage in the manufacture of prepared foliages. All arrangements are now being completed and further particulars will be announced later.

Charles Balluff, with Mrs. J. B. Freeman, Toledo, O., visited his many friends here this week on his way home from Fox Lake, where he had been spending his vacation.

Joe Carlin is back on the job at the Fleischman Floral Co. after enjoying a two weeks' vacation. Ed Mallison is now away on his vacation after a strenuous season.

Bassett & Washburn have sold over 25,000 plants of their new early double white pompons, with new orders arriving in every mail.

BASKETS

Write for Catalog Now.

RAEDLEIN BASKET CO.

713 Milwaukee Ave., CHICAGO, ILL.

Mention the American Florist when writing

A. Lange says the new Kroeschell ice machine recently installed at his new store is giving entire satisfaction and shows a considerable saving in stock.

Gust. Alles, with Wietor Bros., will leave next week to enjoy a well-earned vacation. Charles Drissler is back on the job after a visit to Yellowstone Park.

Joseph Ziska, Jr., is again on duty at Joseph Ziska & Sons' store after enjoying a pleasant vacation touring the state in his auto.

Bill Stielow, of Stielow Bros. Co., Niles Centre, is back from nearly a year's service with the American troops overseas.

Kroeschell Bros. Co. has an order to install a five-ton Kroeschell ice machine at Poehlmann Bros. Co.'s city salesroom.

Fred Rentschler, of the Rentschler Floral Co., Madison, Wis., was a visitor at Joseph Foerster & Co.'s store this week.

A. J. Budlong and wife, Mrs. J. A. Budlong and Mrs. Phil. Schupp and daughter, are touring Wisconsin by auto.

A. T. Pyfer, of A. T. Pyfer & Co., and family, are spending their vacation with relatives at Polo.

PETER REINBERG

Wholesale Florist

30 East Randolph St., LONG DISTANCE PHONES CENTRAL 601 and 2846 **CHICAGO**

Russell and Ophelia

As good as you can obtain for use during the hot weather months.

Remember, when ordering, that we have the best stock obtainable in the Chicago market at the prices quoted.

Buy Direct From the Grower. **CURRENT PRICE LIST** **Subject to Change Without Notice.**

	Per 100
MRS. CHAS. RUSSELL	
Select	$15.00
Medium	$10.00 to 12.00
Shorts	5.00 to 6.00
RICHMOND	
Select	$10.00
Medium	6.00
Shorts	$ 3.00 to 4.00
Killarney, White Killarney, Killarney Brilliant, Sunburst, My Maryland, Ophelia, Champ Weiland	
Select	$10.00
Medium	6.00
Short	$ 3.00 to 4.00

MILADY	Per 100
Select	$10.00
Medium	6.00
Shorts	4.00
ROSES, OUR SELECTION	4.00
Carnations, fancy	$ 2.00 to 4.00
Valley	8.00
Sweet Peas	1.50 to 2.50
Adiantum	1.50 to 2.00
Asparagus, per bunch	50c to 75c
Ferns, per 1,000	$4.00
Boxwood	per bunch, 35c
Galax, bronze and green	per 1,000, $2.00
Leucothoe Sprays	1.25

The eighth annual meeting of the directors and stockholders of the Chicago Flower Growers' Association was held at their store on North Wabash avenue, July 15. The following officers were elected for the ensuing year: George Weiland, president; Ed. Meuret, vice-president; Chas. McCauley, treasurer, and Rudolph Ellsworth, secretary. Paul Klingsporn was retained as manager.

Vincent Gorly, of Grimm & Gorly, St. Louis, Mo., arrived here from Michigan, July 14, where he had been spending his vacation. He visited several of the retail stores and the wholesale houses before returning home, besides spending one evening with Ed Eisner, now with Mangel, the Palmer House Florist, but formerly with his firm.

The programme for the state fair, which is to be held at Springfield, August 15-23, has been completed. The programme this year is the first to be given under the new administrative code, which provides for the direct management of the fair by the department of agriculture.

Miss Charlotte Paradise, cashier at A. L. Vaughan & Co.'s store, accompanied her mother to Benton Harbor, Mich., July 13, where she will spend her vacation. Miss Paradise is planning to spend a couple of weeks in beautiful Wisconsin.

Zech & Mann's new Kroeschell ice machine is in operation and is giving complete satisfaction. Vincent Gorly, of St. Louis, Mo., who was a visitor here this week, was very much impressed with it and considers it a great asset to any firm.

L. R. Bohannon, of the Bohannon Floral Co., is back from a fishing trip in northern Wisconsin and reports a most pleasant time. The fishing was good and he succeeded in landing some extra large brook trout. The trip was made by auto.

Otto H. Amling, secretary of the Commercial Flower Growers of Chicago, advises the regular meetings of that organization are held at the Randolph hotel on the third Thursday of each month.

W. J. O'Carroll, of the Chicago University Botanic Garden, has been appointed superintendent of the Lincoln park greenhouses.

Martin Reukauf, representing H. Bayersdorfer & Co., Philadelphia, Pa., is calling on the trade this week.

The Batavia Greenhouse Co. is finding a ready market for its summer crop of American Beauty roses.

Bert Cole, with the E. C. Amling Co., and wife are spending their vacation at Sandusky, O.

E. C. Amling is driving a new Packard. He disposed of his old one to John Michelsen.

Henry Kruchten, of the John Kruchten Co., is enjoying a two weeks' vacation.

Frank Oechslin, who has been under the weather, is out and about again.

James B. and P. J. Foley, Jr., returned from Cleveland last week.

A. Henderson & Co., report a brisk demand for insecticides.

Chas. J. Graham, of Cleveland, was a visitor last week.

O & L A A **Tonner Wholesale Florists**

Dealers in Supplies Chicago Ill.

30 East Randolph Street.

Mention the American Florist when writing

Percy Jones

INC.

Wholesale Florists

30 E. Randolph St., CHICAGO ILL.

Mention the American Florist when writing

It is trying at times for the Retailer to secure the proper stock to furnish his customers with during the hot weather period. The task is easy if you entrust your orders to our care.

JOSEPH FOERSTER CO.

WHOLESALE FLORISTS

160 N. Wabash Avenue, CHICAGO, ILL.

Mention the American Florist when writing

WIETOR BROS.

WHOLESALE FLORISTS

30 East Randolph St., L. D. Phone Randolph 2081 **CHICAGO**

The remains of the late Joseph Craig were removed from the vault at Mt. Carmel cemetery, Wednesday, July 16, at 10 o'clock, to the family lot. The reason for the delay in the burial, was that the body was held awaiting the arrival of one of the Craig boys from overseas where he was serving with the American troops in France.

Poehlmann Bros. Co. has four houses of carnations planted and work on the benching of the remainder is being pushed rapidly. The demand for chrysanthemum stock was exceedingly heavy this season, with a grand clean-up in all varieties. This firm is just coming in crop with five houses of asters.

The Misses Josephine and Cecile Then, and Lorraine Schultz, are making a western trip, which includes a tour of Yellowstone park and California.

William Wolf and wife spent the week-end in Michigan, returning July 13.

Chicago Florists' Club.

The regular meeting of the Chicago Florists' Club was held at the Hotel Randolph, July 10, with a small attendance, President Zech in the chair. Only routine business was transacted.

The report of the transportation committee on plans for the trip to Detroit for the annual convention of the Society of American Florists was adopted. The convention party will leave Monday, August 18, at 11:25 p. m. in special Pullman cars via the Wabash railroad, from the Dearborn station, Polk and Dearborn streets. The fare one way, tax included, is $8.82, lower berth, $2.16, upper berth, $1.73.

Paul R. Klingsporn, state vice-president of the Society of American Florists, was appointed chairman of the convention boosters' committee, with authority to select his associates on the committee. All friends are invited to join the party. For further information relative to special Pullmans, tickets, etc., communicate with H. L. Purdy, Division Passenger Agent, Wabash Railroad, Room 300 Royal Insurance building, 160 West Jackson boulevard, Chicago. Telephone Wabash 1920.

The regular club meetings were suspended for the summer, the next meeting to be held October 9.

Illinois State Horticultural Society.

The summer meeting of the Illinois State Horticultural Society will be held at Anna, Union county, July 31-August 1, upon invitation of the Union county farm bureau. Professor C. E. Durst, formerly of the department of horticulture of the University of Illinois, is the farm adviser for this county, which has had an excellent crop of fruit this year, of which great quantities will be shipped, together with produce, assuring a largely attended and interesting meeting. The complete programme and further data will be supplied later by Secretary A. M. Augustine, Normal, but members are assured that plans have already been made to make this the best, most valuable and comprehensive summer session in the history of the society. There will be orchard inspections, short talks on successes and failures, and actual demonstrations in the field, among the principal features. The visit to the state experiment station at Anna will in itself, be well worth the trip, and all in all, those who do not attend, will miss something worth many times the small expense incurred in making the trip.

TOPEKA, KAN.—The Hollcraft Flower Shop, 807 Kansas avenue, will move in the near future to a new location at 873 Kansas avenue.

Boston.

JUNE BEST IN SEVERAL YEARS.

The month just passed has been the best June since 1916. Flowers have been plentiful and have brought good prices. The return from overseas of the soldiers has resulted in numerous weddings and social functions in which flowers played their part. The scarcity of lily of the valley has caused local growers to turn their attention to swainsona which makes up more gracefully than any other substitute. Delphiniums and gladioli have been in great demand for decorations. Roses are fast falling into the summer rut, with small colorless blooms, due to the extreme heat of the past week. Carnations are also on the wane and good flowers are hard to get. Indoor sweet peas are done for and the outdoor stock is now beginning to arrive. Statice, salpiglossis and bouvardia are much in demand.

NOTES.

Business at Philip Carbone's has been very good with six large weddings during the past month. Mr. Carbone has been in Europe during the past six months and has been making large shipments to his establishment here of Venetian glass and Florentine pottery.

Henry Cocola, buyer for Zinn's store, will tour the lakes of Maine during the last two weeks of July.

William Gilson, of Thomas Roland's staff, has gone to New Hampshire for a month's vacation.

Henry Capers is receiving daily shipments of good stock from John Foote of Reading.

William Elliott is cutting good roses at his Madbury range.

Welch Bros. Co. reports very good business.

S. K. G.

A. L. VAUGHAN & Co.
NOT INC.
PHONES:
CENTRAL 2571 - AUTOMATIC 48-734 - CENTRAL 2572
161 North Wabash Ave, Chicago

Good Shipping Flowers

Great care is taken so that all our shipping orders are filled properly and the stock will reach our customers in the best possible condition. Only strictly fresh flowers that will carry are selected for this purpose and is a big item to the buyer.

Beauties - Roses - Gladioli - Lilies - Orchids
Daisies-Callas-Carnations-Candytuft-Etc.

We also have a Complete line of Greens

Kansas City.

BUSINESS INCLINES TO DULLNESS.

According to reports from nearly all of the local florists, trade during the past week has been rather quiet. Temperatures have been extremely high and a large number of the population have left for vacations. The holidays of two weeks ago also cut in on the business. With the supply of indoor stock curtailed, prices have remained steady. Funeral work has been the principal factor for several days. There was a noticeable lack of street peddlers during June. It has been said that several of the smaller establishments put forth quite a number of these corner vendors, and for a while it appeared as if there was a well directed and established effort to firmly root this somewhat questionable business in this city. A number of the trade are now employing the leisure that comes with the hot season to better equip their establishments for the late summer and fall business.

NOTES.

Alpha Elberfield, of the Alpha Floral Co., recently returned from a vacation trip through the west and is again at his desk. He reports business good, considering the hot season. Gas was decently discovered on his farm near Olathe, Kan., while drilling for water. The well has been capped and will furnish fuel for the greenhouses, which it is planned to erect in the near future. About 20 acres of the farm has been plowed for planting which will commence at once.

Arthur Newell is preparing for a quick move to his new store at 1122 Grand avenue, which is fact nearing completion. As the work progresses, dismantling goes on at the old location and a small part of the equipment is moved. Under this plan, he will be able to close the old store in the evening, move during the night, and open for business in the new quarters on the morning of August 1.

Samuel Murray has enjoyed a good trade despite the warm weather. Considerable attention has been attracted to his fine plant display by a unique and artistic arrangement of tangerines grown at his greenhouses. The trees in pots have the effect of commanding notice to the store through this clever window display.

Fred Fromhold, of the Fromhold Floral Co., in the Muehlebach hotel, states that while business took a decline during the hot season, funeral orders have been unusually numerous. He enjoys a steady patronage from guests of the hotel.

Howard Bartlow, of the Akin Floral Co., says his firm has had a fairly good demand during the past month. Funeral work in considerable quantity has kept the force here quite busy.

The W. L. Rock Flower Co. reports business, especial funeral orders, very good during the past two weeks.

R. F. M.

Milwaukee, Wis.

FUNERAL WORK ONLY FACTOR.

Aside from a little funeral work, there was not much activity the past week. The greater part of the daily consignments consist of outdoor flowers, such as delphiniums, Shasta daisies, gaillardias, gypsophilas, achilleas and sweet peas, while all the stock is showing the effects of the lack of rain, especially the sweet peas, which are small and short stemmed. The rose supply, while adequate, has a good call and moves well, while carnations are practically done for; a few fair ones are seen, but even these are more of a necessity than a credit.

YOUR
FOUNDED BY FLINT KENNICOTT 1st
PROTECTION

CONSIGNORS

to the Chicago Market who want something new, something better, and something to tell them the daily news will find it at

KENNICOTT BROS. CO.
"Chicago's Oldest Exclusive Commission House"

"It Awaits Your Approval."

YOU CAN ALWAYS RELY UPON US FOR YOUR SUPPLY OF

CUT FLOWERS

Remember when ordering that our line is so complete that it includes every item offered in the Great Chicago Market.

ZECH & MANN

30 E. Randolph St.

CHICAGO

Long Distance Phones { Central 3283 Central 3284

Our Offerings Include:

ROSES.

COLUMBIA

RUSSELL

White Killarney

Pink Killarney

Milady Sunburst

Killarney Brilliant

Ward Ophelia

MINIATURE ROSES

Cecile Brunner

CARNATIONS

MISCELLANEOUS.

Callas

Valley Cattleyas

Calendulas

White and Yellow Daisies

SNAPDRAGONS

Candytuft.

PEONIES

GLADIOLI

GREENS.

Plumosus Sprengeri

Galax, bronze Galax, green

Ferns

Adiantum Smilax

Mexican Ivy

Boxwood Leucothoe

CLUB MEETING.

While the regular florists' club meeting, July 10, was a bit late in getting into action, it still proved to be quite interesting to the 17 members present. H. Hornicke, who took over the former Kummer place, 1267 Hopkins street, was proposed for membership. A. Hare, for the entertainment committee, reported a net gain of $24.35 from the dance held May 15. Nic. Zweifel, state vice-president of the Society of American Florists, became pretty well warmed up while soliciting new members, and urging a strong turnout to the Detroit convention, August 19-21. There was some talk of organizing an auto party for this occasion. Several members present had a few new ideas which they thought would be a benefit to the Society of American Florists, and these may be brought up at the proper time. It was also decided to send Wm. Edlefsen and wife, of Lorane, Oregon, a telegram of congratulations for their golden wedding.

NOTES.

The Piggly Wiggly chain of stores used the following in the advertising announcing the opening of their first store: "We will express our gratitude by 'Saying it With Flowers'."

Announcement of the engagement of Miss Fanny Sinar to Walter H. Hummel, formerly in the florist business here, was made, July 13. E. O.

San Francisco.

WEDDINGS STRONG TRADE FACTOR.

Trade showed quite an improvement last week over the previous one. The large number of wedding decorations proved very stimulating to the market, and most of the stores were busy. There is now an ample supply of roses of the new crop coming in. Most of the stock, while not extra long stemmed, is of good quality. The market is confined to Ophelia, Hadley, Shawyer and Ulrich Brunner. There are no Russell or American Beauties to be had. There is a large cut of Cecile Brunner, but it all finds a market. Gladioli are not so plentiful as heretofore neither is it of such good quality as earlier in the season. Fair returns are being received by the growers, however. There is an abundance of carnations, most of which goes into funeral work. Enchantress, both pink and white, are the best sellers. It is hard to move reds at any price. In variegated, Benora is always the leader, owing to its keeping qualities. Zinnias are coming along in limited quantities. Snapdragon can also be seer and is as popular as ever. Something new to the market this season is the supply of hunnemannias, which have proved very acceptable, owing to their beautiful yellow flowers and excellent keeping qualities. Buddleya magnifica and variabilis are being prominently displayed among the stores and are in much favor for baskets and decorations. Dahlias are arriving freely, but there is much room for improvement in the quality of the stock offered. Nearly all colors are to be had, but pink and red are the best sellers. There is still a large cut of sweet peas of mediocre quality arriving. The supply of delphiniums is limited, but of good quality. There is still quite a shortage of cattleyas. Good gardenias are also on the short side. Large stocks of hydrangeas are being used in decorations, both the pink and blue being available. There are plenty of statice and other perennials to be had. Pot grown hydrangeas are seen everywhere. Boston ferns are selling well and all the stores are carrying a large stock. Small piceas and abies in pots, ranging in size from one to three feet, are proving good sellers. There is a heavy cut of adiantum, of the best quality. All other greens are plentiful also.

NOTES.

Mrs. Jennie McWilliams Collie, wife of David Collie, a pioneer nurseryman of this state, died July 4, at the age of 65 years. She was a native of Stonehaven, Kincardinshire county, Scotland. Together with her husband, she came to California in the early days and established a nursery at Redwood City. She is survived by her husband, who has retired from the nursery business for several years. Mrs. Collie had a large number of friends in the trade, who will regret to hear of her passing.

W. B. Aldrich, of M. Rice Co., Philadelphia, Pa., has been visiting the trade in this city. He has been looking for a suitable location for the establishment of a western distributing point for his firm. The business has grown to such a size, according to Mr. Aldrich, that it is considering very seriously the carrying of a large stock in this city to take care of their trade in the west.

With the passing of the large collection of orchids belonging to Dr. Parker, of Santa Cruz, to the firm of Ferrari Bros. in this city, Dr. Parker discontinues the growing of these plants. For many years he has been sending his stock to this market, but it is a matter of much satisfaction to the trade to know that they will remain in this city permanently at the Ferrari greenhouses.

John Carbone, the orchid specialist of Berkeley, is getting his stock in fine shape for fall trade. He is constantly adding to his large collection, and has many new hybrids which will flower this fall for the first time, and of which he expects great results. The brasso-cattleya hybrids, which he has already flowered, showed up wonderfully well, particularly as to size and color.

The Art Floral Company reports a busy week with the wedding decorations. Chief among these was the Buckland wedding, where everything was carried out on an elaborate scale under the direction of Alfred Cuneo. The unique manner in which it was handled was greatly commended.

WE OFFER

THE BEST QUALITY **ROSES** LEADING VARIETIES

Use our **Double White Killarney**—they are always white, not affected by the hot weather. **Once used, always used.**

FERNS We have plenty of good hardy Ferns to offer. Fancy, $2.50 per 1000; medium, $1.50 to $2.00 per 1000.

Leucothoe.....60c per 100; $5.00 per 1000
Galax.....25c per 100; 2.00 per 1000

Choice Stock of Gladioli, Feverfew, Candytuft, Daisies, Calendulas, Valley, Scabiosa, Harrisii, Gypsophila, Snapdragons and all other Seasonable Stock.

DON'T FORGET US ON GREENS, AS WE HAVE

Asparagus, Sprengeri, Ferns, Adiantum, Green and Bronze Leucothoe and Galax

If you want good stock and good treatment, buy of Chicago's most up-to-date and best-located Wholesale Cut Flower House.

J. A. Budlong Co.

Quality Speaks Louder Than Prices.

Wholesale Cut Flowers and Greens

184-186 North Wabash Ave., Corner Lake St., CHICAGO

Roses, Valley and Carnations
—Our Specialty—

Prices As Low As Others.

SHIPPING ORDERS GIVEN CAREFUL ATTENTION.

WE ARE CLOSED ALL DAY SUNDAY.

We are in daily touch with market conditions, and when a decline takes place you can rely upon orders sent us receiving such benefits.

The telephone strike, which is now entering on its third week in this city, is proving a great hardship to all in the trade. It necessitates the employment of special messengers by nearly all the stores. There does not seem to be any likelihood of a settlement being reached at this writing.

E. Schuentenbaus, proprietor of the Mayfield Nursery, has joined the ranks of the benedicts. He has returned from his wedding trip and he and the bride are cosily domiciled at his home at Mayfeld. He is sending in a fine cut of hunnemannias to this market every day.

F. C. Jaeger & Son and the Art Floral Company, are showing some beautifully trained specimens of golden California privet, grown in pots, at the entrance to their stores. They are something out of the ordinary, and are greatly admired by the public.

Brown & Kennedy have been busy with funeral work lately. They report stock plentiful. They expect to make many improvements in their store before the fall season opens, so as to be able to take care of their ever increasing business.

Robert Newcomb, of Chicago, has left this city, after a successful visit in the interest of his firm. He remained over to attend the funeral of the late Peter Ferrari and serve as one of the pallbearers.

A. T. PYFER & CO.

WHOLESALE FLORISTS

164 North Wabash Avenue, CHICAGO

John McLaren, superintendent of Golden Gate park and Angelo J. Rossi, have been appointed on the committee to greet the Atlantic fleet upon its arrival here. The appointments were made by Mayor Rolph.

M. H. Ebel, of Sacramento, called on the trade this week. He reports business rather quiet up his way, chiefly owing to the warm weather. He will shortly start for a vacation at the beach resorts.

J. W. Grandy, of Norfolk, Va., spent some days here calling on the trade. He is on his way home after attending the Rotary Club convention at Portland.

L. Scatena, who is in charge of the shipping department of the Art Floral Company, is spending a vacation in the mountain country on a fishing trip.

Manager Luke Uzick, of the J. B. Boland store, says trade is keeping up in good shape with them in their new temporary quarters at Lick place.

JAS. T. LYNCH.

Albany, N. Y.

CLUB MEETING.

Notwithstanding the heavy rain, about 25 members of the florists' club journeyed nine miles out of the city on the night of July 10 to attend the monthly meeting, which was held at the home of Fred Goldring, a former president, at Font Grove. In the absence of President William Newport, Mr. Goldring presided at the short meeting. Besides the reading of a few communications, and the receipt of one application, which was held over until the August meeting, the principal item of business was a discussion on the advisability of holding a clambake this year. The high prices of the commodities necessary for a bake were mentioned as a strong deterrent. The members voted finally to place the matter in the hands of the entertainment committee, with instructions to report at the August meeting. Following the adjournment, refreshments were served by the host and a social hour was en-

ERNE & COMPANY
—WHOLESALE FLORISTS—
30 E. Randolph Street, L. D. Phone, Randolph 6578. CHICAGO, ILL.

E. F. Winterson Co.
166 North Wabash Avenue, L. D. Phone Central 6004. CHICAGO
We carry the year round the best Wild Smilax, Fancy Ferns, Galax and Huckleberry. Try us on your regular orders.

joyed by the members. On invitation of Frederick Henkes, the August meeting will be held at the establishment of Henkes Brothers, Newtonville. Among the visitors at the meeting was Walter Mott, traveling representative for Hammond's Paint & Slug Shot Works, Beacon, N. Y. Mr. Mott, who lives in Schenectady, had not been at a meeting of the local florists' club for a year. The members were glad to renew their acquaintance with Mr. Mott, who has traveled this territory for many years.

NOTES.

About 100 relatives and friends of Mr. and Mrs. Ansel D. Carpenter, of Cohoes, were present at the celebration of their golden wedding, which took place at Brookside park, a short distance east of Troy, July 8. The celebration took the form of a clam steam. Among those present were several of the florists of Troy and Cohoes. In behalf of these, John E. Sambrook, of Sambrook Brothers, Troy, presented the couple with a silver loving cup in which were 50 yellow roses. Mrs. Carpenter was given a miniature shower bridal bouquet, and each woman present received a bouquet of Ophelia roses. The programme included short addresses of congratulation by the Rev. Drs. George A. Armstrong and George Perry, and Dr. J. H. Mitchell, a popular physician and a former mayor of Cohoes. Among those present were relations from Seattle, Wash., Pennsylvania, and Newfoundland. The programme was prepared by Dale S. Carpenter, the only son of the couple. Mr. and Mrs. Carpenter were married in Pennsylvania half a century ago. Mr. Carpenter and his son have been in the florist business in Cohoes for more than 40 years, and are well known in this locality.

The club members sympathise with President Newport in the death of his brother, Arthur, age 53 years. A despatch from Oneonta states that Arthur Newport was found dead in the kitchen of his home July 3, from gas asphxyiation. He left a note to his three daughters saying his strength was gone and bidding them good bye. Mr. Newport had been in ill health for some time. He was born in Bristol, England, January 22, 1866, and came to this country with his parents when he was five years old. He learned the florist business in Albany, and in 1895 went to Oneonta to work in the Grove Street Greenhouses. He remained with the successive proprietors until the time of his death. The funeral services were held Saturday, July 5, at Oneonta where the Rev. Dr. Edson J. Farley officiated. The body was brought to the home of his mother, Mrs. Martha Newport, 330 Western avenue, Albany, and thence was buried in the Albany Rural cemetery. Mr. Newport, besides his mother, is survived by three young daughters, three brothers, Benjamin, William, and George Newport, and two sisters, Mrs. Nellie Slingerland, and Miss Katherine Newport, of Albany.

An exhibition of the garden work of the school children of the city will be held in Chancellor's hall, state education building, September 6. Last year, about 2,000 gardens were planted by the school children of the city; the number this year is said to be larger. Prizes will be awarded for the best gardens and for the best exhibits of flowers and vegetables. The local woman's club is interested in the school garden work, and has named Mrs. J. Henry Johnson, chairman of the garden committee of the club. The gardens are being visited through the summer by Miss Virginia Hastings and Mrs. Saitee Baumann.

During the long June days, A. J. Hilton of 412 Second avenue, this city, was kept busy showing visitors the rambler roses, ablaze with color on the 30 foot trellises he had built for them in the yard of his home.

R. D.

Detroit, Mich.

CLUB MEETING.

The club meeting, July 8, was well attended, and the proceedings devoted almost exclusively to the affairs relating to the approaching convention of the Society of American Florists. Chairmen of several committees were appointed as follows: Hotels and reception, E. A. Fetters; Subscriptions, Chas. H. Plumb; Finance, E. A. Fetters; Music and entertainment, Walter Taepke; Press, M. Bloy; Refreshments, Philip Breitmeyer; Decoration, Henry Forster; Automobiles, A. Pochelon; Bowling, Joseph Streit; Badges and publicity, Wayne McLaughlin.

The Saginaw-Bay City Floricultural Society, through its secretary, Henry W. F. Goetz, enlisted the club's support in an attempt to organize a state florists' association, and to that end, letters will be addressed to every florist in the state to attend the S. A. F. convention here August 19-21, and to be present at the initial meeting of the proposed organization, which will be held in the Arcadia hall at an hour to be later announced from the chair.

UNUSUALLY DULL BUSINESS.

The past week was a record breaker for dull business, as reported by all retailers. The warm weather and scarcity of funeral work were the contributing factors. Stock of all kinds has been, and will be plentiful, but the quality of the roses is hard to maintain, owing to the excessive heat and humidity. Gladioli are now on the market in limited quantities, but they only serve for advantageous window display thus far.

NOTES.

Vice-President E. A. Fetters of the Society of American Florists is daily receiving applications for hotel accommodations from all parts of the country, indicating the prospects for the greatest attendance the society has ever had. Two other big conventions are to be held here the same week, making the early reservations of rooms at the hotels imperative.

Charles H. Plumb, 1430 Burns avenue, has taken out incorporation papers covering the business, effective July 1. Charles H. Plumb is named president, Robert F. Plumb is secretary-treasurer, and Albert E. Docksey, who has been in Mr. Plumb's employ for 25 years, holds a portion of the stock.

A. Pochelon and family are enjoying their fishing and hunting lodge at Lovells, Crawford county, Mich. The trip was made in Mr. Pochelon's Hudson "Super-Six."

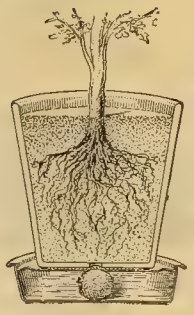
Harry Taylor, manager of the Breitmeyer store in the David Whitney building, was married June 21 at Washington, D. C., to Miss Helen Burga of that city.

Peter Rush has purchased two acres of land at Inkster, Mich., on which he will soon build a residence and greenhouses.

Walter Taepke and family have gone to their summer home on the Canadian shore at Lake St. Clair.

J. F. S.

Sell More Potted Plants



You can easily double your plant trade by showing your customers how easy it is to grow potted plants with a

Little Wonder Plant Irrigator

They keep your plants watered just right. Wholesale price, $20.00 per 100.

If your supply house does not carry them send us their name with your order.

Sample by mail, 25c.

The Wonder Plant Irrigator Co.
2544 N. Clark St., CHICAGO

Mention the American Florist when writing

EDWARDSVILLE, ILL.—The J. F. Ammann Co., is closing its establishment Saturday afternoons during the hot weather.

HIGHLAND PARK, ILL.—It is reported that the firm of Parkes & Parkes, consisting of Ezra A. and Augusta Parkes, will be dissolved.

NAPERVILLE, ILL.—William Miller, proprietor of the West Side Greenhouses, donated several hundred flowers recently for distribution among the sick in this city.

John Kruchten Co.

30 East Randolph Street, WHOLESALE FLORISTS L. D. Phone Central 8016-8017. CHICAGO, ILL.

Mention the American Florist when writing

E. C. AMLING CO.

The Largest, Best Equipped, Most Centrally Located

WHOLESALE

CUT FLOWER HOUSE

IN CHICAGO

169-75 N. Wabash Ave., CHICAGO

L. D. Phones CENTRAL 1977 and 1978

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MILLER & MUSSER

Wholesale Florists

179-181-183 North Wabash Avenue, CHICAGO

Mention the American Florist when writing

A. L. Randall Co.,

Wabash Ave. and Lake St., CHICAGO, ILL.

Wholesale Cut Flowers, Florists' Supplies.

Mention the American Florist when writing

WEILAND-RISCH CO.

FLOWER GROWERS

TELEPHONE CENTRAL 879 154 N. WABASH AVE. CHICAGO ILLINOIS

Mention the American Florist when writing

George Reinberg

WHOLESALE FLORIST

Extra fancy Ophelia, Sunburst, Richmond, Killarney, White Killarney and Killarney Brilliant roses. All orders given prompt attention. Try us.

162 N. Wabash Av., CHICAGO

Mention the American Florist when writing

Cards For All Occasions

Labels, Stickers, Seals, Tags. Printing for Florists.

THE JOHN HENRY CO.

LANSING, MICH.

Mention the American Florist when writing

Wire Hanging Baskets

Price List, 1919. Plain Wire Hanging Baskets.

10-inch	$1.75	14-inch	$3.00
12-inch	2.25	16-inch	4.50

SHEET MOSS in bags, per bag, $2.00

Our Sheet Moss is the best value for the money in the market.

Michigan Cut Flower Exchange, 264-266 Randolph St., DETROIT, MICH.

Mention the American Florist when writing

Wholesale Flower Markets

Chicago.

CURRENT PRICE LIST.

		Dozen
Roses,	Beauty	$ 1.50@$ 5.00
		100
"	Mrs. Chas. Russell	5.00@ 20.00
"	Columbia	5.00@ 15.00
"	Hoosier Beauty	4.00@ 10.00
"	Killarney Brilliant	3.00@ 10.00
"	Killarney	3.00@ 10.00
"	White Killarney	3.00@ 10.00
"	Richmond	3.00@ 10.00
"	Prince de Bulgarie	3.00@ 10.00
"	My Maryland	3.00@ 10.00
"	Mrs. Geo. Shawyer	3.00@ 10.00
"	Milady	3.00@ 10.00
"	Sunburst	3.00@ 10.00
"	Mrs. Aaron Ward	3.00@ 10.00
"	Hadley	3.00@ 10.00
"	Ophelia	3.00@ 10.00
"	Double W. Killarney	3.00@ 10.00
"	Mrs. Moorfield Storey	3.00@ 10.00
"	Champ Weiland	3.00@ 10.00
"	Stanley	3.00@ 10.00
"	Francis Scott Key	3.00@ 10.00
"	Bayard Thayer	3.00@ 10.00
"	Cecile Brunner	3.00
"	George Elgar	3.00
"	Baby Doll	3.00
"	Nesbit	3.00
"	Our selection	4.00
Carnations		3.00@ 4.00
Cattleyas, per doz.		10.00@ 12.00
Daisies		1.50@ 2.00
Gladioli		4.00@ 6.00
Peonies		4.00@ 6.00
Valley		12.00@ 15 00
Calendulas		2.00@ 4.00
Callas		15.00
New Ferns	per 1,000	3.00@ 4.00
Galax	per 1,000	1.50@ 2.00
Leucothoe		1.00@ 1.25
Mexican Ivy	per 1,000	5.00@ 6.00
Plumosus Strings	each	.60@ .75
Smilax	per doz.	2.50@ 3.00
Sprengeri, Plumosus Sprays		3.00
Boxwood, 35c per lb., per case		9.00

ZECH & MANN

WHOLESALE FLORISTS

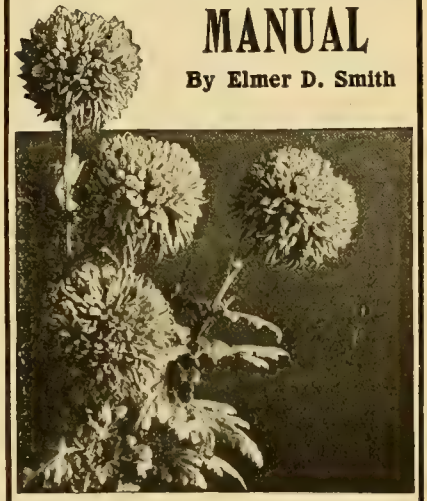
30 E. Randolph St., CHICAGO

Telephone Central 3284

Mention the American Florist when writing

THE CHRYSANTHEMUM MANUAL

By Elmer D. Smith



FOURTH EDITION

Price 60 Cents. Cash with Order.

American Florist Co.

440 S. Dearborn St., Chicago

CHICAGO FLOWER GROWERS' ASSOCIATION

182 N. Wabash Avenue

L. D. Phone Randolph 631

The Foremost Wholesale House of CHICAGO

Mention the American Florist when writing

There is no comparison as to the Quality, and no comparison in value if you buy the

Best Gladiolus

such as we offer you. Our stock consists mostly of **America, Halley, Schwaben** and some novelties in **Gladiolus.** The supply is now large enough to fill any size order. $6 00 to $8.00 per 100; some of the newer varieties $10.00 per 100.

THE LEO NIESSEN CO., 1201 Race St., Philadelphia, Pa.

Philadelphia.

MARKET CONDITIONS SHOW IMPROVEMENT.

The weather during the past week appears to have given the market a favorable turn; stocks appear in better form and buyers have shown a trifle more energy. Gladioli,, a plentiful supply of roses, such as they are, and a rather surprising quantity of carnations, that show up very well for so late in the season, and cattleyas, are the quantity items. Hydrangeas, cornflowers, achilleas, feverfews, gaillardias, water lilies, the first of the dahlias and sweet peas are also prominent and quite important offerings. The gladioli are seen in good variety and are largely used by the artists in all the funeral and decorative work of this season. There is a wonderful difference in the quality of this stock. It would appear to pay growers to force for flowers only the largest bulbs of the best varieties, give them the best location in well prepared and enriched soil, and with overhead watering insure the necessary moisture. This means some additional effort and expense, but instead of from three to six cents the quality stock will bring 10 to 12 cents and is always in demand. Almost anything will sell in the summer market if it is just a little better than the ordinary, for much that comes in, is so poor that one wonders what the grower is thinking about or expects to get out of it.

July 14.—The receipts of the various stocks, while not heavy, were more than enough for the demand, there being very listless buying. There were fair Russell and Columbia and very nice looking Premier. Gladioli were plentiful, and there were a few more asters.

GRADING AND PACKING.

Grading, bunching, getting the stems and flowers well filled with water before shipping, careful packing and seeing that the boxes get to the market early in the morning, are just as essential as skill in growing. August Doemling, Lansdowne, whose specialty is roses, grades the stock as soon as cut, wrapping each 25 in a sheet of stout, brown paper, on which is stamped the grade. This paper projects an inch or more beyond the flowers. A rather firm tie outside the paper binds the package firmly. These are then placed in the cold storage room, ready for quick handling and packing early the next morning. This is unquestionably the best method of protecting such fragile stock as freshly cut roses, whose petals are easily torn by thorns or are broken off in the handling, or dry out and wilt when lying about exposed to drafts, and in the packages, are quickly counted, not one, but 25 at a time. That this practice is not universal proves how hard it is to get new ideas or improved methods adopted. Men will go on, year after year, doing things as they were taught years before, while their more progressive neighbors are quick to see and profit by the new and practical ways that are alike open to all.

DETROIT CONVENTION PLANS.

The transportation committee presents the following information as to time of trains, routes, rates, etc., from this city: Via Pennsylvania system, all rail; leave North Philadelphia station, Monday, August 18, 11:20 a. m., due Detroit, 7:45 a. m., Tuesday. Fare, including tax, one way, $20.90; Pullman, lower berth, $3.78. Rail and boat route: Via Lehigh Valley; leave Reading Terminal, 9:15 a. m. Sunday, August 17, due Buffalo, 8:25 p. m. Fare, $11.99. Spend the night in Buffalo and Monday in sight seeing and a side trip to Niagara Falls. Leave on steamer in company with New York delegation at 6 p. m., eastern time, due in Detroit, 8 a. m. Tuesday. Fare on boat, $4.50; berths, upper, $1.50; lower, $2.00; stateroom accommodations for three, $3.50. There should be a good representation from this city and surrounding territory. The convention promises to be one of the best ever held by the society. Detroit is a beautiful city, where any of the craft are always sure of a warm welcome, and

EDWARD REID

Roses, Carnations, Gladioli. All Seasonable Flowers.

This is the exclusive shop, only one block from Express Depots.

1619-1621 Ranstead Street, PHILADELPHIA, PA.

Wholesale Flower Markets

BUFFALO, July 16.	Per 100
Roses, Beauty, Special	30.00@ 40.00
" Fancy	20.00@ 30.00
" Extra	10.00@ 20.00
" 1st	8.00@ 10.00
" Killarney	3.00@ 10.00
" My Maryland	3.00@ 10.00
" Sunburst	3.00@ 10.00
" Ward	3.00@ 10.00
" Ophelia	3.00@ 10.00
" Russell	8.00@ 15.00
" Shawyer	3.00@ 10.00
" Bon Silene	3.00@ 4.00
Cattleyas	75.00@ 85.00
Carnations	1.00@ 1.50
Sweet Peas	.50@ 1.50
Asparagus Sprengeri, .35@z.50	
Ferns per	1.000 2.00
Calendulas	2.00@ 3.00
Callas	10.00@ 20.00
Smilax	25.00
Gladioli (indoor)	8.00@ 10.00

BOSTON, July 16.	Per 100
Roses, Beauty	12.00@25.00
" Killarney Queen	2.00@ 6.00
" White and Pink Killarney	2.00@ 6.00
" Double White Killarney.	6.00@12.00
" Killarney Brilliant	2.00@ 8.00
" Hadley	6.00@12.00
" Mock	2.00@ 4.00
" Mrs. Chas. Russell	6.00@12.00
" Taft	2.00@ 8.00
" Milady	2.00@ 8.00
" Ward and Hillingdon	2.00@ 8.00
" My Maryland	2.00@ 8.00
Carnations	12.00@15.00
Easter Lilies	10.00@20.00
Valley	6.00@10.00
Gladioli	4.00@ 8.00

CINCINNATI, July 16.	Per 100
Roses, Killarney	4.00@15.00
" Mrs. Chas. Russell	6.00@20.00
" Ophelia	6.00@20.00
" Richmond	6.00@15.00
" Sunburst	6.00@15.00
" Shawyer	6.00@20.00
" Columbia	12.00@40.00
Lilium Giganteum	15.00@25.00
Cattleyas	.75@ 1.00
Carnations	4.00@ 12.00
Callas	10.00@ 12.00
Calendulas	1.50@ 3.00
Easter Lilies	10.00@ 12.00
Sweet Peas	.50@ 2.00
Tulips	4.00@ 8.00
Daffodils	5.00@ 6.00
Iris Tingitana	12.00@15.00
Jonquils	4.00@ 6.00
Snapdragons	6.00@10.00
Gladioli	3.00@ 5.00

Write For Our

Price List

On Cut Flowers

H. G. BERNING

1402-4 Pine St., St. Louis, Mo.

BERGER BROS.

Roses, Orchids, Sweet Peas, Carnations.

GLADIOLUS

1225 Race St. Philadelphia, Pa.

Pittsburgh Cut Flower Co.

WHOLESALE FLORISTS

116-118 Seventh Street,

PITTSBURGH, - PA.

Growers of Quality Flowers.

Prepared Cycas Leaves

Best quality Prepared Cycas, pliable, perfect color and full length. Neatly packed, 10 of a size to a package. 100 assorted Cycas, up to 40-inch lengths, for $6.50. Also complete list of other supplies free.

GEO. H. ANGERMUELLER CO.,

Wholesale Florists, 1320 Pine St., ST. LOUIS, MO.

Wholesale Florists' Supplies

THE HOUSE OF MERIT

Staple Baskets and Seasonable Novelties in Quantity.

Send for Our Catalogue.

JOS. G. NEIDINGER CO.

1309-1311 N. 2nd St., Phila., Pa.

C. C. POLLWORTH CO.
EVERYTHING in the line of Cut Flowers, Plants and Florists' Supplies.
MILWAUKEE, WIS.

HOLTON & HUNKEL CO.
462 Milwaukee St., Milwaukee, Wis.
Wholesalers and Growers of Choice Cut Flowers and Greens

H. Bayersdorfer & Co.
The Wholesale Supply House of America . . .
EVERYTHING THE BEST IN FLORISTS' SUPPLIES
1127 Arch St., Philadelphia, Pa.

when attending in a body, are splendidly entertained. The trip going and returning presents an opportunity to see many of the large trade establishments of the country. The New York delegation now numbers over 100, and reports from other centers show an unusual interest. It is important that reservations should be made at once, and individually, as there is no quantity or convention rates.

NOTES.

S. S. Pennock attended a special meeting of the executive committee of the American Rose Society in New York, July 14. Mr. Pennock, in a recent trip on the New York, New Haven and Hartford road, stated that in all the deep cuts, the banks were planted with Dorothy Perkins roses. This was done to keep the slope from caving and hold down the dust. This planting extended from west of New Rochelle to East Rowayton, a distance of 25 miles, and as he saw them in full flower, they presented a beautiful decorative effect.

C. U. Liggit finds an ever increasing demand for all kinds of forcing greenhouse stock. Freesia bulbs are all sold. Cyclamen seed are going fast. Carnation plants, field grown, are sold up very close. Prices are now $10 per hundred for any stock worth handling, and $12 for some varieties. He believes there will not be one-fourth enough for the demand.

The wholesalers are having trouble with letter mail deliveries, many orders arriving too late to be filled. Expensive long distance telephone calls or telegrams are thus made necessary, which places another cost to the many recently added and which appear as if destined to stay.

Eugene Bernheimer and wife are now motoring in the White Mountains, their itinerary being from this city to Portland, Me., and return by routes that will take them to many points of interest. They expect to be gone about two weeks.

The Philadelphia Wholesale Florists' Exchange finds a good demand for summer roses, some varieties of which are not being rested by their growers.

Caspar Pennock, of Lansdowne, has his rose stock in a very good condition for the season. Mock and Maryland are cutting freely.

John Young and Major P. F. O'Keefe passed through this city Monday, enroute to the July meeting of the Baltimore Florists' Club.

GUST. RUSCH & CO.
Wholesale Florists
Jobbers in FLORISTS' SUPPLIES.
Phone Main 1245. P. O. Box 206
444-446 Milwaukee St., Milwaukee, Wis.

Wholesale Flower Markets

PHILADELPHIA, July 16.	Per 100
Roses, Beauty, special	20.00@ 40.00
" " fancy	10.00@ 15.00
" Mrs. Chas. Russell	6.00@ 20.00
" Killarney	2.00@ 8.00
" Hadley	6.00@ 15.00
" Sunburst	4.00@ 10.00
" Wards	3.00@ 6.00
" Ophelia	4.00@ 12.00
" Columbia	6.00@ 20.00
Carnations	2.00@ 4.00
Easter Lilies	15.00@ 20.00
Snapdragons	4.00@ 10.00
Calendulas	2.00@ 3.00
Adiantum	1.00@ 1.50
Smilax	.25
Asparagus Strings	.50@ .75
Asparagus bunches	.50
Dagger and Fancy Ferns, per 1.000	3.00@ 4.00
Sweet Peas	.50@ 1.50
Gladioli	8.00@ 12.00

ST. LOUIS, July 16.	Per 100
Roses, Hadley	2.00@ 4.00
" Killarney	2.00@ 4.00
" White Killarney	2.00@ 5.00
" Hoosier Beauty	2.00@ 6.00
" Russell	2.00@ 6.00
" Ward	1.50@ 2.00
" Mrs. Shawyer	2.00@ 4.00
" Sunburst	2.00@ 6.00
Carnations	1.00@ 2.00
Ferns	2.00

PITTSBURGH, July 16.	Per 100
Roses, Beauty, special	30.00@41.00
" " fancy	25.00@30.00
" " extra	15.00@20.00
" " No. 1	4.00@10.00
" Hadley	4.00@20.00
" Killarney	3.00@12.00
" Sunburst	3.00@12.00
" Mrs. Aaron Ward	3.00@12.00
" Russell	6.00@20.00
" Columbia	6.00@20.00
" Ophelia	4.00@15.00
" Hilda	3.00@12.00
Cattleyas	50.00
Carnations	2.00@ 3.00
Ferns, per 1,000	2.50@ 3.00
Sweet Peas	1.00@ 2.00
Gladioli	8.00@ 10.00
Phlox	3.00@ 4.00
Delphinium	8.00@ 10.00
Coraopsis	2.00
Daisies	1.00@ 2.00

Edward Reid finds My Maryland and Victoria, the oldest roses in the list, to be the best, at least, for this season of the year.

Leo Niessen and family are enjoying a vacation at Niagara Falls and resorts of the Great Lakes.

K.

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MINNEAPOLIS, MINN.
RICE BROTHERS
Wholesale Florists and Supplies
218 North Fifth St.
Send list in for quotations.

MILWAUKEE, July 16.	Per 100
Roses, Killarney, W. Killarney	3.00@ 8.00
" Ward	3.00@ 6.00
" Mrs. Chas. Russell	6.00@15.00
" Ophelia	3.00@ 8.00
" Columbia	6.00@15.00
" Hoosier Beauty	4.00@ 8.00
Carnations, assorted	2.00@ 3.00
Cattleyas, per doz.	7.50@ 9.00
Sweet Peas	.50@ .75
Snapdragons	4.00@ 6.00
Gladioli, per doz.	.75@ 1.00
Daisies	1.00@ 1.50
Larkspur	.35@ .50
Gypsophilia	.25@ .35

New York.

MUCH STOCK SACRIFICED.

The intense heat that prevailed during the first week of this month, forced out an immense stock, particularly in roses, which were thrown on the market to be sacrificed at cost. By the same token, as the hot weather brought in the flowers, it drove tens of thousands of people out of the city. The multitude that remained had their minds centered on getting what little comfort could be had in the sizzling atmosphere, but flowers did not, to any great extent, enter into their scheme of existence. Although the weather of the past week was much cooler, the supply of stock continued heavy with prices, on such as could be sold, at a low level. Even orchids, which were not plentiful, were slow and dropped in price. But few roses of special grade can be expected at this time, but fairly good stock, as it came out of the boxes, has sold for $20 per 1,000. As a matter of course, buyers of small lots of picked stock, have paid higher prices, but none to compare with the June market. It must also be taken into account that much stock has been lost. The American Beauty situation was no better. Thousands of specials came in; a few would sell, when fresh, at $20 or $25 per 100, but the problem was, what to do with the surplus. Much long stemmed stock that started as "special," finally sold for $6 per 100. It is unnecessary to devote much space to carnations and sweet peas, for the bulk of both stocks reached the market in such a condition that they had better never to have been shipped. There were a few passably good carnations—for the season—but a bunch of good sweet peas was almost a novelty. A heavy stock of gladioli has been arriving, but has gone down in the general catastrophe of prices. Fairly good asters have arrived in limited quantities. Although the supply of lilies and lily of the valley is light, there is but little demand for either, and they too lag.

July 12.—A week of continuous cool weather has somewhat reduced the supply of stock, made city life more endurable, and slightly improved both wholesale and retail conditions. If there is no great advance in prices, less stock is being lost in the wholesale district. The asters that come in, sell readily at 50 cents per dozen.

July 14.—The supply of roses is much lighter than a week ago, but the demand also continues light. There is but little good rose stock on the market.

NOTES.

Some of the older generation of florists will recall the name of John Henderson, who in 1870. and later, conducted a range in Flushing, N. Y. In his time, he was a progressive and successful grower. He was the son of a London, England, horticulturist of note. After coming to New York, Mr. Henderson for a time, conducted the place known as the "Oaks," the Taylor estate. Eventually, he bought a tract of land bounded by Parsons, Queens, Burling and Forest avenues, in Flushing, on which he erected greenhouses. Previous to his death, about 20 years ago, he donated the site for the Flushing hospital and much other bequests. The greenhouses were long since removed. The land has been platted, and 25 of the 75 dwellings to be erected on it have already been started. Dennis Kamer, a well known seedsman, formerly with Vaughan's Seed Store, now with J. M. Tharburn & Co., worked for Mr. Henderson in 1870.

George J. Ball, the sweet pea specialist of Glen Ellyn, Ill., was in the wholesale district July 14. He is not altogether a stranger to this city. Years ago, he worked on the John Henderson place at Flushing. He enlisted in the 71st regiment of New York for the Spanish-American war and went to Cuba. He returned seriously ill and was for some time in the Flushing hospital. Later, he served in the Philippines, and on his return, settled in the west.

James Sullivan, who enlisted in the United States army on our entrance into the war—and saw it through in France—is now with the United Cut Flower Co. Hugh Pada, who enlisted at the same time in the same company, and went through it with Sullivan, is now with Riedel & Meyer.

Peter Theopine, of the Boulevard Floral Co., Broadway and 86th street, has sailed for Greece for a visit of two months. He is a popular man, both with Americans and Greeks of this city, and all will wish him a prosperous and happy sojourn in his native land.

The directors of the Cut Flower Exchange held their annual outing and shore dinner at Patchogue, L. I., July 8. Patchogue is now the home of John Donaldson, a retired florist, formerly prominent in the exchange.

H. Baylis, of the New York Cut Flower Co., is receiving a good variety of roses from Dailledouze Brothers; also good asters from John Reimel's Sons, Woodhaven, N. Y.

Albert A. Schanzer, formerly well known in the retail trade of this city, has returned from a year's stay in France with the 6th Division, United States army.

M. Schwartz and wife, who have greenhouses at Central Park, L. I., now have a neat store in a fine new building at 427 Fulton street, Jamaica.

Nicholas Carajanes, a florist of Minneapolis, Minn., has been spending a week with his brother, George J. Carajanes, the florist of 2594 Eighth avenue.

Emil Schloss has so far recovered from his recent attack of rheumatism as to be at the store. He will go away for a time for rest.

Visitors: Charles Robinson and Herman Hackle, representing Henry M. Robinson & Co., Boston, Mass.

A. F. F.

Cincinnati.

DEMAND MOVES ORDINARY SUPPLY.

Business is somewhat quiet, but is sufficient to take up substantially a very ordinary supply. Out-of-town business, however, appears to be holding up fairly well. Roses are in fair quantity. Gladioli are plentiful. Easter lilies and rubrums are coming into the market regularly. Asters are now a daily factor, and up to this time have been selling well. Other offerings are water lilies, sweet sultans, snapdragons, and a few out-door sweet peas.

NOTES.

W. Ray Murphy is spending his vacation on an automobile trip to various Indiana points; while his sister, Miss Clare Murphy, has gone to the Murphy cottage at Les Chenaux, Mich.

W. C. Schaefer Floral Company has been sending some excellent rubrum and Harrisii to C. E. Critchell during the past fortnight.

H.

YOUNGSTOWN, O.—Ryan & Culver have purchased and taken charge of the retail store and range conducted by H. H. Cade since 1914.

WINSTED, CONN.—Carl Swenson, a prominent florist and resident of this city for more than 25 years, died here June 26, age 66 years.

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Wholesale Florists, 102 West 28th St., New York.
Telephones: Farragut 159 and 9761.
The Right People to Deal With. Consignments Solicited.

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A. L. Young & Co.
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All the NEW ROSES, CARNATIONS and Seasonable Flowers.

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Phones 4024 and 4025 Madison Square.
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Wholesale Flower Markets

NEW YORK, July 16. Per 100

Roses, Beauty, special	20.00@35.00
" " extra and fancy	5.00@10.00
" Hadley	2.00@ 15.00
" Francis Scott Key	4.00@ 30.00
" Columbia	2.00@ 8.00
" Prima Donna	2.00@ 10.00
" Alice Stanley	1.00@ 6.00
" Double White Killarney	2.00@ 6.00
" Killarney	.50@ 4.00
" " Queen	.50@ 4.00
" " Brilliant	.50@ 4.00
" Aaron Ward	2.00@ 8.00
" Ophelia	.50@ 8.00
" Sunburst	2.00@ 6.00
" J. L. Mock	2.00@ 8.00
" Mrs. Chas. Russell	4.00@ 15.00
" Premier	4.00@ 15.00
Cattleya orchids, special	75.00@100.00
Lily of the Valley	6.00@ 8.00
Adiantum Croweanum and Hybridum	.70@ 1.00
Carnations	.50@ 1.00
Sweet peas	.50@ 1.00
Lilies, Longiflorus and Formosum	12.00@ 15.00
Gladiolus	2.00@ 3.00
Asparagus Plumosus, doz. bchs.	3.00
Smilax doz. strings	1.50@ 2.00
Delphiniums, per doz.	.25@ .35
Cornflowers	.30@ .50
Gaillardia	.75@ 1.00
Bouvardia, white per doz.	.50@ .75
Asters, per doz.	.50

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Traendly & Schenck
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Everything in Cut Flowers
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Fresh Cut Decorative Evergreens
Highest Standard of Quality.
Largest stock in America. Send for illustrated catalog of Greens and Florists' Supplies.
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New Orleans, La.—Chas. Eble.
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Washington, D. C.—Geo. C. Shaffer.
Worcester, Mass.—Littlefield, Florist.
Worcester, Mass.—Randall's Flower Show.
Yonkers, N. Y.—New York Floral Co.

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John Breitmeyer's Sons

Corner Broadway and Gratiot Avenues.

Artistic Designs.
High Grade Cut Blooms

We cover all Michigan points and good sections of Ohio, Indiana and Canada.

Members of Florists' Telegraph Delivery.

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FLORISTS

1415 Farnum St. PHONES: 1501 and L1582

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Toronto, Can.

Canada's best known and most reliable florist.

Only the Best **Dunlop's**

8 and 10 West Adelaide Street

We deliver anywhere in Canada and guarantee safe arrival.

Mention the American Florist when writing

Flowers Delivered Anywhere. Phone, 1952 Bedford

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—FLORIST—

710 Nostrand Avenue

Cor. Prospect Place, BROOKLYN, N. Y.

Brooklyn Representative of National Floral Corporation.

Philadelphia, Pa.

Chas. H. Grakelow

Broad St., at Cumberland

Member of Florists' Telegraph Delivery.

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1519 Farnam St., Omaha, Neb.

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THOS. F. GALVIN
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NEW YORK — 561 — Fifth Avenue
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JOSEPH TREPEL
BROOKLYN'S LARGEST FLORIST
SEVEN STORES.
Main Store— 334 Lewis Ave., Telephone No. 1150 Bedford
Telegraph orders delivered to all parts of New York City, Brooklyn and Long Island.
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HARDESTY & CO.
150 East Fourth Street
THE BEST THAT GROWS.
EXPERTS TO ARRANGE THEM.
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J. B. KELLER SONS,
FLORISTS
25 Clinton Avenue N
Rochester Phone 506, Long Dist. Bell ph. 2189
Members of Florists' Telegraph Delivery.
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Toledo, O.
Mrs. J. B. Freeman
(Successor to Geo. A. Heinl.)
336 Superior St., Toledo, O.
Both Phones, 527.
Special attention to mail and telegraph orders.
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Springfield, Mass.
Wm. Schlatter & Son
Artistic Designs and Fresh Cut Flowers
422 MAIN STREET
Greenhouses, 437 Bay Street
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S. A. ANDERSON
440 Main Street
Anderson service means fresh, sturdy stock and prompt deliveries in Buffalo, Lockport Niagara Falls and Western New York
Members of Florists' Telegraph Delivery.
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Alpha Floral Company
CHICAGO
146 S. WABASH AVE.
No order for less than $3.00 accepted for delivery. All orders for less than this amount will be absolutely refused.
Send your telegraph orders to us for delivery in Chicago and vicinity.
Member of F. T. D.

EDWARD SCEERY
Passaic, N. J. F. T. D. Paterson, N. J.

Send your Orders for Chicago and Suburbs to
Schiller the Florist
221-2223 W. Madison St. CHICAGO
All orders carefully filled under the supervision of
GEORGE ASMUS, Mgr.
Wire, Write or Phone West 822
Member of Florists' Telegraph Delivery.
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BROADWAY FLORIST
2094 Broadway, S. E. cor. 72d St.
Phone Columbus 5468.
Branch: 840 Westchester Ave., Bronx.
Phone: Intervale 4990.
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Washington, D. C.
Louise Flower Shop
Connecticut Ave at N St., N. W.
Miss Louise W. Daugherty, Proprietress
Phones—Franklin 3579, 3841, 3842.
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Albany, N. Y.
EYRES
FLOWERS OR DESIGN WORK
Delivered in Albany and vicinity on telegraphic order.
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D. J. PAPPAS, Inc.
2751 Broadway, at 106th St.
The right place to buy
FLOWERS OF QUALITY
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E. W. PEARSON
38 State Street, Newburyport, Mass.
Covers All New England Points
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Hession
Madison Ave. and 76th St.
NEW YORK
Quality Flowers
TWO GREENHOUSES
ON PREMISES
Plant Specialists Phones 107, 420, 775 Lenox
Member of Florists' Telegraph Delivery.
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Cincinnati.
JULIUS BAER
—FLOWERS—
Mail and Telegraph orders carefully filled.
138-140 Fourth St., East
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Denver, Colo.
The Park Floral Co.
B. E. GILLIS, President.
E. P. NEIMAN, Secretary.
Members of Florists' Telegraph Delivery.

Milwaukee, Wis.
National Florist
J. M. Fox & Son, Inc.
437-39-41 Milwaukee St.
Members Florists' Telegraph Delivery Association.

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16 and 18 W. 3rd St.
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Established in 1883.
Greenhouses and Nurseries in Riverdale.
Member of Florists' Telegraph Delivery.

Tacoma, Wash.
California Florists
will take care of all telegraphic orders.

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Malandre Brothers

2077 Broadway, near 72nd St.

'Phone, Columbus 6883

The name "Malandre Brothers" on a box of flowers is a Guarantee of Quality.

Orders from other cities receive our personal attention.

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QUALITY and PROMPTNESS

New Orleans, La.

Members F. T. D.

— The —

Avenue Floral Co.

3442 ST. CHARLES AVENUE

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SALT LAKE CITY

Miller Floral Co.

10 EAST BROADWAY

250,000 Square Feet of Modern Glass. First-Class Stock and Service. Usual Discount.

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Randolph & McClements

Floral Experts

5936 Penn Av., Pittsburgh, Pa.

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St. Louis, Mo.

F. H. WEBER

N. E. Cor. Taylor and Olive Sts.

Flowers delivered in City and State on short notice.

Member of Florists' Telegraph Delivery.

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DULUTH FLORAL CO.

200 miles in any direction. We are the center of the great Northwest. Daily deliveries to Superior, Wis.

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FREY & FREY,

1338 O Street, LINCOLN, NEB.

Wholesale and Retail

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C. H. FREY Wholesale and Retail Florist

1133 O St., LINCOLN, NEB.

Will fill orders for the West on short notice

Trade discounts. First-class stock.

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C. Frauenfelder FLORIST

3343 W. MADISON ST.

NEAR GARFIELD PARK

CHICAGO

WIRE YOUR ORDERS TO HARRY PAPWORTH

The Metairie Ridge Nursery Co's FLORISTS

135 Carondelet St.

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ROSES ORCHIDS VIOLETS

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Orders Carefully Executed

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The Smith & Fetters Co.,

LEADING FLORISTS

735 Euclid Ave. CLEVELAND

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Michigan. Orders will be carefully cared for by

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Wholesale and Retail Florists of Grand Rapids.

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The Best Service

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Chicago.

BRIGGS FLORAL CO.

228 W. Madison St.

801 Sheridan Road.

Special attention paid to telegraph orders in Chicago and vicinity. One of our stores is located in the heart of the city and the other in the select north side residential district.

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NEWARK, N. J.

Philips Bros.

938 BROAD STREET

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Kansas City, Mo.

A. Newell FLORIST

Established over 30 years.

N. E. Cor. 10th and Grand Ave.

Lang Floral & Nursery Co.

1214 Main Street, Dallas, Texas.

Write or wire headquarters for flowers for Texas, Oklahoma, Louisiana, New Mexico. No orders too large, none too small.

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ALFRED LOZIER ROSERY

J. W. RODGERS

Elks' Building, 4 South Jefferson Street, Dayton, O.

Telegraph orders for Dayton will receive our immediate and careful attention.

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GRAND RAPIDS FLORAL CO.

ALFRED HANNA & SONS will fill your orders for Designs and Cut Flowers in Michigan.

Max Schling Flowers
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Nothing Better
785 Fifth Ave.
NEW YORK CITY
"SAY IT WITH FLOWERS"

Yonkers, N. Y.
New York Floral Co.
Cor. Manor House Square
and North Broadway
Mention the American Florist when writing

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:::.FLOWERS.:::.
522 SO. MICHIGAN BLVD., Auditorium Annex, CHICAGO

Galesburg, Ill.
Pillsbury's Flower Stores
For Central Illinois
Member of Florists' Telegraph Delivery.

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HENRY W. SHEPPARD
532-534 RACE STREET
Successor to the HILL FLORAL CO.
Good Stock and Good Service.

Cleveland, O., and Vicinity.
BRAMLEY & SON
1181 E. 71st. St.
The Largest Growers of Flowers in the City.

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MRS. E. A. WILLIAMS
621 Penn Ave.
Member of Florists' Telegraph Delivery.

CHARLES L. SCHMIDT
313 Market St., Harrisburg, Pa.
Night and day service in all Central Pennsylvania.

CHICAGO
Central Floral Co.
DETROIT
132 N. State St., CHICAGO, ILL.
35 Broadway, DETROIT, MICH.
Best service in both cities and adjoining territory. Member of Florists' Telegraph Delivery.
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Boston, Mass.
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"Penn, The Telegraph Florist"
Member of Florists' Telegraph Delivery Ass'n.
124 TREMONT STREET

Worcester, Mass.
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Member of Florists' Telegraph Delivery.

Orders in or around WASHINGTON, D. C.
Geo. C. Shaffer
FLORIST
900 Fourteenth Street

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224-226 Grand Avenue
Mail or telegraphic orders promptly and most carefully executed.
Mention the American Florist when writing

WASHINGTON, D. C.
GEO. H. COOKE
Florist
Connecticut Avenue and L Street
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Washington, D. C.
BLACKISTONE, Inc.
14th and H Streets, N. W.
Exceptional Service

For St. Louis.
WIRE
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St. Paul, Minn.
L. L. MAY & CO.
Order Your Flowers for delivery in this section from the
LEADING FLORISTS OF THE NORTHWEST
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LOUISVILLE, KY.
AUGUST R. BAUMER,
MASONIC TEMPLE
Member of Florists' Telegraph Delivery.
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IN THE HEART OF **Newark, N. J.**
The Rosery Floral Co.,
167 Market St., at Broad St.
Everything in Flowers
Prompt Deliveries to any town or city within 150 miles of Newark. Telephone Market 494
Mention the American Florist when writing

"WE NEVER SLEEP"
IDLEWILD GREENHOUSES **Memphis, Tenn.**
89 South Main St.
"Up-to-the-Minute" Service and Execution.
Every Flower in Season
Mention the American Florist when writing

Kansas City, Mo.
Samuel Murray,
1017 Grand Avenue
Member of Florists' Telegraph Delivery.
Mention the American Florist when writing

CHICAGO
Mangel
The Palmer House Florist
17 E. MONROE ST.
Members of Florists' Telegraph Delivery.
Mention the American Florist when writing

The Seed Trade

American Seed Trade Association.

E. C. Dungan, Philadelphia, Pa., President; Wm. G. Scarlett, Baltimore, Md., First Vice-President; David Burpee, Philadelphia, Pa., Second Vice-President; C. E. Kendel, 216 Prospect Avenue, S. E., Cleveland, O., Secretary-Treasurer.

The thirty-eighth annual meeting will be held June, 1920.

DULUTH, MINN., July 9.—Flax seed sold at a new high record of $6.02 here today.

CHICAGO. — Charles Hollenbach is making a western trip, taking in Yellowstone park.

GILROY, CALIF. — Lin W. Wheeler and wife, of the Pieters-Wheeler Seed Co., returned July 7.

DUTCH BULB prices in Holland advanced materially in June. Some kinds are no longer obtainable.

WESTERN reports on pea crops are so bad that many buyers are looking for carried over stocks of the 1918 crop.

W. R. HASTINGS, Atlanta, Ga., who remained at Chicago for some time after the convention, returned home July 9.

HOWARD M. EARL, of the Jerome B. Rice Seed Co., Cambridge, N. Y., returned home July 10, after an extended tour of Europe and South America.

THE seed testing school of the United States department of agriculture began in Washington July 7 and will continue during the greater part of July and August.

THE Nebraska wheat crop is 100 per cent west of the Missouri river. The estimate for the state is 83,000,000 bushels. Corn has been laid by in nearly all sections and looks like a bumper crop.

NEW YORK.—Business was at low ebb during the hot period, but now shows more activity. Freesias, fertilizers, bamboo canes and other supplies are in demand. Early shipments of Paper Whites are expected.

PORTLAND, ORE.—A fire which started from the explosion of a gasoline tank on a launch, July 5, resulted in the destruction of the seed warehouse of the Charles H. Lilly Co., the loss being between $75,000 and $100,000.

BOSTON, MASS.—R. & J. Farquhar & Co. say the war garden excitement has shown abatement during the last year and in consequence more attention has been given to flowers, shrubs and trees. The nursery business has been particularly active.

BENTON HARBOR, MICH.—The business of the Michigan Bulb Co., of this city has been taken over by the National Bulb Farms, a new corporation capitalized at $100,000. The officers are: August G. Pruyser, president; H. S. Gray, secretary, and F. L. Bradford, treasurer.

TOLEDO, O.—October and December clover opened 25 cents higher July 14 than on the previous day, with cash quoted at $28.25, October $29.15 and December, $23.50. Timothy was unchanged, cash being offered at $5.50, September $6.10, October $5.85, December, $5.87½ and March $6.10.

Onion Sets.

The acreage put out for onion set production this year in the south side district of Chicago, according to the Government Seed Reporter of July 12, is probably a little larger than for last year. The early sown beds have developed well. The sets are all bulbing at this time but the early sets show a much larger growth of top and with favorable weather conditions should develop from now on much better than the late sown fields, which have a much smaller top and need rain at this writing. Fields are very uneven because weather conditions at planting were not satisfactory. Some fields sown in sandy soil started immediately and are in good shape; others with a clay soil formed a crust so that onions could not come through. It is thought that the yield in this section will average at least five bushels per pound of seed sown.

The acreage in the Louisville district is slightly larger than that of last year. Prospects for a crop are good at this time, although a week ago they needed rain badly. A precipitation came in time, however, to bring about good condition, but there must be good growing weather with more moisture during July for the crop to develop properly.

Packers Want All Foods.

Armour & Co. increased their canned goods sales from about $6.500,000 in 1916 to $16,000 000 in 1917, whereas the combined sales of these products of Austin Nichols Co. and Sprague, Warner & Co., two of the largest independent wholesalers, amounted to only some $6,000,000 in 1917. Early in 1917, Armour & Co. first undertook the handling of rice, and in that one year sold more than 16,000,000 pounds, thus becoming at a single move, on the statement of the vice-president of the company, 'the greatest rice merchant in the world.' During this period the wholesale price of rice increased 65 per cent.

Col. Davis, Q. M. C., told the house sub-committee investigating conduct of war that $100,000,000 worth of surplus canned vegetables was added to army rations to ease minds of canners, who feared effect of dumping these stores on the open market. Canners also feared the farmers would not plant vegetables this year and the canning industry would be stalled if the war department surplus was sold.

Pacific Coast Seed Crops.

The Chas. H. Lilly Co., Seattle, Wash., have the following in a communication dated June 19:

"The weather to date has been ideal for practically all kinds of crops. Cabbage pods are setting fine and there is every prospect of an abundant yield. We estimate the acreage planted is 25 per cent larger than usual. Cost of production has not decreased and the best land rents for $50 to $60 per acre. These observations are made after inspection of our contract fields two weeks ago. The experienced grower demands nearly as much for growing cabbage or other seeds for next year as he will receive for this year's crop and while the seed growers feel that in view of probable European competition selling prices will of necessity be lower, some of the older and larger seed houses are placing their contracts with the older and more experienced farmers at practically the same price as last year, they knowing from observation that, although it is possible to contract with inexperienced farmers with probably unsuitable land who will grow seed cheaper, they can not produce the quality which the trade requires. The acreage for cabbage for 1920 is not so large as this year, and this is particularly so of Wakefields, of which there is a much larger acreage than usual this season.

Of turnip and rutabagas there is a large acreage growing for seed in territory we personally inspect, and we anticipate a heavier crop than usual.

Pieters-Wheeler Seed Company
Growers of High Grade SEED
Gilroy, California
Beet, Carrot, Lettuce, Onion, Radish.
Correspondence Solicited.

THE W. C. PRESSING SEED COMPANY
NORWALK, OHIO.
Growers Exclusively of
Sweet Corn Seed

Alfred J. Brown Seed Co.
Growers of
Peas and Beans
Grand Rapids, Mich.

The Best Color Chart
For Florists, Seedsmen and Nurserymen
PRICE $1.00 POSTPAID.
AMERICAN FLORIST CO.
440 S. Dearborn St., CHICAGO

Braslan Seed Growers Company
Grower for the Wholesale Trade Only. ONION, LETTUCE, CARROT, PARSNIP, PARSLEY, CELERY, ENDIVE, SALSIFY, NAMED AND MIXED GRANDIFLORA AND SPENCER SWEET PEA AND SUNFLOWER.
SAN JOSE, CALIFORNIA

—— We are headquarters for the **BEST OF EVERYTHING** in ——

VEGETABLE SEEDS

With our Stock Seed Farms at Grass Lake, Mich., and our growing stations in every part of the United States where seeds are grown successfully, all in charge of capable and experienced men, we are equipped for and are producing

PEAS, BEANS, CORN and VEGETABLE SEEDS

of all kinds in quantity and of highest quality.

Glad to quote for present delivery or on growing contract for crop of 1919.

JEROME B. RICE SEED CO., CAMBRIDGE, N. Y.

Growers' prices appear to be quite reasonable in comparison with other vegetable seeds. Only a few turnip and rutabaga contracts for 1920 harvest have been placed so far, but present indications point to a much smaller acreage.

Beets and spinach have just had a good start, but everything will depend on weather conditions from now on, which will largely affect the crop. Spinach will be a much smaller crop this year than last, only the larger growers having placed contracts.

In beet and mangel, the acreage for next year is going to be considerably less than this season.

Government Seed Bids.

Under date of June 28, 1919, the United States department of agriculture, through the office of seed distribution, Washington, D. C., requested quotations on furnishing for immediate delivery out of stocks on hand standard varieties of the seeds listed below in quantities approximately as follows:

Vegetable Seed

	Bushels
*Corn, sweet	4,000
Beans, dwarf (hand-picked)	2,000
Beans, pole (hand-picked)	2,000
Beans, lima (hand-picked)	2,000
Peas (hand-picked)	4,000
	Pounds
Beet	70,000
Cabbage	5,000
Carrot	20,000
Collards	3,000
Cucumber	30,000
Endive	5,000
Kale	3,000
Lettuce	60,000
Muskmelon	5,000
Okra	4,000
Onion	40,000
†Parsnip, crop of 1919	8,000
Parsley	5,000
Radish	75,000
Squash, summer	10,000
Tomato	20,000
Turnip	30,000
Watermelon	10,000

Flower Seed

	Pounds.
Aster, named varieties	400
Antirrhinum	300
Balsam, Camelia flowering	500
Calendula officinalis	1,000
Candytuft, Empress	1,000
Centaurea cyanus	800
Chrysanthemum, annual mixed	400
Coreopsis bicolor or similar	900
Cosmos, early flowering	1,000
Delphinium, annual	400
Dianthus Heddewigii, single	800
Dianthus Chinensis, double	800
Hollyhock, annual mixed	500
Eschscholtzia californica	1,500
Morning Glory, dwarf	1,000
Morning Glory, tall	2,000
Mignonette, large flowering	1,500
Nasturtium, dwarf, choice mixed	1,000
Nasturtium, tall, choice mixed	1,000
Petunia, Ctss. Ellsmere or similar	200
Poppy, peony flowering	1,000
Poppy, Shirley	1,000
Portulaca, mixed	200
Sweet Alyssum	800
Sweet Peas, choice mixed	5,000
Zinnia, Giant flow'g, dbl mixed	500
Zinnia, dwarf, double mixed	500

*State whether hand-picked or milled.
†Delivery: Sept. 1 1919.

PEACOCK BRAND SEEDS — STANDARD OF QUALITY

Quality Seed

PEACOCK BRAND SEEDS — STANDARD OF QUALITY

FOR THE

MARKET GARDENERS

OF

AMERICA

EVERETTE R. PEACOCK CO.

4013 Milwaukee Ave., (Near Irving Park Blvd.) **CHICAGO**

Mention the American Florist when writing

C. C. MORSE & CO.

Seed Growers

San Francisco, Calif.

GROWERS OF SELECTED STOCKS OF

Onion, Lettuce, Radish, Carrot, Sweet Peas, Etc.

Mention the American Florist when writing

Quotations should reach the department on or before 2 p. m., Tuesday, July 22, 1919. Upon this date all bids will be opened by the department board of awards, and members of the seed trade are cordially invited to be present either in person or by representatives. The prices on the various items will be read aloud by the chairman of the board, but the quantities quoted upon, and other information submitted by the bidders, will be treated as confidential matter. After the awards have been made, orders will be placed with the successful bidders by telegram, which will be followed by a letter stating the conditions under which the order is placed and also giving reasons why any other items quoted on were not accepted by the department.

All unsuccessful bidders will be advised by letter why their bids on each item were not accepted; from whom these items were purchased and the prices paid.

The departmen reserves the right to reject all bids in whole or in part.

Western Seed & Irrigation Co.

Seed Growers and Dealers

FREMONT, NEBRASKA

SPECIALTIES:

Cucumber, Muskmelon, Squash and Pumpkin, and Squash; Sweet, Flint and Field Corn.

Write for Special Contract and Spot Prices.

Catalogues Received.

Rosenfield Peony Gardens, Omaha, Neb., peonies; Henry S. Jefferies, Ottawa, Kan., plants, seeds and bulbs; Steele's Pansy Gardens, Portland, Ore., pansy seed; Peter Henderson & Co., New York, seeds and garden requisites. Vaughan's Seed Store, Chicago and New York, flower and vegetable seed, bulbs and plants; Dean Iris Gardens, Moneta, Calif., irises; Henry F. Michell Co., Philadelphia, Pa., bulbs and seeds; W. E. Marshall & Co., Inc., New York, bulbs and strawberries.

E. H. Wheadon & Sons, Guernsey, Channel Islands, Eng., bulbs; Samuel M'Gredy & Sons, Portadown, Ireland, roses.

FREESIA BULBS

PURITY (Improved)

Size ⅛-⅝ inch (large). .....$ 8.50 per 1000
Size ⅝-¾ inch (mammoth)... 13.50 "

NOW READY

CALLA LILY BULBS

Size 1⅛-2 inches..... $9.00 per 100

Cash with order, less 2%.

McHUTCHISON & CO.
The Import House
95 Chambers Street, NEW YORK

Mention the American Florist when writing

R. C. McGILL & CO.

WHOLESALE SEED GROWERS

SPECIALTIES IN VARIETY

ONION - CARROT - BEET - RADISH - PARSNIP

CONTRACT PRICES MAILED ON REQUEST

SAN FRANCISCO CABLE ADDRESS, "McGILL-SEED" SAN FRANCISCO CALIFORNIA

Yokohama Nursery Co., Ltd.

Woolworth Building,

NEW YORK CITY

IMPORTERS

Japanese Bulbs, Plants and Seeds

Mention the American Florist when writing

Register your name for our Wholesale Catalogue of French and Holland Bulbs, ready shortly.

Also **PERENNIALS** for Florists, Ask for special prices.

J. M. THORBURN & CO.
53 Barclay Street, thru to 54 Park Place
NEW YORK CITY

Mention the American Florist when writing

For SEEDS

Flower, Vegetable and Farm

Send your inquiries to

HURST & SON
152 Houndsditch
LONDON, - - ENGLAND
The Premier British Wholesale and Exporting Seed House
75 YEARS UNRIVALLED REPUTATION

Mention the American Florist when writing

THE C. HERBERT COY SEED CO.

VALLEY, Douglas County, NEB.

Contract Growers of

HIGH GRADE SEEDS

Cucumber, Muskmelon, Squash and Pumpkin, Sweet, Flint and Dent Seed Corn.

Mention the American Florist when writing

Waldo Rohnert

GILROY, CAL.
WHOLESALE SEED GROWER

Specialties:
Beet, Carrot, Endive, Lettuce, Onion and Radish.

Correspondence Solicited.

Mention the American Florist when writing

R. & M. GODINEAU

SEED GROWERS

Angers, - - France

Specialties: Beets, Mangoes, Carrots, Cabbages, Celeries, Parsleys, Parsnips, Turnips.
Growing Crops Given Personal Attention.

The Everett B. Clark Seed Co.

GROWERS FOR THE TRADE

Beans, Peas, Sweet Corn, Onion, Turnip, Radish, Beet, Carrot, Spinach, Etc.

Branches: Wisconsin, Colorado, Montana, Idaho, Washington. Milford, Conn

Imports at New York.

The following horticultural imports were entered at New York during the week ending July 12:

From Rotterdam, via S. S. Noordam—
T. W. Wood & Sons, nine bags vegetable seeds.
Wood, Stubbs & Co., 88 bags garden seeds.

From Havre, France, via S. S. Savon—
W. G. Scarlett & Co., 150 bags seeds.

THE

J. C. ROBINSON SEED CO.

WATERLOO, NEBRASKA
ROCKY FORD, COLORADO.

Contract growers of Cucumber, Cantaloupe, Watermelon, Squash and Pumpkin Seed; Sugar, Flint and Field Seed Corn.

GEORGE R. PEDRICK & SON

PEDRICKTOWN, N. J.

Pepper, Egg Plant, Tomato, Okra, Asparagus, Rhubarb, Celery, Spinach, Beet, Onion, Beans, Cabbage, Cauliflower, Sweet Corn and Vine Seeds.

Correspondence Solicited.

WHOLESALE SEED GROWERS

ROUTZAHN SEED CO.

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Sweet Peas for Fall Sowing

WINTER-FLOWERING
SPENCER VARIETIES

Trade Packets contain ¼ oz.

	Trade pkt.	Oz.	Lb.
Apricot Orchid. A delightful and charming shade..	$0.25	$0.65	$8.00
Asta Ohn. Identical in color and size of blossom to the popular late flowering Asta Ohn. This is sure to be the most popular lavender.....	.25	.80	10.00
Bohemian Girl. Deep pink, standard orange blush..	.20	.50	6.00
Columbia. This is the most profitable pink and white winter-flowering Sweet Pea. While it is not quite as early as the "Pink and White" (below) it produces 50 percent more flowers, a fact which every grower appreciates.....	.50	1.50	20.00
Cream. Identical in color and size of blossom to Dobbie's Cream. It has immense blossoms very frilled and duplexed.....	.20	.50	6.00
Fordhook Pink and White.	.20	.50	6.00
Heather Bell. The color is a rich but pleasing mauve, but after standing in water the color becomes a beautiful mauve lavender	.20	.65	8.00
Helen Lewis. Very fine shade of salmon pink.....	.25	.80	10.00
Hercules. Of the same lovely shade of pink as Countess Spencer. Long stem and a free producer	.25	.85	10.00
Liberty. Brilliant red.....	.20	.65	8.00
Melody. This is a deeper shade of pink than "Early Song Bird" on white ground, closely resembling Countess Spencer	.20	.65	8.00
Morning Star. Deep orange scarlet or flame color in standard, with rich orange pink wings. Under glass it is magnificent.....	.25	.85	10.00
Mrs. A. A. Skaach. Flowers bright shell pink. Sow in late fall and winter for spring blooming.....	.20	.65	8.00
Mrs. M. Spanolin. Black-seeded white.....	.20	.65	8.00
Mrs. William Sim. Apricot pink.....	.20	.65	8.00
Pink and White. Blanche Ferry type. Our strain of this is superior and we recommend it to everyone with greatest confidence.....	.20	.65	8.00
President Woodrow Wilson. Magenta rose.....	.20	.65	.8.00
Rose Queen. A splendid commercial pink, best seller on Chicago market. Sow in summer for winter blooming	.30	.90	12.00
Song Bird. The flower is the same color as Florence Moore Spencer and a bit lighter than Elfrida Pearson	.20	.65	8.00
Songster. Giant early lavender	.35	.80	10.00
Spring Maid. Light pink on a cream ground. It is a most effective flower and carries a great wealth of blossoms borne in fours on long stems.....	.20	.65	8.00
Snow Flake. This is the best early-flowering white-seeded Spencer. The blossoms are very large and of the best waved Spencer form. The flowers are borne in wonderful profusion on long stems.....	.25	.80	10.00
Venus. Standard white, slightly blushed pink wings	.20	.65	8.00
Warbler. Rich mauve purple.....	.25	.80	10.00
Wedgewood. Identical in color and size of blossom to the late flowering Wedgewood, and is a magnificent clear blue	.25	.80	10.00
White Orchid. White flowers of good substance....	.20	.65	8.00
Yarrawa. The color on opening is rose, changing as the flower develops to a light pink standard, tinted buff with blush wings	.20	.65	8.00
MIXED. Winter Flowering Spencers, many kinds..	.15	.50	6.50

WINTER FLOWERING—Unwin Types

	Oz.	¼ Lb.	Lb.
Blue Jay. Bright blue self color.....	$0.30	$1.00	$4.00
Lavender Nora. Most pleasing lavender, long stems, a splendid commercial variety.....	.30	....	....

WINTER FLOWERING—Grandiflora Types

	Oz.	¼ Lb.	Lb.
Anita Wehrman. Lavender.....	$0.50	$1.25	$5.00
Canary Bird. Early yellow.....	.15	.35	1.40
Christmas Countess / **Mrs. C. H. Totty..** Sky blue.....	.15	.35	1.20
Earliest of All. / **Christmas Pink** Pink and white.....	.15	.35	1.20
Christmas Prima Donna / **Mrs. F. J. Delansky....** Daybreak pink	.15	.35	1.20
Mrs. Alexander Wallace. Lavender.....	.15	.35	1.20
Christmas White / **Mont Blanc.....** / **Florence Denzer..** Pure white	.15	.35	1.20
Snowbird..... / **Burpee's Earliest White** Black-seeded white.....	.15	.40	1.40
MIXED. Winter-Flowering Grandiflora Type.....	.15	.35	1.20

Besides the varieties we list in this advertisement we will have the following Winter-Flowering Sweet Peas to offer: Miss Louise Gude, Mrs. Charles Zvolanek, Scarlet Emperor. The Beauty, Illuminator, Masterpiece and Zvolanek's Blue. We shall quote these as soon as definite crop reports are at hand.

CHICAGO **Vaughan's Seed Store,** **NEW YORK**

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Beet, Sweet Corn, Garden Beans, Onion Sets and Sweet Potatoes in variety. Also other items of the short crop of this past season, as well as a full line of Garden Seeds, will be quoted you upon application to

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Market Gardeners

Vegetable Growers' Association of America.

H. W. Selby, Philadelphia, Pa., President; C. W. Waid, Grand Rapids, Mich., Vice President; S. W. Severance, Louisville, Ky., Secretary; Eugene Davis, Grand Rapids, Mich., Treasurer.

Next annual convention will be held at Detroit, Mich., September 9-12, 1919.

NEW YORK.—Adolph G. Hupfel & Sons, brewers, have planted 100,000 square feet, where beer had formerly been aged, with mushrooms.

GRENLOCH, N. J.—Campbell's Early is a recommendable strawberry. Fred H. Bateman sold his at 40 cents a quart and realized $1,300 on one and one-quarter acres.

Prices of Indoor Fruits and Vegetables.

Chicago, July 15.—Cucumbers, 2-dozen boxes, $2.25 to $2.50; celery, Michigan, crate, $1.00 to $1.25; leaf lettuce, per tomato box, 25 cents; radishes, per 100 bunches, $1.50; tomatoes, 4 baskets, $1.00 to $1.50.

New York, July 14.—Celery, per doz. roots, 25 cents to $1.25; cucumbers, $1.50 to $2.00 per dozen; mushrooms, 75c to $3.50 per three-pound basket; tomatoes, per pound, 15 to 30 cents; lettuce, per package, 50 cents to $2.00; radishes, per 100 bunches, $1.00 to $2.00.

Tomato Blight and Leaf Spot Control.

According to the agricultural college extension service of the Ohio State University, Columbus, tomato blight and tomato leafspot may be controlled by spraying with Bordeaux mixture at intervals of 10 days. Small amounts of Bordeaux may be made as follows: Dissolve one ounce of copper sulphate, commonly known as blue stone or as blue vitrol, in one-half gallon of water; dissolve one and one-half ounces of hydrated lime in another half-gallon of water; then pour the two solutions together and spray at once. Some of the many proprietary spray mixtures containing copper sulphate which are on the market give satisfactory results.

Vegetable Growers' Convention.

The annual convention of the Vegetable Growers' Association of America, which will be held at Detroit, Mich., September 9-12, promises to be one of the most interesting and best attended meetings in the history of the organization. Special features will include a trade exhibit, an educational section and a small display of vegetables. Time will be taken during the three days to visit points of special interest in Detroit and vicinity, and much is being planned for the comfort, pleasure and entertainment of the delegates. The attendance, it is believed, will exceed the usual number of more than 500. All vegetable growers are urged to attend this meeting, which is being arranged with a view to giving the greatest possible measure of pleasure, profit and satisfaction.

Those desiring a copy of the programme, to be issued later, or wishing further information, should write Samuel W. Severance, secretary, Louisville, Ky., or C. W. Waid, chairman of the convention committee, East Lansing, Mich.

Summer Lettuce.

By the term summer lettuce we mean leaf lettuce—such varieties as Grand Rapids and Simpson. Nothing in the line of head lettuce is of any value here (Ohio) in the summer. We say this with some emphasis because we have spared neither pains nor money for 10 years and we finally hoist the white flag. All signs fail in dry weather should read—all varieties fail in hot weather. Sometimes we get a cool summer and make a tolerable sucess, which tempts us to try again and the result is a half dozen miserable failures to one success. At the present cost of production, this procedure is not inviting, and we leave it to somebody else. We used to produce the spring crop excessively and cold-store one-half for summer use, but in recent years we have been unable to supply the demand fresh from the farm and cold storage has become a dream.

To return to leaf lettuce, the fundamental requirements are mechanical watering and uncovered seed. Some growers have not learned this, but the fact remains, do not cover your seed in summer. We remove the covering device on the seed drill and run the seeds into the marks made by the marker. The roller wheel will gently press this down, squeezing the seeds into place with no covering. Then we start the watering and never stop as long as the sun shines, until our seeds are fast, which will be two days. By this method failure is absent. When well up, we thin to 8 or 10 inches in the rows—and having the rows 12 to 14 inches apart. The wheel hoe can do the rest. We see to it that the land in use has some humus. Then we use sulphate ammonia, or nitrate soda or nitrate of potash as top-dressing, the latter being the best under most conditions. Without ample water, it is useless to attempt summer lettuce in most parts of this country. Some years it is a paying crop; the greater the difficulties, the greater the reward is true again. We sold large quantities last year in August at 15 cents per pound, when at Christmas before it ruled at 12½ cents.

MARKETMAN.

Vegetable Markets.

With steady shipments during the period, July 8-15, markets showed some improvement according to reports to the bureau of markets of the department of agriculture. All potato markets advanced from 50 to 75 cents, the largest gains appearing in the west. Eastern shore of Virginia Cobblers went up steadily at shipping points, closing at $6.25-$6.75 per barrel f. o. b. All markets showed advances of from $1 to $1.50, closing at $7-$7.50. New York and Philadelphia were somewhat lower. Norfolk Cobblers advanced, registering gains of $1 and closing at $5.50-$6.50. Southwestern Bliss Triumphs, sacked, showed little change, moving at $4-$4.50 in northern markets. North Carolina Cobblers showed light advances closing at $5.75-$6.25. Onion markets were stronger. Virginia yellow stock ranged higher at shipping points closing at $2.75 per 100 pounds. Consuming markets showed advances and closed at $2.75-$3.25 per bushel hamper. California yellows sold for $6.50 in northern markets. Kentucky stock showed a gradual increase at shipping points to $4.75-$5. Tomatoes made a slight advance. Tennessee 4's went to $1.70-$1.80 at shipping points, but closed a little weaker. Consuming markets showed a closing range of $1.75-$2.50 but Chicago markets were somewhat lower, Minneapolis quoted a few Mississippi 4's at $1.25-$1.75. New Jersey 4's appeared in eastern markets selling at a wide range of $1.75-$3.25. Shipments increased to 440 cars compared with 336 last week and 520 a year ago. New Jersey led with 219 cars while Tennessee shipped 148.

Nashville, Tenn.

GOOD SUMMER TRADE.

In spite of the very hot days and the hegira to the country of large numbers of the fashionable folks, trade continues good; in fact, unusually so for the season. The clerks and salespeople in the stores are now taking advantage of the period and are enjoying vacations. Some of the trade still have good roses, a few carnations and gladioli are now coming in. Rubrum lilies also help out quite a little. Funeral work, however, forms the greater part of the demand.

NOTES.

The Joy Floral Co. is cutting a nice lot of Columbia, Russell and Killarney. All their carnations are now coming from field-grown plants, but in about 10 days, cuttings will commence from the houses on next winter's stock. It will require about two more weeks to make all repairs to the houses damaged by the recent hailstorms, which entailed an expense of about $7,000 for glass and labor in putting it in.

The McIntyre Floral Co. reports good business but stock has been limited. Roses are scarce, there are no carnations but they have enough small flowers of various sorts to take care of a very good call.

Geny Bros. are doing well in the call for funeral work and have a good supply of rubrum lilies to help out. They are also receiving fine roses and gladioli.

Miss Lillian Joy is visiting friends and relatives in Kansas City.

M. C. D.

Buffalo.

BUSINESS EXCEEDS EXPECTATIONS.

The usual dullness due to summer did not manifest itself this year. June ended with a rush up to the last hour and with the exception of two days, business has been better than is generally the case at this season. Continued dry weather has caused the outdoor stock to show inferiority. Indoor flowers are small. Some good Russell roses are offered, also American Beauties and few are going to waste. Gladioli are improving and are very welcome at this time. Sweet peas, larkspurs, calendulas and a few outdoor flowers are helping out in the sales. The cleaning and repairing of the greenhouses is now going on and most of the growers will be busy in this line until the call for the annual picnic and the Detroit convention, at which from all reports, there will be a large delegation from this city.

NOTES.

"Everything comes to him who waits." The latest is that all flower

"Market Gardening"

An elementary text book containing 102 pages, 5x7, with 36 illustrations, by F. L. Yeaw, manager of the Oasis Farm & Orchard Co., Roswell, N. M.

Cloth Bound, 75 Cents.

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440 S. Dearborn St., CHICAGO

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We specialize in **Beans, Carrots, Lettuce, Onions, Parsnip, Radish, Salsify, Spinach,** and **Named** and **Mixed Nasturtiums,** and **Grandiflora** and **Spencer Sweet Peas.**

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FITCHBURG, MASS., U. S. A.

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Growers of

Flower and Vegetable Seeds

Get the benefit of our 69 years' experience. All seasonable varieties.

Our stocks are very complete.

ROCHESTER, N. Y. The Flower City

Mention the American Florist when writing

shops here will be closed all day Sundays. This is only in line with the progress being made by the trade in other directions. With but rare exceptions, the work can all be turned out by Saturday night, and in the new way of things, all can enjoy the same "day off." Florists in other cities please note Buffalo shops are closed on Sunday.

Carl Grohman, foreman at S. A. Anderson's range can be seen almost every evening enjoying his automobile, resting after the strenuous day's work.

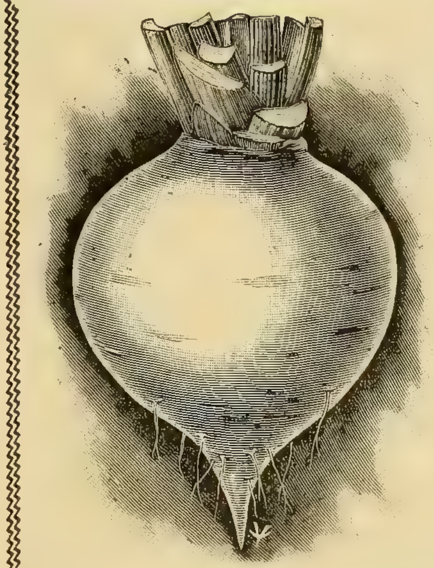
John Fiebelkorn, of the S. A. Anderson staff, is building a cottage at Crystal Beach. Please tell us why, John.

Mark Palmer and wife are spending the summer vacation at Muskoka.

Visitor: Miss Ben Boldt, Denver, Colo.

BISON.

SALEM, MASS.—The retail business of J. M. Ward & Co., has been purchased by Norman W. Hunter and Howard Evans, and will be continued under the name of Ward's Greenhouses.



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RUTABAGA

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Ready for shipment about August 1st.

Our stock is pure and true to name, and we grow seeds of specially strong germination.

Upper Columbia Co.

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Otaheite Oranges

Out of 2¼-in. pots, at $10.00 per 100.

BEGONIA LUMINOSA

True stock, out of 4-in. pots, at $10.00 per 100; and

DRACAENA INDIVISA

Exceptionally fine stock. out of 4-in. pots, at $25.00 per 100.

A. L. MILLER, Jamaica, N. Y.

Alonzo J Bryan

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Abundance of Plants Always on Hand.

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Dracaena Indivisa

Good thrifty plants for growing on from 2-inch pots. $2 50 per 100; any quantity.

Smilax, from 2-inch pots, $2.00 per 100; $18.00 per 1000.

Salvia Splendens, good strong plants from seed bed. $5.00 per 1000.

Alyssum Double Giant, 2-in. pots, $2.00 per 100.

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and four and five inch

BOSTON FERNS

for July delivery, write

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JOHN BODGER & SONS CO.,
Contract Seed Growers
LOS ANGELES, CALIFORNIA

Michell's Flower Seeds

Daisy, Double English

		Tr. pkt.	Oz.
Monstrosa Pink	¼ oz., $1.50	$0.50	
Monstrosa White	¼ oz., 1.50	.50	
Monstrosa Mixed	¼ oz., 1.25	.50	
Longfellow Pink		.40	$2.00
Snowball White		.40	2.00
Mixed		.30	1.50

Myosotis

	Tr. pkt.	Oz.
Alpestris Victoria	.25	1.00
Eliza Fanrobert	.25	1.00

Pansy Seed

Michell's Giant Exhibition, Mixed, a giant strain, which for size of bloom, heavy texture and varied colors and shades cannot be surpassed. Half tr. pkt., 30c; 50c per tr. pkt.; ⅛ oz., $1.25; $7.00 per oz. **Giant Trimardeau, Mixed.** Large flowering and choice colors. Tr. pkt., 30c; $1.50 per oz.

Giant Sorts in Separate Colors

	Tr. pkt.	Oz.
Azure Blue	$0.40	$2.75
Black Blue	.40	2.75
Emperor William, blue	.40	2.75
Hortensia Red	.40	2.75
King of the Blacks	.40	2.75
Lord Beaconsfield, purple violet	.40	2.75
Peacock, blue, claret and white	.40	2 75
Snow Queen, pure white	.40	2.75
Striped and Mottled	.40	2.75
White with Eye	.40	2.75
Pure Yellow	.40	2.75
Yellow with Eye	.40	2.75

Also all other Seasonable Seeds, Bulbs and Supplies. Send for Wholesale Catalog

Henry F. Michell Co.

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The Nursery Trade

American Association of Nurserymen.

J. Edward Moon, Morrisville, Pa., President; Lloyd C. Stark, Louisiana, Mo., Vice-President; Curtis Nye Smith, 19 Congress Street, Boston, Mass., Counsel; J. W. Hill, Des Moines, Iowa Treasurer.

Forty-fifth annual convention will be held at Chicago, June, 1920.

A HEARING on the proposed eradication of Berberis vulgaris in the state has been called by the Illinois department of agriculture at the capitol building, Springfield, August 9 at 10:00 a. m.

SEAFORD, DEL.—V. R. Allen, commenting on the "Prison Penalty Bill for Nurserymen," attention to which has been called in THE AMERICAN FLORIST, says: "The proposed bill would rob the firm which has devoted a lifetime to the business of the benefit of its years of labor and give the advantage to persons who have devoted little time to the industry. I hope the bill will not pass."

Monument to Apple Tree.

When the Ohio State Horticultural Society holds its annual summer meeting at Proctorville, Lawrence county, July 23, there will be a monument dedicated to the first Rome Beauty apple. The first tree of this variety was planted in an orchard near that city 102 years ago.

Peony Bulletin.

We are in receipt of Bulletin No. 8 of the American Peony Society, containing, among other features, "How to Make the Most Money Out of an Acre of Peonies," by Wm. A. Peterson, Chicago, and "How to Hybridize Peonies," by A. P. Saunders, Clinton, N. Y., both important contributions to the literature of the peony.

Grape Rot Prevented by Spraying.

In many places throughout Ohio, grapes are about the only fruit that was left by the frost and now the grapes are beginning to rot, according to the news letter of the agricultural college extension service dated July 18, which says that grape rot may be controlled by spraying two or three times with Bordeaux mixture at intervals of 10 days. Small amounts of the mixture may be made as follows: Dissolve one ounce of copper sulphate, commonly known as blue stone or blue vitriol, in one-half gallon of water; dissolve one and one-half ounces of hydrated lime in another one-half gallon of water; then pour the two solutions together and spray at once.

Fruit Crop Reports.

The condition of the commercial apple crop in the United States as shown by reports to the bureau of crop estimates, July 9, indicates a yield of 24,454,000 barrels as compared with 24,584,000 in 1918. New York promises less than one-third of last year's production, the middle west shows an increase, New England has good prospects and middle Atlantic states have on a whole about 20 per cent below 1918. The total commercial pear production of the country is placed at 7,691,000 bushels, a slight increase over last year. A heavy crop in California, and the west generally, contrasts with the poor showing made by New York, Michigan, Illinois, New Jersey and Delaware. In peaches the July report indicates a total crop of 30,082,000 bushels, an increase of 45 per cent over the light crop a year ago.

The Late Theodore E Ilgenfritz.

Theodore E. Ilgenfritz for many years manager of the I. E. Ilgenfritz & Sons Co., Monroe, Mich., died suddenly at his home in that city, June 25, following an illness of only 24 hours of heart disease.

The deceased was 63 years of age. After a course in the Monroe public schools and at Albian college, he took an active interest in the affairs of the nursery company which was founded by his father a number of years previous. He was well known in the trade and was one of the leading citizens in the community in which he lived and the news of his passing was received with sincere sorrow by a host of friends in all walks of life. He is survived by a widow, one son and a daughter, and several brothers and sisters, among the former being Charles A., Wilbert F., Frank L., and Thomas I., of Monroe, and Edgar C. Ilgenfritz, of Detroit.

Injury of Fruit Trees in Winter.

The severe winter of 1917-1918 caused irreparable injury to thousands of fruit trees in Indiana, according to Circular No. 87 of the agricultural experiment station, Purdue University, Lafayette. The heaviest toll was taken of the peaches, the damage as a whole cutting the bearing acreage at least 60 per cent. In the case of the apple, the young trees from three to 14 years suffered the greatest injury. The most severe damage in both the peach and apple originated in the trunk and main branches. This was undoubtedly due to the degree of maturity as these portions of the tree would be the last to ripen. The extent of the injury was far greater in the peach than in the apple, the sapwood being invariably killed. In the apple, the frost cankers were particularly noticeable in the crotches of the main limbs and on the trunk on the southwest side of the tree. A line of demarkation soon appeared between the dead and living tissues and the trouble assumed much the same appearance as fire blight cankers, with brown sunken areas of dead bark. Indeed, there has been much confusion between the two. In late summer and fall, the dead bark began to crack and slough off from the tree and rot fungi were often present. A sparse or thin foliage on certain limbs or over the entire tree has been an indication of winter injury. This condition has occasionally been manifested without killing of the bark and in such cases the sapwood has been injured.

The cleaning out of the wound should be followed by painting the exposed wood. A white lead paint, somewhat thicker than would be used in ordinary outdoor work will answer the purpose. To each quart of paint add one ounce of finely pulverized mercuric bichloride, (corrosive sublimate) and stir thoroughly. This will increase the fungicidal value of the paint and retard the growth of wood-decaying organisms. Powdered corrosive sublimate in bulk may be purchased through any druggist. It is very poisonous if taken internally and must be handled accordingly. It is realized that the painting of wounds is not universally advocataed because of retarded healing, but under Indiana conditions where heart rot, blister canker and other dis-

THE

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IBOLIUM The new Hybrid **HARDY PRIVET.** (L. Ibota x Ovalifolium)

To be sent out in the Fall of 1919. More about it later.

THE ELM CITY NURSERY CO., WOODMONT NURSERIES, Inc', Introducers of BOX-BARBERRY NEW HAVEN, CONN.

GERANIUMS

A special lot of as fine stock as any one could want.

2½ inch Rose pots.

		100	1000
1500	**Ricard**	$5.00	$45.00
1500	**Poitevine**	5 00	45.00
500	**S. A. Nutt**	4.00	35.00

GENISTAS

1500 fine well grown stock, 3 inch pots ... 15 00 120.00

Will make extra fine Easter stock.

Asparagus Plumosus

3½ inch, very heavy, as good as 4 inch, $10.00.

C. U. LIGGIT

Office: 303 Bulletin Bldg., Philadelphia, Pa.

Mention the American Florist when writing

eases appear, it is felt that the painting of large wounds is advisable.

In addition to canker treatment, winter-injured trees should receive the best of care and be given every encouragment for vigorous growth. The usual winter spray should be applied. Pruning will not generally be necessary, for in treating a winter-injured tree, one and sometimes several dead limbs have to be removed and a further reduction of the leaf surface would not be desirable. However, where a thin top and small leaves with absence of bark injury indicates that the trouble is largely in the sapwood, removal of some branches may not be out of place. A good mulch of barnyard manure, at least 200 pounds for a 10-year-old tree, will assist in providing and saving moisture which will be a wonderful help to the tree. Apply not closer than two feet to the trunk and well out under the spread of branches. If manure is not available, straw or shredded corn fodder is recommended. Where cultivation has been practiced it may well be continued, but where the trees are in sod and it is impossible to apply a manure mulch, the application of two to five pounds of nitrate of soda scattered broadcast beneath the tree is suggested for the poorer soils.

Cleveland.

BULK OF SUPPLY OUTDOOR GROWN.

Roses and a few carnations are about the only indoor cut flowers that arrive daily. The balance of stock shown is outdoor grown. This consists of everything from gladioli, sweet peas, sweet williams, gypsophilas, and in fact all other standard or commercial flowers. The others we all know as really nothing but "weeds," but some of these are rather pretty, and make up fine for baskets and bouquets and help fill in for funeral work. They usually sell for 50 cents to $1.00 per bunch of 25 sprays, which nets the grower a fair return for his labor. While roses are again arriving in good supply, the quality is of a summer basis. In carnations, the few that do arrive, are rather small and off color. Sweet peas are plentiful, but sell well. Water lilies are good stock and clean up daily. Gladioli are quite plentiful, Francis King, Hadley, and America being the principal varieties. A strike of telephone operators, July 12, is interfering with business and last Monday a one-day "car strike" also knocked the local business. New fancy fern and asparagus and adiantum are in good supply.

CALIFORNIA FREESIAS

Fine Bulbs Now in Stock

PURITY (Improved)

	1000
⅜-½ inch	$ 5.00
½-⅝ inch	8.50
⅝-¾ inch	12.50

PURITY (Improved)

Vaughan's Special Strain.	1000
⅜-½ inch	$ 6.00
½-⅝ inch	10.00
⅝-¾ inch	15.00

JUST ARRIVED

We have received our consignments of the following Bulbs, previous to the date on which F. H. B. embargo went into force.

	Per 100
Amaryllis Johnsonii, 7- 9 in	$25.00
Amaryllis Johnsonii, 9-11 in	40.00
	Per 1000
Anemones, Single, Mixed	$15 00
Anemones, Double, Mixed	15.00

	Per 1000
Ranunculus	
Persian, Mixed	$15.00
French, Mixed	15.00
Turban, Mixed	15.00

CHINESE "JOSS" LILIES

Write for Prices.

Favor us with your order for French, Dutch, Japanese Bulbs.

CHICAGO **VAUGHAN'S SEED STORE** NEW YORK

Mention the American Florist when writing

GERANIUMS

S. A. Nutt in almost any quantity for July a few for August and none for September or early October, so it is wise to make yourself safe by buying right now.

Price $15.00 per 1000 with postage added if by parcel post. Please state which, post or express.

ALBERT M. HERR, LANCASTER, PA.

Mention the American Florist when writing

Robert Craig Co...

High Class **PALMS**

and Novelties in Decorative Plants.

Market and 49th Sts., Philadelphia, Pa.

Mention the American Florist when writing

CARNATIONS R. C.

LADDIE

$75.00 per 1000.

Orders booked now for January 1920 delivery.

F. DORNER & SONS CO.

LAFAYETTE, - - - INDIANA

Mention the American Florist when writing

CHRYSANTHEMUM SPECIALISTS

Elmer D. Smith & Co.

Adrian, Mich.

Mention the American Florist when writing

Jos. Heacock Co.,

Wyncote, Pa.

Grower of Kentias.

Mention the American Florist when writing

CHAS. H. TOTTY

MADISON, NEW JERSEY

WHOLESALE FLORIST

Chrysanthemum Novelties My Specialty

Mention the American Florist when writing

FERNS

Now Ready For Immediate Shipping.

8 inch BOSTONS.....$1.00 **9 inch BOSTONS.....$2.00**

Our stock of 6 inch and 7 inch Bostons will be ready in about a month.

PALMS

Owing to the new law prohibiting the importation of rooted plants, Palm stock will be scarce in the near future. If any one was to tell you that the country was going dry 10 years ago you would not have believed them. It has gone dry but we didn't predict it. **We do** predict the shortage of Palms at the present time Buy our strong, sturdy stock and avoid the shortage.

KENTIA FORSTERIANA and BELMOREANA

2 in... .$1.25 per doz. 3 in.....$2.00 per doz. This stock is well rooted and
5 in., made up..... $10.00 and $12.00 per doz. ready for shipping.

LATANIA PALMS

	Per doz.		Per doz.
3 in.....	$2.00	5 in.....	$6.00
4 in.....	3.00	6 in.....	9.00

Exceptionally strong plants especially suited for porch and window box planting and decorating.

CROTONS

2¼ in.....	15c	4 in.....	$0.35
3 in.....	25c	5 in.....	.50
6 in..			1.00

Well established and nicely colored leaves.

DRACAENA INDIVISA

5 in. ..... $30.00 per 100

Strong healthy plants and plenty of them. Buy now for next season.

ASPARAGUS PLUMOSUS

2 in..... .....$35.00 per 1000

Exceptionally fine stock for immediate shipment.

USED FLOWER POTS

We can save you money on pots. We are not using many of our small pots as we are growing larger stock. Note prices.

2¼ in.....	$4.15 per 1000	3 in...	$6.34 per 1000
2½ in.....	4.87 "	3½ in.....	7.80 "

GEORGE WITTBOLD CO.

L. D. Phone: Graceland 1112. 745 Buckingham Place, CHICAGO

A good attendance was had at the July florists' club meeting. A lunch furnished by Carl Hagenburger, of West Mentor, O., was enjoyed by all. The picnic arrangements were concluded. This will take place July 23 at Willoughbeach park. Games and sports of all kinds are on the programme. A baseball game between the wholesalers and retailers promises to be the big "event". Come and bring the children.

The firm of Knoble Bros. has been incorporated with a capital stock of $50,000, the officers of the company being as follows: H. P. Knoble, president and treasurer; Frank Ritzenthaler, vice-president; Ida M. Knoble, secretary.

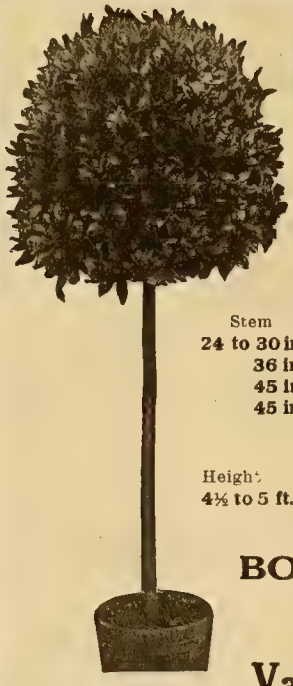
Mrs. Eichoff's store, 6826 Woodland avenue, was entered by burglars July 11, and everything turned upside down by the thieves. Nothing of known value has been missed so far.

The florists have been hard hit by the "jury wheel" the past few months. Among those who have served on the jury are P. C. Hahn, W. A. Calhoon. Harry Dow and G. G. Stehn.

H. T. Miller and family, Alliance, O., visited this city July 8. They motored here from Lake Brady, where they are spending a few weeks, "camping out."

The sympathy of the trade is felt for George, Herb and Guy Bate, whose father, Richard Bate, died July 9 at the age of 70 years. C. F. B.

BALTIMORE, MD.—John Simon, 1639 Eastern avenue, has opened a branch store at 1019 South Kenwood avenue.



Standard Bay Tree.

BAY TREES

New Stock, Scarce

Now Ready. F. O. B. Chicago

Standards.

Stem	Crown	Per Pair	Stem	Crown	Per Pair
24 to 30 in.	30 to 32 in.	$24.00	48 in.	32 to 34 in.	$32.50
36 in.	24 to 28 in.	22.00	48 in.	36 to 38 in.	45.00
45 in.	20 in.	23.00	48 in.	40 to 42 in.	50.00
45 in.	30 in.	25.00	48 in.	46 to 48 in.	60.00

Pyramids.

Height	Base	Per Pair	Height	Base	Per Pair
4½ to 5 ft.	22 to 24 in.	$23.00	5½ to 6 ft.	24 in.	$25.00

Crating (if ordered) extra at cost.

		Each
BOXWOODS PYRAMIDS	30 inches high	$2.25
	42 inches high	4.50
	48 inches high	5.00

Packing at cost. Tubs 50 to 75 cents extra.

Vaughan's Seed Store, Chicago

Ready Reference Section.

12 CENTS, NET, PER LINE.

ALYSSUM.

Alyssum, Double Giant, 2-inch, $2.00 per 100. Elmer Rawlings, Allegany, N. Y.

ASPARAGUS.

Asparagus Plumosus. 3½-in., very heavy and as good as 4-in., $10 per 100. C. U. Liggit, 303 Bulletin Bldg., Philadelphia, Pa.

ASPIDISTRAS.

Aspidistra, green, 10-in. tubs, 20 to 24-in. high, $5 to $8; 12-in. tubs, 22 to 28-in. high, $8 to $10 each. Vaughan's Seed Store, Chicago and New York.

BAY TREES.

Bay Trees. New stock, now ready. F. O. B. Chicago. For sizes and prices see display advertisement elsewhere in this issue. Vaughan's Seed Store, Chicago and New York.

BEGONIAS.

Begonias. Xmas Red and Prima Donna, $6.00 per 100; $50.00 per 1,000. Wm. F. Kasting Co., Buffalo, N. Y.

BOXWOOD.

Boxwood. Pyramids and globe shaped. For sizes and prices see display advertisement elsewhere in this issue. Vaughan's Seed Store, Chicago and New York.

BULBS.

Bulbs. American grown. Large size bulbs that will bloom. Princeps, single nose, $10; double nose, $15; Emperor, single nose, $20; double nose, $30 per 1000. Buy from grower. Ship August or September. Terms cash f. o. b. Portsmouth, Va., buyer's risk. COTTON FLORAL CO., 333 High St., Portsmouth, Va.

Bulbs. Freesia Purity (Improved), ½-⅝-inch, $8.50 per 1,000; ⅝-¾-inch, $13.50 per 1,000. Calla Lily, 1½-2-inch, $9 per 100. McHutchinson & Co., 95 Chambers St., New York.

Bulbs. Holland and French. Ask for our quotations. General Bulb Co., 110 Water St., New York.

CALADIUMS

Caladiums, fancy leaved, 3-inch pots, each, 35c; doz., $3.50. Vaughan's Seed Store, Chicago and New York.

CARNATIONS.

FIELD-GROWN CARNATION PLANTS.
Fine large bushy stock.
Alice—$8.00 per 100; $75.00 per 1,000.
WIETOR BROS.,
30 East Randolph Street, Chicago.

Carnations, rooted cuttings, Laddie, $75 per 1,000. F. Dorner & Sons Co., Lafayette, Ind.

CHRYSANTHEMUMS.

POMPONS.
AN EARLY VARIETY OF DOUBLE WHITE FLOWERS READY ABOUT OCTOBER 15TH.
This Pompon is the only early white on this market, and has the field to itself. Plants, 2½-in. pots, $5.00 per 100.
BASSETT & WASHBURN,
178 N. Wabash Ave. Chicago

Chrysanthemums in all leading varieties. Write for list. Elmer D. Smith & Co., Adrian, Mich.

CYCLAMEN.

Cyclamen, 3½-in., fine stock, $30.00 per 100. A. Henderson & Co., 166 N. Wabash Ave., Chicago.

DAHLIAS.

Dahlias. Best new and standard varieties. Peacock Dahlia Farms, Williamstown Jct., N. J.

DRACAENAS.

Dracaena Indivisa. 4-in., $1.50 per doz.; $12.00 per 100; 5-in., $3.75 per doz.; $30.00 per 100; 6-in., $6.00 per doz.; 7-in., $7.20 per doz. George Wittbold Co., 745 Buckingham Place, Chicago.

Dracaena Indivisa. Good thrifty plants from 2-in. pots, $2.50 per 100. Elmer Rawlings, Allegany, N. Y.

FERNS.

Ferns. Bostons, 8-in., $1.00; 9-in., $2.00 each. Fine stock ready for immediate shipment. George Wittbold Co., 745 Buckingham Place, Chicago.

Ferns. A splendid lot for immediate shipment. For varieties and prices see advertisement on front cover page of this issue. F. R. Pierson, Tarrytown, N. Y.

Fancy Ferns, special picked. C. A. Kuehn, 1312 Pine St., St. Louis, Mo.

FREESIAS.

Freesias, California, Purity (Improved), ⅜-½-in., $5.00; ½-⅝-in., $8.50; ⅝-¾-in., $12.50 per 1000. Purity (Improved). Vaughan's Special Strain. ⅜-½-in., $6.00; ½-⅝-in., $10.00; ⅝-¾-in., $15.00 per 1000. Vaughan's Seed Store, Chicago and New York.

Freesia Purity. ⅜ to ½-in., $6; ½ to ⅝-in., $9.50; ⅝ to ¾-in., $15; ¾-in., $18 per 1,000. American Bulb Co., 172 N. Wabash Ave., Chicago.

GENISTAS.

Genistas. Fine well grown stock, 3-in. pots, $15 per 100, $120 per 1000. C. U. Liggit, 303 Bulletin Bldg., Philadelphia, Pa.

GERANIUMS.

Geraniums. Fine 2-in. stock, ready for immediate shipment. Beauty Poitevine, Alph. Ricard, Abbie Schaffer, Miss F. Perkins, etc., $2.75 per 100; $25.00 per 1,000. R. Vincent, Jr., & Sons Co., White Marsh, Md.

Geraniums. A special lot of fine stock. 2½-in., Ricard and Poitevine, $5 per 100; $45 per 1000; S. A. Nutt, $4 per 100, $35 per 1000; C. U. Liggit, 303 Bulletin Bldg., Philadelphia, Pa.

Geraniums. 75,000 at reduced price. Nutt, Castellane and others; extra strong plants, 4-in. 12½c; 3½-in., 9c; 3-in., 7½c; 2½-in., 4½c; 2¼-in., 3½c. L. J. ROWE, Titusville, Pa.

Geraniums. S. A. Nutt, $15.00 per 1,000. Albert M. Herr, Lancaster, Pa.

HYDRANGEAS.

Hydrangeas, for fall delivery. Pot grown, 4-in., $30.00 per 100; 6-in., $60.00 per 100. S. S. Skidelsky & Co., 50 Park Place, New York City.

IVIES.

Hardy English Ivy. Good strong 2-in. stock, $2.50 per 100; $22.50 per 1,000. R. Vincent, Jr., & Sons Co., White Marsh, Md.

KENTIAS.

Kentia Belmoreana. Average in 3 and 4 leaves, good strong plants out of 2¼-in. pots at $15.00 per 100. Prices on larger quantities on application. J. H. FIESSER, 711-741 Hamilton Ave., North Bergen, N. J.

MAGNOLIA LEAVES.

Magnolia leaves; non-mouldy, flexible and of uniform size, $2.00 per carton; in 100-lb. cases, $22.00 per case. Ove Gnatt Co., La Porte, Ind.

ORCHIDS.

HASSALL & CO., orchid growers and raisers, Southgate, London, England. Cattleyas, Laellio-Cattleyas our specialty. One trial order solicited.

Orchids of all kinds, established and semi-established. Lager & Hurrell, Summit, N. J.

PALMS.

Palms. Kentia Forsteriana and Belmoreana and Lantania. For sizes and prices see display advertisement elsewhere in this issue. George Wittbold Co., 745 Buckingham Place, Chicago.

Palms. Phoenix Roebelenii. 10-in. and 12-in. tubs, 30 to 36-in. high, 30 to 36-in. spread, $15.00 to $20.00 each. Vaughan's Seed Store, Chicago and New York.

Palms, high class, and novelties in decorative plants. Robert Craig Co., Market and 49th Sts., Philadelphia, Pa.

If You Do Not Find What You Need In Our Ready Reference Department, Write Us About It.

POINSETTIAS.

Poinsettias, true type, 2½-in. pot plants, $10.00 per 100. A. Henderson & Co., 166 N. Wabash Ave., Chicago.

Poinsettia. Ready now. Thrifty young stock, 2¼-in. pots, $8.00 per 100; $70.00 per 1000. THE STORRS & HARRISON CO., Painesville, O.

PRIMULAS.

PRIMULAS.

	100	1000
Obconica, heavy 2¼-in; ready now on through August in variety....	$5.00	$45.00
Kewensis, 2¼-in., ready in Aug....	4.00	37.50
Malacoides, 3 vars. 2¼-in., ready in Aug.	5.00	45.00
Chinensis, 7 vars., 2¼-in., ready in Aug.	5.00	45.00
Cinerarias, 2¼-in., ready in Aug...	5.00	45.00
Calceolarias, 2¼-in., ready in Aug...	5.00	45.00

All stock sold up to time noted above.
Book your order now to be assured of first-class stock. All stock wrapped in moss to insure carrying through in case of delay. Cash with order.

JOS. H. CUNNINGHAM
DELAWARE "The Primrose Man" OHIO

Primula Obconica. Assorted, ready now, $6.00 per 100; $50.00 per 1,000. Wm. F. Kasting Co., 568-570 Washington St., Buffalo, N. Y.

ROSES.

ROSE STOCK.

Good 2½-in. plants.

	100	1000
Sunburst	$5.00	$45.00

GEORGE REINBERG,
162 N. Wabash Ave. Chicago

Roses, own root, 3-in. For varieties and prices see advertisement on front cover page of this issue. A. N. Pierson, Inc., Cromwell, Conn.

Winter-flowering roses. For varieties and prices see advertisement on front cover page of this issue. F. R. Pierson, Tarrytown, N. Y.

SEEDS.

Seeds, High Grade. We specialize in beans, carrot, lettuce, onion, parsnip, radish, salsify, spinach, named and mixed nasturtiums, and Grandiflora and Spencer Sweet Peas. Atascadero Seed Company, Atascadero, Calif.

Seeds. Burpee's Sweet Peas. Best winter flowering Spencers for Florists. For varieties and prices see display advertisement elsewhere in this issue. W. Atlee Burpee Co., Philadelphia, Pa.

Seeds. Sweet Peas for fall sowing. Spencer, Unwin and Grandiflora types. For varieties and prices see display advertisement elsewhere in this issue. Vaughan's Seed Store, Chicago and New York.

Seeds. Cineraria, Half Dwarf, finest mixed, re-selected and improved strain, trade packet $1.00; oz., $50.00. John Bodger & Sons Co., Los Angeles, Calif.

Seeds. Specialties in variety. Onion, carrot, beet, radish and parsnip. Contract prices mailed on request. R. C. McGill & Co., wholesale seed growers, San Francisco, Calif.

Seed. Michell new crop flower. For varieties and prices see display advertisement elsewhere in this issue. Henry F. Michell Co., 518 Market St., Philadelphia, Pa.

SEEDS.

Seeds. Contract growers of cucumber, cantaloupe, watermelon, squash and pumpkin seed; sugar, flint and field corn. J. C. Robinson Seed Co., Waterloo, Neb.

Seeds. Tomato, pepper, eggplant, squash, pumpkin, cucumber and watermelon seed and field corn on contract. Edgar F. Hurff, Swedesboro, N. J.

Seeds. Contract growers of cucumber, muskmelon, squash and pumpkin; sweet flint and dent corn. The C. Herbert Coy Seed Co., Valley, Neb.

Seeds. Sweet, flint and dent corn, cucumber, musk and watermelon, pumpkin and squash. Western Seed & Irrigation Co., Fremont, Neb.

Surplus Stocks.

The new plant quarantine gives greatly increased value to many kinds of surplus stock heretofore considered of little account, especially bulbs and plants. You can quickly turn such surpluses into cash by advertising here.

Seeds, specialties: Pepper, eggplant, tomato, vine seed and field corn. George R. Pedrich & Son, contract seed growers, Pedricktown, N. J.

Seed. Beet, sweet corn, bean, onion sets, potato. Prices will be quoted upon application. S. D. Woodruff & Sons, 82 Dey St., New York.

Seeds. Growers for the trade: Beans, peas, sweet corn, onion, turnip, radish, beet, etc. The Everett B. Clark Seed Co., Milford, Conn.

Seeds. Peas, beans, corn and vegetable of all kinds in quantity and of highest quality. Jerome B. Rice Seed Co., Cambridge, N. Y.

Seeds. Wholesale field and garden seeds. J. Bolgiano & Son, Light, Pratt and Ellicott Sts., Baltimore, Md.

Seeds. Specialties: Lettuce, onion, sweet peas, aster, cosmos, mignonette, verbena in variety. Waldo Rohnert, Gilroy, Calif.

Seed. Vegetable and flower, of every description. The W. W. Barnard Co., 231-235 W. Madison Street, Chicago.

Seeds. Garden of all kinds. Write for catalogue. Everette R. Peacock Co., 4013 Milwaukee Ave., Chicago.

Seeds. Specialties: Beets, mangoes, carrots, cabbages, celeries, parsley, parsnips, turnips. R. & M. Godineau, Angers, France.

SEEDS.

Seed. Flower and Garden seeds. Sweet pea, and Nasturtium a specialty. Routzahn Seed Co., Arroyo Grande, Calif.

Seeds. Growers of selected stocks of onion, lettuce, radish, carrot, sweet peas, etc. C. C. Morse & Co., San Francisco, Calif.

Seeds. Flower and vegetable. All seasonable varieties. Stocks are very complete. James Vick's Sons, Rochester, N. Y.

Seeds. Wholesale price list for florists and market gardeners. The W. Atlee Burpee Co., Philadelphia, Pa.

Seeds. Tomato, grown for the wholesale seed trade. Haven Seed Co., Santa Ana, Calif.

Seed. For the wholesale trade only. Braslan Seed Growers' Co., San Jose, Calif.

Seed. Flower, vegetable and farm. Wholesale only. Kelway, Langport, England.

Seeds. Bean growers for the wholesale trade. Henry Fish Seed Co., Carpinteria, Calif.

Garden Seeds. All varieties. I. N. Simon & Son, 438 Market Street, Philadelphia, Pa.

Seeds. Pea and bean. Alfred J. Brown Seed Co., Grand Rapids, Mich.

Seeds which succeed. Get quotations from Landreth, Bristol, Pa.

Sweet corn seed. Grown exclusively by The W. C. Pressing Seed Co., Norwalk, Ohio.

SOLANUM

Cherries, Cleveland, 2½-in., $8.00 per 100; New Yellow, Orange Queen, 2¼-in., $10.00 per 100. Wm. F. Kasting Co., 568-570 Washington St., Buffalo, N. Y.

STEVIA.

STEVIA
Fine healthy stock—2-inch.
$3.00 per 100.
POEHLMANN BROS. CO.
Morton Grove Ill.

VEGETABLE PLANTS.

Celery plants, Easy Blanching, now grown exclusively by 90% of Kalamazoo growers in place of Golden Self-Blanching. Strong plants, ready for the field, $2.25 per 1,000; $6.00 per 3,000. Cash.
BRILL CELERY GARDENS, Kalamazoo, Mich.

VINCAS.

50,000 Variegated Vinca rooted cuttings. Fine summer rooted stock, many now making shoots from underground bulbs. Just right for potting, $2.00 per 100; $18.00 per 1,000. Cash. I. N. KRAMER & SON, Cedar Rapids, Iowa.

MISCELLANEOUS.

Seed packets for 1919. All packet sizes and larger bags up to two pounds or more, also catalogue, return and coin envelopes. The Brown Bag Filling Machine Co., Fitchburg, Mass.

Zenke's New Plant Life. A concentrated chemical compound containing all of the elements of plant fertilization. Per gal., $3.00. The Excell Laboratories, 115 E. South Water St., Department A, Chicago.

If You Do Not Find What You Need In Our Ready Reference Department, Write Us About It

MISCELLANEOUS.

Master Brand pulverized sheep manure; vine and plant manure. Quotations on any quantity upon application. The Proto-Feed and Guano Co., 4121 S LaSalle St., Chicago.

Best quality prepared Cycas, pliable perfect color and full length. 100 assorted up to 40 inches in length, $6.50. Geo. H. Angermueller Co., 1320 Pine St., St. Louis, Mo.

Seasonable stock. All high grade and healthy. For varieties and prices see display advertisement elsewhere in this issue. The Storrs & Harrison Co., Painesville, O.

Hanging baskets, plain wire, 10-in., $1.75; 12-in., $2.25; 14-in., $3.00; 16-in., $4.50. Michigan Cut Flower Exchange, 264-66 Randolph St., Detroit, Mich.

Refrigerators. Write for catalogue. Buckbinder Bros., Room 731, 11 S. La Salle St., Chicago.

Cards for all occasions. Labels, stickers, seals, tags. Printing for florists. The John Henry Co., Lansing, Mich.

Hill's Evergreens. Best for over half a century. Price list now ready. The D. Hill Nursery Co., Box 404, Dundee, Ill.

Clay's Fertilizer. Supplied by the leading nursery and seed firms. Manufactured by CLAY & SON, Stratford, London, England.

Magic fertilizers for the florist. Write for prices. Chicago Feed and Fertilizer Co., 809 Exchange Ave., U. S. Yards, Chicago.

Nursery stock of all descriptions. Catalogues and price lists free on application. The Storrs & Harrison Co., Painesville, Ohio.

The perfect weeder. Stirs up the soil and cuts out the weeds at the same time. By mail 60c. Theo. Niemoth, Estherville, Ia.

1,000 letterheads and 1,000 envelopes, $6.00. Good stock. Cash, please. Gorham Printery, Inc., 542 S. Dearborn St., Chicago.

Dreer's "Riverton Special" cedar plant tubs, all sizes. Henry A. Dreer, 714-716 Chestnut St. Philadelphia, Pa.

Catalogues. Large runs our specialty. Write for prices. Regan Printing House, 523 Plymouth Place, Chicago.

Baskets of every description. Write for catalogue. Raedlein Basket Co., 713 Milwaukee Ave., Chicago.

Dreer's Peerless Glazing Points, 1,000, 90c, postpaid. Henry A. Dreer, 714 Chestnut St., Philadelphia, Pa.

Boilers of high grade for greenhouses. Write for catalogue. Giblin & Co., Utica, N. Y.

Wizard brand manure. The Pulverized Manure Co., 32 Union Stock Yards, Chicago.

Mastica for greenhouse glazing. F. O. Pierce Co., 12 West Broadway, New York.

Glass, large stock and good prices. Sharp, Partridge & Co., Chicago.

MISCELLANEOUS.

Wired toothpicks, 10,000, $2.00; 50,000, $8.75. W. J. Cowee, Berlin, N. Y.

Greenhouse boilers. Kroeschell Bros. Co., 452 W. Erie St., Chicago.

Greenhouse glass. Baur Window Glass Co., Eaton, Ind.

Cut flower boxes. Edwards Folding Box Co., Philadelphia, Pa.

FLORISTS' SUPPLIES.

We handle a general line of florists' supplies, ribbons, chiffons and wire designs, etc. Joseph Ziska & Sons, 175 N. Wabash Ave., Chicago.

We are the largest florist supply house in the east. Send for price list. BOSTON FLORAL SUPPLY CO., 15 Otis St., Boston, Mass.

Everything the best in florists' supplies. H. Bayersdorfer & Co., 1127 Arch St., Philadelphia.

Everything in florist supplies and staples. The McCallum Co., 137 Seventh St., Pittsburgh, Pa.

Florists' supplies of all kinds. Reed & Keller, 122 W. 25th St., New York.

GREENHOUSE CONSTRUCTION.

Greenhouse construction. Builders of all kinds of greenhouses and conservatories. Plans and sketches submitted on request. A. Dietsch Co., 2642 Sheffield Ave., Chicago.

Callahan Cut-to-Fit greenhouses. Made of selected Louisiana Red Gulf Cypress, best to withstand heat and moisture. Write for booklet. Callahan Duo-Glazed Sash Co., 3921 Fourth St., Dayton, O.

Greenhouse construction, cypress roof material and all greenhouse fittings. Plans and sketches submitted on request. John C. Moninger Co., 908 Blackhawk St., Chicago.

GREENHOUSE CONSTRUCTION.

Greenhouses. Superior in construction, durable and inexpensive. Write for estimate. The Foley Greenhouse Mfg. Co., 3100 S. Spaulding Ave., Chicago.

Greenhouse construction. Write us for an estimate and sketch on your proposed greenhouse. Ickes-Braun Mill Co., 2340 Wabansia Ave., Chicago.

Pecky Cypress, drop siding, ship lap, flooring, white cedar posts, etc., everything in lumber. Adam Schillo Lumber Co., 1506 Kingsbury St., Chicago.

Greenhouse lumber, hotbed sash, pecky cypress, square red cedar posts. Lockland Lumber Co., Lockland, Ohio.

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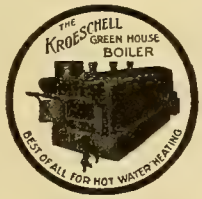

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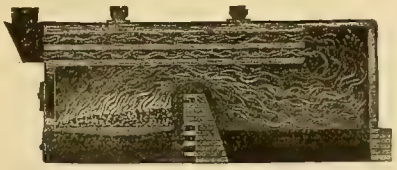

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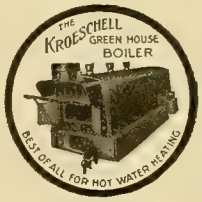

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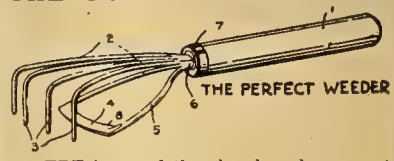

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THE AMERICAN FLORIST

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PUBLISHED EVERY SATURDAY BY

AMERICAN FLORIST COMPANY,
440 S. Dearborn St., Chicago.
Long Distance Phone: Harrison 7465.
Registered Cable Address: Ameflo, Chicago.

Subscription, United States and Mexico, $1.50 a year; Canada, $2.00; Europe and Countries in Postal Union, $2.50. Volumes Half Yearly From August 3, 1901. Single Copies, 10 cents.

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The plants of mignonette from seed sown in July will have to be placed in their winter quarters in the bench in September. If extra large and long spikes, that are always so much admired, are wanted, the soil will have to be very rich. To ordinary compost (that is, two-thirds loam and one-third manure) add about as much manure again, making the soil about half and half. The plants should be set about 12 inches apart. Water only around the plant until the roots begin to spread in the soil. Keep the soil free from weeds, well scratched over and loose, that it may not become sour. The tops should be pinched off until six or eight branches have been formed. The cabbage worm will soon make its appearance unless this has been guarded against, and if a leaf is found eaten hunt for them at once. When they first make their appearance they are only about a quarter of an inch long. They are green, just the color of the foliage, but have a velvety appearance, and are generally found on the midrib of the leaf or on the stem. Hand picking is the only remedy, and it takes sharp eyes to find them, but they must be gotten rid of or they will soon ruin the plants.

Heaths.

During the hot weather, the ericas will demand considerable attention. The plants should be plunged in the coolest location possible, yet where they will get the full sunlight. The pots are full of the very fine roots and if these once get dry the tender roots will burn. There is no plant the florist grows that demands closer watching and more careful watering than the heaths. They are so hard wooded that they do not show neglect as quickly as the softer wooded plants, but if they get once fully dried it means absolute disaster, with no flowers the succeeding year. The grower well posted in the culture of these plants can tell at a glance when they should be watered and never neglects them. If the plants are growing unshapely they should be pinched back, so that the form will be kept. The plants that are in small pots will need repotting in September; a fine loam with but little fibre and with no manure is to be preferred for these plants, for their fine roots do not like a coarse soil, and manure of all kinds should be omitted from the soil in which they are grown.

Geranium Propagating.

It is none too early to begin the propagation of geraniums, especially if it is doubtful about there being stock enough. Any plants that have become established and made a growth that will furnish a cutting will not be injured by the taking of the growing end; in fact, they will be benefitted, for they will break more shoots for the September propagation. Many growers in making the fall propagation, after trimming the cuttings, insert them in 2½-inch pots in soil, placing the pots on

shelves near the glass. This is a very economical way of handling the cuttings after cool weather has set in, but for summer propagation the bench of sand is to be preferred. In making the cuttings, trim off all the foliage except the small leaves at the tip. Be sure that the sand is pounded down hard, so that it will retain all the water possible. In inserting the cuttings use a small round stick as a dibble, making a hole just large enough in which to place the cutting. This will disturb the bed of sand much less than drawing a knife or other tool through it. After the cutting is placed in the sand, press the sand firmly and then water heavily, so that the sand will settle firmly around the cutting. The cuttings should then be shaded from the sun either by papers or by stretching cheese cloth over them. This will prevent wilting and evaporation. No further watering will be necessary until the plants begin to root. One of the greatest mistakes made by growers in the summer and fall propagation of geraniums is the continual watering which will invariably cause damping off and rot. Never mind if the surface of the sand becomes dry, if it has been properly packed there will be moisture enough below to cause them to root. If the cuttings wilt a slight syringing or placing wet papers over them will revive them. A good strike can invariably be made by following this method.

Violets.

It will soon be September and time to house the plants of the double varieties of violets that are grown in the field, the more successful growers being of the opinion that the plants should be under glass before the season of heavy dews. In preparing the beds have plenty of old leaves; it is not necessary that they be rotted; in fact, leaves gathered last fall are to be preferred, for they will generate a little heat in the soil and the violet plants seem to grow and push their roots into half-rotted leaves better than in leaf mold that is finely decomposed. A layer of three inches of leaves in the bottom of the bed will prove of great advantage in violet culture. Whatever manure is used should be thoroughly rotted. The violet will not root into fresh manure at all. An old gardener, who was very successful in violet culture, once told us how he prepared his frames. They were made in a similar manner to hotbeds, only instead of manure a foot of leaves was placed at the bottom and eight or ten inches of soil placed on them. The leaves will furnish a mild heat nearly all winter, and greatly assist in keeping the frames warm. We tried that method the following fall and, thinking that the leaves would not furnish nutriment enough, we incorporated a good quantity of half-rotted manure in the soil, the manure still being more or less lumpy. The violets grew finely and produced an excellent crop of large flowers. In the spring when we lifted the plants we found the roots had all gone into the leaves, there being no feeding roots in the soil, and in making their way through the loam had avoided all the manure, this still being in the lumps as when placed in the soil. In lifting the plants avoid allowing the roots to become dry; lift with a good clump of soil and do not keep the plants too long in the air, only lifting what can be handled expeditiously. Plant firmly, but avoid walking on the beds; water as soon as planted and water well, so that the soil will be firmed around the plants. Shade for a few days until growth starts, and then give all the air and light possible.

THE RETAIL TRADE

Conducted by Robt. Kift, Phila., Pa.

Gladioli as Cut Flowers.

The most important, showy and decorative of all the summer flowers is the gladioli, their strong, erect beautifully formed flowers, ranging in color from purest white through all the shades to darkest red, and from violet tinges of pink to distinct blues and purple. Yellows and orange shades are also prominent, so that the gladiolus can be truly classed as having all the colors of the rainbow.

Bridal Bouquet of White Gladioli.
By Max Schling, New York.

The past few years have seen wonderful strides in new and beautiful varieties. It is even now possible to obtain very good flowers from seed the first year. America and Mrs. Francis King were the forerunners of the forcing varieties, all of which do equally well out of doors. The standard market varieties, in addition to the above are, Niagara, Panama, Schwaben, Peace, Princeps, Europa, Mrs. Frank Pendleton, Halley, King Edward, Myrtle, Primulinus hybrids, Sunbeam, Prince of Wales, Giant White, Augusta and Brenchleyensis.

The introductions of the past five years have been wonderfully fine, notable improvements being made in the ruffled, flowered varieties, which are very distinct and exceptional in form and coloring. Growers will find it greatly to their advantage to specialize with these fine named varieties. While the first cost of the bulbs is several times more than the ordinary sorts, they are no more expensive to grow, the flowers bring a much better price, while the stock will increase rapidly and the bulbs are always in demand.

Cutting and packing are two very important matters. For shipping to market, they should be cut when the first or second flowers open. Some prefer to cut when the first bud shows color, but this is a little too soon for the choice sorts. They should be soaked over night in water, or at least for a few hours in a cool place to give them time to fill up with moisture.

Growers who sell their stock at retail will do well to allow as many as four flowers to open before cutting. The balance of the buds are then so far advanced that they will open the entire length of the spike. These must be carefully handled in packing, so as not to bruise the open flowers.

Being at their best in the hot summer months, when there is but little of value in cut flowers, save the asters, they are especially valuable to the decorator, being adapted in their form and great variety of color for all kinds of floral work.

For display, when dashing color effects are desired with plants or oak foliage, as a background, nothing is so effective as tall flower vases filled with long well flowered spikes of these brilliant flowers. They can be used in hanging or vase handle baskets, suspended in doorways, arches or along balconies. Wall pockets can be filled and placed in the center of blank wall spaces with stunning effects. Slender tin tubes, painted green, 12 inches long by one and one-half to two inches in width, with a wire hook at the top, will hold several spikes. These can be concealed in oak foliage over arches or doorways, where various colors are needed to relieve the green.

In house decorations, to give variety and better artistic effects, the flowers for each room should be of a color that will blend with the furnishings, all pink, all red, all yellow, or in some cases, two colors combined. Vases and vase baskets, filled with sprays of varying lengths, can be placed on window ledges, tops of cases, sideboards or other vantage place. Low plateaus, or well filled vases of choice well flowered spikes make suitable center pieces for the dining or buffet table. Those for the bridal party at a wedding should be white or blush. For all such decorative work, where the flowers are to be at their best for a short time, the spikes should be on hand for one day at least, placed loosely in jars to allow room to open as many flowers as possible. Sets of wedding bouquets, white for the bride, with shower effect made of selected single flowers, which resemble orchids, and spray arm bunches for the maids, of pink or yellow or other solid color, to match their costumes, will, if artistically arranged, be unanimously declared too lovely for anything. Boutonnieres and corsage bouquets, quite the equal of the winter favorites, are made of selected flowers of the choice varieties.

Seashore, and in fact all hotels, which cater to summer travelers or tourists, use gladioli in quantities for the decoration of their parlors and dining tables. Many of the farms or nurseries, where the bulbs are grown by the acre, ship large quantities daily at contract prices, during their season of bloom.

The majority of important orders for this season of the year is for funerals. The gladioli seem to be especially fitted for the making of all kinds of emblems. They are admirable for sprays; the sword-like leaves can be removed and several stemmed together for use as a background. Long and short flower spikes can be stemmed together, which will reduce the size of the handle and not make the bunch so clumsy. The cross almost the full length of the

casket is a most effective design. Very handsome casket sprays or covers can be made of the white or lighter shades, by tying two long sprays together end to end at the handles, and then filling in the center with gladioli stemmed on sticks or other flowers that will combine well, such as water lilies, roses, orchids, asters, etc. After such a piece is almost finished, sprays can be added or stuck in here and there that will remain quite secure without any further fastening.

Wreaths can be made in endless variety; long spikes can be cut in two, the tips stemmed, and the lower portion sharpened and stuck in. The compact crescent, or full round wreath, is made of florets stemmed singly and set in one at a time. This is a little tedious, but shows character, and is good for variety.

Magnolia, oak or galax leaves can be beautifully decorated with sprays of gladioli. It takes but a few minutes to arrange a well made wreath on the above ground work material with well opened sprays, fancy fern leaves and ribbon.

A border for the pillow, or the whole design may be very successfully made entirely of gladioli by using separate flowers stemmed for the center.

For all standing designs, fine long spikes should be selected for use in the foot or stand where they make a conspicuous display. For the lining of a grave they are most effective and quickly arranged, being pinned to the earth on the sides with wire staples. A space a foot wide all around the top of the opening should be covered to make a good finish. The soil, if covered with hemlock or other green, can also be relieved with varicolored spikes of these flowers.

Next Week in the Flower Shop.

While there is but little business at this season, the most should be made of every opportunity. While it is not necessary to carry much stock in cut flowers, there should always be a fair assortment of gladioli, asters, and other outside blossoms, as well as a few jars of the best summer roses.

The show window should be screened with curtains of mosquito bar or net to keep out the flies, as nothing looks more careless than a fly-spotted window. Since the advent of the swatter, it is comparatively easy to kill the few who somehow always manage to get in.

There is an opportunity now to dispose of some of the shallow flower bowls. These receptacles, nicely arranged with gladioli and other garden flowers, in the various styles of flower block holders, will, backed up with pots of ferns, make a nice window display, from which sales are likely to result.

Always keep the outside front of the store as attractive as possible. If the shop is on a corner, there is opportunity for a good display of pot evergreens. Some florists make a specialty of this class of stock, and have worked up quite a remunerative trade, as beds of ornamental evergreens in front of porches or centers of grass plots are now common on the small lawns of the medium sized houses of the suburbs. All kinds of pot plants that make a good showing on porches or front steps are still good stock to feature in these pavement displays.

GLADIOLI AS CUT FLOWERS.

Gladiolus America with Crested Ferns.

At this season particularly, the flower shop, on account of the showy and decorative nature of the stock, should be made the most attractive store in the block. It is good advertising for this period, as well as later, as the passerby stops to look and is impressed that this is an enterprising establishment, where at any time in the near future, he may be led to make a purchase when he finds it necessary to "Say it With Flowers."

Now is a good time to go thoroughly over the books that are behind. There are many who find this a very tedious job It would not be so, if they would give it a half hour each day, or never let it go longer than a week. Hundreds of dollars are lost in a year through careless bookkeeping, forgetting to make note of, or by making charges on slips of paper, and neglecting to enter them up. Goods sold to one customer should be charged immediately before another is acted on. Accounts are allowed to grow old before being presented, are then ofttimes disputed, and something must be taken off. Every $5 lost in this way is equivalent to $50 worth of new accounts, as very few firms can show a 10 per cent net profit on the year's business. All the old accounts that have any possibility of collection should be dug up and listed, and worked over again by letters and personal appeal, as long as there is any hope. The very best and only safe method is never to let them get old. This is an era of cash payments; all government and nearly all public utilities, require cash—30 days is now the limit for credits in almost all lines. Dealers in many perishable articles require spot cash or a settlement at least once a week. There is nothing more profitable at this time than to get in these old accounts, as every dollar collected is equivalent to $10 of new business.

If the decorative stock and fixtures, such as pedestals, pot covers, screens, floor vases and other such accessories, have not been gone over, repaired and painted, it should be attended to at once. The new coating will then have sufficient time to get good and hard before it comes into use.

The errand boys should be taught how to moss designs; it is poor business to say "I would rather do it myself." They can do it just as well as you, if you take the pains to teach them. Most boys are willing and anxious to learn, and with a little encouragement, will take pride in the work. Then much of their spare time can be turned to acount in keeping the stock of mossed wreaths and other designs up to the required number.

With samples of the various materials that are used for the make up of the Christmas wreaths, such as red and green chenille, cones of all kinds, plain silvered, gilded or whitened ruscus, artificial poinsettias, etc., something new in arrangement or design may be evolved and worked up that will be in great demand at the holidays. The manufacture of a stock of Christmas wreaths and other like goods during these summer months, shows how to prove the maxim that "Time is money," and the store that does not make or turn its labor equipment over in this way, is losing or failing to make use of one of its greatest assets.

Why every man who runs a flower shop, whether he does a $500 or $500,000 business a year, is not back of the publicity movement of the S. A. F., supporting it with all his might, both in money and energy, is hard for those who see the light, to understood. There are undisputable evidences that the advertising is pulling, and this when it is considered that only about 10 per cent of the trade have interested themselves in it, is remarkable. It is the $5, $10 and $20 subscriptions of the great number of the rank and file, together with their tying up to it, in their keeping their stores up to efficiency, using the literature and signs of the committees, which will build up the foundation of an advertising campagn in which all will be greatly benefited. Send in your check today.

Publicity Honor Roll.

The publicity committees of the Society of American Florists believe in practising what they preach, which is certainly evidenced by the publishing in THE AMERICAN FLORIST of June 28, pages 1143-1148, the honor roll, containing the names of all who have contributed to the advertising fund up to that time.

It is a grand array of names which includes nearly all of the leaders in the trade in almost every state in the Union. This approval by the progressive florists of the entire country, as shown in their liberal contributions, should wake up others, large and small, who have deferred the matter, to the importance of immediately coming forward with their share of the money necessary to influence and make a market for the greatly increased production of flowers that will surely be put on the market the coming season.

Invest, and you will become interested, then success is sure to follow. Send your check today to Secretary John Young, 1170 Broadway, New York. The larger the amount, the greater the return.

THE S. A. F.

National Publicity for Flowers.

This week, we are recording a list of contributions to the publicity fund approximating something over $1,200. This is a decided improvement over the lists of the past several weeks, but only about half of what an average list should be for every week in the year if we are to reach our goal of $100,000. As our fund stands now, we are many thousands of dollars short of half the amount aimed for, and are more than half way through the year. Next month our publicity committees will make their reports at the society's convention in Detroit, and unless contributions become more active in the intervening weeks, they will not be able to report the collection of at least half of the amount of the fund.

At the convention, the committees will meet jointly to discuss plans to continue the publicity work during the fall and winter season, the summer season having already been provided for. What amount of money are we going to place at their disposal for immediate use? It must be remembered that the production of flowers throughout next season promises to be abnormally large, consequently calling for greater effort to improve the demand for them, if we are to avoid gluts and obtain remunerative prices.

Publicity, and lots of it, is needed more than ever. To get it, we must have money. We are no longer buying "a pig in a poke." We know that we get a magnificent return for the money we spend, and the more we spend, the greater the return.

We are addressing particularly those florists who have not yet sent in subscriptions. It is beyond our conception that they do not intend to contribute, but why not send them in now, thus not only relieving the committees of uncertainty, but permitting them to make their publicity plans in the best interests of all? The plans now maturing may call for the immediate appropriation of as much as $20,000. If the committees do not find such an amount available, how are they going to finance the bills? Your good intentions will not help them any, unless you cash them in, by remitting to the secretary, without delay, your cheque for the amount you have decided to give. Keep the ball a-rolling. Do not for one moment think that because you have seen a big list of subscribers, to the amount of several thousand dollars, that amount is waiting to be expended. Our committees put the money to work as fast as it piles up. They have no thought of using the funds to produce an income which shall supply the publicity; they spend the fund itself, every penny of it. So when you hesitate you delay the game. What is $100,000 among 20,000 florists? A thousand fruit growers re-

GLADIOLI AS CUT FLOWERS.

Gladiolus America and Crested Ferns on Magnolia Wreath.

cently raised that amount in a few weeks.

Just take these facts to heart:

The campaign is a good thing for you and everybody else in the trade. It is doing what it was expected to do, increasing the demand for flowers. It is endorsed by all the live-wire florists of the country. It is awaiting your support, through your contribution.

The following subscriptions have been received and are an addition to those previously announced, annually for four years, unless otherwise stated:

Joliet Floral Co., Joliet, Ill. (1 yr.)	$10.00
C. S. Ford Co., Quakertown, Pa. (1 yr.)	5.00
J. W. Massman, Montclair, N. J., Add'l.	10.00
William Didden, Philadelphia, Pa.	10.00
Cunningham Flower Shop	5.00
United States Cut Flower Co. (1 yr.)	15.00
D. A. Brounstein, Boston, Mass.	10.00
C. E. Holbrow, Brighton, Mass.	20.00
J. Oliver Johnson, Chicago	15.00
J. Wall, Chicago	5.00
John Plodzien, Chicago	10.00
Cunnis & Billerbeck, Chicago	5.00
Anna Grace Sawyer, Chicago	10.00
Maplewood Greenhouse, Bloomington, Ill.	20.00
J. L. Bonnett, Bloomington, Ill.	10.00
Earl S. Hempstead, Bloomington	10.00
Gullett & Sons, Lincoln, Ill., Add'l	50.00
Hembreiker Bros., Lincoln	15.00
Karl Kauth, Springfield, Ill. (1 yr.)	5.00
Bell Miller, Springfield (1 yr.)	25.00
G. A. Wehrman, Springfield	5.00
Springfield Fl. Co., Springfield	10.00
Hembreiker & Cole, Springfield	10.00
H. F. Janssen, Springfield	5.00
W. T. Buckley, Springfield	10.00
G. H. Hennessey, Springfield	10.00
Jas. Glass, Baltimore, Md. (1 yr.)	10.00
W. Keir, Pikesville, Md.	5.00
The Meyer-Stisser Co., Baltimore	5.00
C. E. Akehurst & Sons, Fullerton, Md.	5.00
F. C. Bauer, Govans, Md. (1 yr.)	25.00
J. DeGroot, Catonsville, Md.	25.00
Lewis House of Flowers, Pontiac, Mich.	15.00
L. Anderson, Rocky River, O.	25.00
Herman A. Hart, Cleveland, O.	10.00
C. B. Wilhelmy, Cleveland	10.00
Peter F. Reuss & Co., Detroit, Mich.	25.00
Scribner Floral Co., Detroit, Add'l	15.00
J. A. Bleecker, Detroit	20.00
August VonBoeselager, Mt. Clemens, Mich.	25.00
A. G. Stephens, Walkersville, Ont.	10.00
Majestic Flower Shop, Detroit	15.00
Edw. H. Smokiwicz, Detroit	20.00
Pontiac Floral Co., Pontiac, Mich.	50.00
Frank A. Nortin, Ypsilanti, Mich.	10.00
A. Trotter, Ypsilanti	10.00
Geo. Bischoff, Ann Arbor, Mich.	25.00
Davis & Kishler, Ypsilanti (1 yr.)	5.00
Cousins & Hall, Ann Arbor, Mich.	25.00
Pierson Floral Co., Peoria, Ill.	10.00
Siebenthal & Nelson, Peoria	15.00
John H. Warnecke, Detroit	25.00
S. J. Clarke, Mt. Vernon, N. Y. (1 yr.)	10.00
The Eads Flower Store, Bellefontaine, O.	5.00
W. Rosenthal, Boston, Mass. (1 yr.)	5.00
Edward F. Norberg, N. Cambridge, Mass.	10.00
C. A. Backer, Bellerica, Mass.	25.00
A. Rasmussen, New Albany, Ind., Add'l.	25.00
Bruno Juergens, Peoria, Ill. (1 yr.)	20.00
H. P. Smith, Piqua, O.	5.00
Reeser Plant Co., Springfield, O. (1 yr.)	10.00
Max H. Rothe, Philadelphia, Pa.	5.00
Aug. Doemling, Lansdowne, Pa.	10.00
C. U. Liggit, Philadelphia, Pa.	10.00
Henry I. Faust, Merion, Pa.	25.00
Carl Peterson, Hartford, Conn.	5.00
Paul C. Schultz, Vincennes, Ind. (1 yr.)	5.00
P. A. Chopin, New Orleans, La.	10.00
B. F. Barr & Co., Lancaster, Pa.	30.00
E. A. Chipman, Woonsocket, R. I. (1 yr.)	5.00
Harry I. Bock, Burlington, Iowa, Add'l.	10.00
I. L. Pillsbury, Galesburg, Ill., Add'l.	5.00
A. H. Schneider, Oak Park, Ill.	25.00
Geo. A. Kuhl, Pekin, Ill.	10.00
James H. Clarke, Manchester, N. H.	20.00
W. W. Powers, Nashua, N. H.	5.00
H. C. Stache, Manchester	10.00
T. J. Bixby, Manchester	5.00
Solon R. Baker, Concord, N. H.	10.00
Edw. H. Smokiewicz, Detroit, Add'l	20.00
Lansing Floral Co., Lansing, Mich.	25.00
G. Fred Bauerle, Lansing	5.00
Wooton Floral Co., Durand, Mich.	5.00
Grohman The Florist, Lansing, Add'l	25.00
J. B. Goetz & Sons, Saginaw, Mich., Add'l	10.00
Martin Keit, Bay City, Mich.	15.00
	$ 1180.00
Previously reported	40849.50
Total	$42029.50

JOHN YOUNG, Sec'y.

GLADIOLI AS CUT FLOWERS.

White Gladioli and Palm Leaves.

San Francisco.

WEEK OF FUNERALS AND WEDDINGS.

Business has been rather quiet all week, funeral work and weddings being the only outlet for the stock coming in. New crop roses are arriving in large quantities now. The stems are short, but otherwise the quality is good. Quite a few short stemmed Mrs. Russell are coming along and sell well. Ophelia is plentiful. Columbia can be had in limited quantities. Mrs. Aaron Ward is very plentiful also. This variety seems to be popular at all seasons for corsage and basket work, owing to its attractive coloring. Gladioli are now at their best. The favorites are Panama, America and Mrs. Francis King. The market cleans up well on this stock every morning. Carnations are a drug on the market, and it has to be extra fine stock to get a buyer at all. The hucksters are getting rid of most of the supply on the street corners. Dahlias are also feeling the effect of oversupply, and it is only the best stock that reaches the stores. Prices for these flowers are very low. Sweet peas are maintaining good figures right along, due to the fact that Spencers are not over plentiful. The cool weather seems to have been of much benefit to them, as some fine stock is now being handled. Cattleyas are still hard to obtain and prices remain high. There are very few gardenias in the market. Zinnias are now coming in freely, and it must be said that the quality is very satisfactory. They bring good figures. Delphiniums are plentiful and cheap. The same is true of gaillardias and all other outdoor perennials. Pink and blue cut hydrangeas are being largely used by the different stores. Good pot plants are in demand, especially Bostons. There seems to be an adequate supply of kentias and other palms.

NOTES.

The trial grounds of the California Dahlia Society, at San Rafael, is now the mecca of all dahlia enthusiasts. The plants have all made splendid growth this season, owing to favorable weather conditions, and the guiding hand of President Burns. Here one may see everything that is good in this flower. Each novelty is carefully tested here the first season to see if it will live up to the introducer's description. When found not equal or inferior to existing varieties, they are discarded. The society expects its coming fall show to be ahead of anything previously attempted.

The monthly meeting of the California Floral Society was held at Red Men's hall, July 11. The session was largely attended to hear a lecture on "Orchids," delivered by Mrs. John

Newton Merrick. The speaker has made a study of these plants for years, and her talk was both instructive and entertaining. This society is in a healthy financial condition, and its meetings are always well attended. A special effort is to be made shortly to increase the membership.

Frank R. Mills, the Palo Alto florist, is busily engaged at present in replanting his carnation house. His stock is in excellent shape and promises well for the coming season. He has nearly all of this year's novelties and intends giving them all a fair trial. He has had a large cut of Spencers all season. His nursery stock is also in fine shape. He expects a heavy trade in fruit trees this season and has already contracted for a large supply.

Victor Ferrari is busy these days at Ferrari Bros. greenhouses. Since the death of his uncle, Peter Ferrari, the management of this large business is now in his hands. His sister, Miss Anita Ferrari, is in charge of all the office work. Much attention is now being given to the orchid range, all of which appears to be in splendid condition. The rose houses are coming along nicely and promise well for the coming season.

Schwerin Bros. are sending in a heavy cut of adiantum to this market every day. The quality is very long stemmed and is especially well grown. They report a steady demand from out of town customers showing that trade is fairly good in all sections of the state. From the present outlook, they will have a large supply throughout the winter months.

C. H. Perkins, the prominent New York nurseryman, has purchased a large ranch at San Luis Obispo. It is regarded as one of the valuable ranch properties in the district. It is the intention of Mr. Perkins to plant this land to walnuts and almonds, as this locality is particularly adapted to the growing of these nut trees on a commercial scale.

The Tennyson Nurseries, of Fruitvale, have a very choice collection of chrysanthemums coming along for fall work. Nearly all the best novelties are grown here. This place will no doubt be heard from at the shows this fall. Field grown roses is another specialty with them, the greater part of which is used in landscape work.

Percy Ellings, superintendent of the Lynch Nursery Company at Menlo Park, has the large stock of chrysanthemums in the best possible condition for the coming fall season. They are growing a very large number of Louisa Pockett this year, as they consider it one of the best whites for shipping.

The Santa Rosa Improvement Society announces that it will hold its annual chrysanthemum show again this fall. Excellent stock is always displayed here and the leading chrysanthemum growers from this section show there every year.

Albert O. Stein says trade is keeping up nicely for the summer months. His force has been almost steadily engaged on wedding decorations during the week. He is showing some elegant specimens of nephroleopis, which enhance the beauty of his spacious store very much.

Manager J. A. Axell, of the E. W. McLellan Co., is receiving a large cut of roses from the firm's greenhouses. He says he finds no difficulty in disposing of the stock. This firm is also shipping gladioli in large quantities and reports a steady trade for this time of the year.

The Charles C. Navlet Company has been displaying a large assortment of named dahlias at their Market street store the past week

Charles W. Ward, of the Cottage Garden Nurseries, Eureka, is spending a few weeks here visiting the trade.

JAMES T. LYNCH.

OUTING OF EMPLOYES OF THE McCALLUM CO., PITTSBURGH, PA., AT RIVERVIEW PARK, JULY 12, 1919.

Cincinnati.

FAIRLY GOOD DEMAND FOR ALL STOCK.

Receipts of stock in this market are somewhat limited, with the result that all offerings meet with a fairly good sale. The demand is quite steady, but is not very brisk. Roses are received in fair quantities. Asters, while at present not plentiful, are becoming more of a factor from day to day and will be in good supply before long. Gladioli are proving good property and water lilies are now seen. Some Easter lilies and a fair cut of rubrums are available. Snapdragons help out well at times. New green galax and leucothoe are now on the market. The stock is excellent and it moves quite well.

NOTES.

C. J. Ohmer and wife, and son James, of West Palm Beach, Fla., after spending a fortnight at Lakeside, O., are now on their way to Detroit, Mackinac and finally Conway, Mich., where they will spend a month.

Joseph Grimes has returned from service, having been in France with the American forces.

C. E. Critchell received his new Packard touring car this week.

Visitors: Wm. Nolan, Huntington, West Va.; Ira Clark and wife, Greensburg, Ind.; Joseph Hill, Richmond, Ind., and S. M. Rosenfeld, New York.

H.

Boston.

TRADE UNUSUALLY GOOD FOR SUMMER.

Flower sales have been holding up exceptionally well for the season, weddings proving quite numerous, the call for funeral work continues brisk, and as a result, the supply is kept well cleaned up. Outdoor sweet peas are poor, but bring $1 per 100, while rubrum lilies command from $8 to $10. Rose prices are very reasonable. Poor carnations find buyers, at $3 per 100.

NOTES.

The florists' association held its first outing July 17 at Lynnfield. Covers were set for 94 at the dinner, which was followed by an excellent programme of sports. The wholesalers

OFFICE FORCE OF McCALLUM CO., PITTSBURGH, PA.

Annual Outing at Riverview Park, July 12. Left to Right: Miss Kennedy, Miss Becker, Mr. Boyd, Miss Coey, Miss Kost and Miss McClintock.

won the ball game, and Henry Penn carried off the honors in the fat men's race. Samuel Truckman was the speedy one in bringing the potato over the line.

C. E. Wingate, one of the veteran florists and market gardeners of Lawrence, died July 17 at the age of 71 years. A widow and six children survive.

Charles Robinson and family are enjoying a month's vacation at Cape Cod. S. K. G.

Louisville, Ky.

Nearly all of the local trade closed for the day, July 19, and enjoyed the annual outing at Blackstone Mills on Silver Creek, near New Albany, the public being duly notified that the flower shops would be closed on that day. An excellent programme had been arranged including good fishing, boating and bathing. The committee in charge of arrangements was composed of Herman Kleinstarink, chairman; L. Pleiss, George Nanz, Louis Kirch and David Walker.

August R. Baumer, president of the Kentucky Society of Florists, was remembered by the organization with a fine box of candy and a message of good will and congratulations.

Emil Walther, Lewis G. Pleiss, Leo Zoeller and A. F. Aebersold are cutting fine gladioli, which have an excellent sale in this market.

Bryant & Brady, who were in the army during the war, have received their discharges and have resumed business as wholesalers.

Herbert Raynor, with the F. Walker Co., has applied for a patent for a locking device for automobiles.

Anders Rasmussen, of New Albany, is spending his vacation fishing in northern Wisconsin.

Kingsley Walker and family have returned from an auto trip to Ohio points.

Adam Heitz is cutting fine Kaiserin roses. H. G. W.

Providence, R. I.

HEAVY SUPPLY WITH PRICES LOW.

Typical midsummer dullness prevails. The supply of stock is plentiful and the growers are cutting large numbers of roses, which have been moving at greatly reduced prices. The supply of long stemmed blooms is greater than the demand. The market is never without carnations, although what few are offered lack quality and they received little attention from flower buyers. Gladioli are much more abundant than a week ago and the prices have dropped to a more popular level. Orchids have been a short item but on the other hand there has been little demand. The damp weather of the past few days has put sweet peas out of the running for the present and with no indoor stock available here, the shortage is felt.

NOTES.

Smith, the Florist, has sold his establishment on Washington street, to Joseph Black. It is understood that Bert West will remain with the business.

Eugene Seymour, of Warren, has several thousand ferns in his benches, representing several varieties and the stock is showing good form.

Several of the stores are making alterations and improving their spare time generally during the lull in business. H. A. T.

MADISON, WIS.—Louis Russos, florist at 504 East Wilson street, has purchased a confectionery store at 9 East Main street, and will conduct both establishments.

Nassau County Horticultural Society.

The monthly meeting of the Nassau County Horticultural Society was held in Pembroke hall, Glen Cove, N. Y., July 9, President Joseph Adler in the chair. Floyd Browers, East Norwich, and William Waraksa, Glen Cove, were elected to membership. There was a fine display of sweet peas on the exhibition tables, with keen competition in all classes. James McDonald, William McCloud and Sam. J. Trepess were appointed judges and the awards were as follows: Twenty-five sprays white, 25 sprays pink, and 25 sprays any other color, won by William Noonan, who also was given the F. A. Bartlett special prize for the best six vases of sweet peas, William Milstead taking second honors. Upon request, Mr. Noonan gave a short talk on cultural methods which proved very interesting. Mrs. Arthur Gibb generously donated a special prize for preserved fruits and vegetables to be competed for by wives of members only at the fall show to be held October 30-31. Several other donations for this show were also announced. Edward Harris was elected secretary to fill the unexpired term of Ernest Westlake, resigned. It was decided to hold the annual outing at Appleby's Grove, August 6, or the day following in case of inclement weather. The dahlia show of the society will be held at the Matenecock neighborhood house, October 2-3. The competition for the next meeting, August 13, will be for six tomatoes, 12 mixed asters and 12 gladioli.

HARRY GOODBAND, Cor. Sec'y.

OBITUARY.

The Late Peter Ferrari.

It has been a long time since the trade of San Francisco, Calif., and vicinity received such a shock as was the case when the death of Peter Ferrari, one of the most prominent florists in the west, notice of which appeared in THE AMERICAN FLORIST of July 5, page 1189, was announced, July 1. He suffered from an attack of influenza last winter and never fully recovered from the effects of that disease. He spent several weeks at Byron Hot Springs a few weeks ago in company with Frank Pelicano and came back feeling much improved in health. He was taken ill shortly after his return and died in St. Mary's hospital. Mr. Ferrari was born in Italy 53 years ago and came to this country with his father and brothers when very young. His father engaged in the wholesale growing of cut flowers, and it was from him that he received the training that proved so valuable to him in later years. Upon the death of the father, the sons took up the reins of business, and it was Peter Ferrari's progressive mind and personality that developed the establishment, until it attained its present large proportions. The death of his brother, Emil, last winter was a severe blow to him, as the latter had been for years in charge of the growing end. The deceased had arrived at the stage where his nephew, Victor Ferrari, was his able assistant, and who relieved him of much responsibility in the management of the business. He had just added the well known orchid collection of Dr. Parker, of Santa Cruz, to his already immense stock, and in which he took the keenest delight. He was a prominent member of the Pacific Coast Horticultural Society, and many of those who attended the convention of the Society of American Florists during the exposition at San Francisco will remember his untiring efforts to make it a success. He was an enthusiastic motorist and had just completed a beautiful garage to hold his cars.

Mr. Ferrari never married. He is survived by two brothers, Louis and Joseph, and one sister, Mrs. Adaline Matson. The funeral was held at the Mission Church of Corpus Christi and interment at Holy Cross cemetery. The pallbearers were all prominent members of the trade: Frank Pelicano, Victor Podesta, M. Brown, P. Vincent Matraia, F. Benedetti, and Robert Newcomb, of Chicago. The floral tributes from the trade were particularly beautiful. The active management of the firm will now be in the hands of Victor Ferrari, his nephew. It will continue under the name of Ferrari Bros. Victor is very popular with the trade and will make an able successor to his uncle. Mr. Ferrari will always be remembered for his kindly character and sterling qualities, and his unceasing efforts for the betterment of the trade.

JAMES T. LYNCH.

George Anderson.

George Anderson, one of the prominent growers of Philadelphia, Pa., died July 18, age 70 years, as the result of a second stroke of paralysis, a previous attack, which rendered him helpless, occurring over two years ago.

Mr. Anderson was a native of Scotland, emigrating to this country about 1872. His first position was with Robert Buist, where he was foreman in the greenhouses. Several years later, he went into business with his brotner, William, building several small houses at 52nd and Woodland avenue, where they grew bedding and flowering pot plants. Buying his brother's interest he built more houses and made a specialty of Easter plants and forcing roses. With hard work and his natural business ability, he forged to the front and became a leading grower of his specialties. He was an active member of the Florists' Club of Philadelphia, and often made a place on its championship bowling and gunning teams. He leaves a widow and eight married daughters. One Georgeana, named after himself, died only six weeks ago. The funeral, at which there was a profusion of flowers, was held July 23. It was largely attended by members of the trade.

Charles Meckey.

Charles Meckey, one of the old school growers of Philadelphia, Pa., passed away July 12, age 68 years. Mr. Meckey specialized in spring bedding plants, pot roses and flowering stock for Easter. By well planned succession of crops, he made a most intensive use of his greenhouse space, growing medium sized stock in quantity, which he sold at popular prices. A large range of glass at 17th and Erie avenue was crowded out, and he sold the ground for building purposes, moving to Limekiln pike 15 years ago. The city again caught up to him here, and he sold the land and houses as sites for suburban residences and retired. He was long a member of the Florists' Club of Philadelphia, and much liked by all his fellows in the trade. He leaves his widow and one son.

K.

BALTIMORE, MD.—James J. Cummings, 1131 West Baltimore street, one of this city's prominent florists, will leave shortly for a trip to Europe. He expects to be absent three months.

MIAMI, FLA.—One of the most extensive florist establishments in the state will be established here by H. W. Johnson of the Johnson Floral Co., Chattanooga, Tenn., as soon as a suitable location can be secured.

THE AMERICAN FLORIST

ESTABLISHED 1885.

Subscription, United States and Mexico, $1.50 a year; Canada $2.00; Europe and Countries in Postal Union, $2.50.

When sending us change of address always send the old address at the same time.

Advertising rates on application.

From the first issue THE AMERICAN FLORIST has accepted only trade advertisements.

Advertisements must reach us Tuesday (earlier if possible) as we go to press Wednesday.

We do not assume any responsibility for the opinions of our correspondents.

THE AMERICAN FLORIST,
440 S. Dearborn St., CHICAGO

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LEAD has advanced to 5¾ cents per pound.

BALTIMORE wants the 1921 convention of the Society of American Florists.

THE first mail for Germany was dispatched from New York, July 22, connections being made at Copenhagen.

THE German potash syndicate has petitioned the government for a 100 per cent raise in the price of potash, owing to increased cost of production. The syndicate claims to have a deficit of 46,000,000 marks for the first 1919 quarter and declares it will be forced to shut down unless prices are increased.

Ladies' Society of American Florists.

CONSTITUTIONAL AMENDMENT PROPOSED.

Mrs. C. H. Maynard gives notice of a proposal to amend the constitution and by-laws of the Ladies' Society of American Florists as follows:

"Article. 4, Section 4, by adding the words after president and secretary—She shall give bonds in such sum as the executive board may from time to time deem sufficient, the expense of furnishing such bond to be assumed by the society."

MRS. H. G. BERNING, Sec'y.

German Trade.

American trade with Germany may now be resumed. The military blockade has been lifted. Communication by cable and mail is permissible. It is announced the war trade board section of the state department has issued blanket licenses to resume trade, with stated exceptions, but Washington correspondents have failed to distinguish between intercourse prevented by the military acts of other countries and intercourse prohibited by the legislation of this country. Lifting of the blockade, the resumption of mail and cable communication, were military measures marking the termination of military control.

Drummers In San Francisco Fined.

San Francisco, Calif., has an ordinance that requires vendors having no fixed place of business, and who make their headquarters in hotels or other temporary places, to pay a license of $50 a day. Out-of-town dealers from all sections of the country unwittingly have had experience with this ordinance. Many have quietly left on being notified of the law. The representative of one firm refused to pay the license and, after submitting to arrest, attacked the constitutionality of the ordinance. He was tried, found guilty, sentenced to six months in the county jail and fined $500.

Indianapolis to Detroit.

According to reports received by State Vice-President Nehrling, Indiana will be well represented at the coming convention of the Society of American Florists. It is estimated about 50 from the northern part of the state alone will make the trip. Quite a number will go by automobile as the roads are reported in excellent condition.

A committee consisting of Irwin Bertermann, Adolph Baur and Oscar Carlstedt has been appointed to look after the transportation and other matters pertaining to the trip of the Indiana delegation. It has been decided to make the trip by night via the Big Four railroad, leaving Indianapolis, August 18 at 9 p. m., due in Detroit early the next morning. Information regarding rates, etc., may be had by addressing members of the committee.

Boston to Detroit.

Arrangements are being made for the transportation of the party from Boston, Mass., and vicinity, who will attend the convention of the Society of American Florists at Detroit, Mich., August 19-21. The trip will be made via Boston & Albany railroad to Buffalo, where one day will be devoted to sightseeing, thence from that city to Detroit by steamer, arriving at 8:00 o'clock Tuesday morning.

The train carrying the party will leave South station, Boston, Sunday, August 17 at 4:45 p. m.; Framingham, 5:19; Worcester, 5:55; Springfield, 7:20; Pittsfield, 9:11, and Albany at 10:40 p. m., due at Buffalo, 6:50 a. m., Monday, leaving for the convention city by boat at 6 o'clock that evening.

The fare from Boston to Buffalo is $16.11; lower berth, $2.70; boat fare, Buffalo to Detroit, $4.32; stateroom accommodating two or three people, $3.50; total, $26.63. Those wishing to go direct, may leave Boston, Monday, at 2:00 p. m., due in Detroit, 8:10 Tuesday morning. Fare, all rail, is $24.28; lower berth, $4.32.

Reservations should be made at once through E. Allen Peirce, Waltham, Mass., state vice-president for Massachusetts, East.

Detroit Hotels.

The Society of American Florist convention headquarters will be the Hotel Statler on Grand Central Park, ten minutes' ride by Woodward avenue car line from the convention hall, Arcadia Auditorium, 615 Woodward avenue. It is highly important that all intending to attend the convention, August 19-21, make reservation at the hotel as soon as possible, as two other large conventions are scheduled in Detroit during the same week. The hotel committee of the local florists' club will aid all who will make known their requirements and address same to the chairman, E. A. Fetters, 17 East Adams avenue, Detroit, Mich.

A list of the principal hotels, their room rates and distance from headquarters (Hotel Statler) is as follows:

Hotel Statler

	Rate per day.
With shower bath only, one person	$2.50
With shower bath only, two persons, dbl. bed	3.50
With tub and shower, one person	3.00-$5.00
With tub and shower, two persons, dbl. bed	4.50- 7.00
With tub and shower, four persons, three beds	8.00

Hotel Tuller, Adjacent to Headquarters.

Double rooms only (inside).....$4.00 and up
Double rooms only (outside)..... 5.00

Hotel Pontchartrain; five blocks.

Rooms, single beds, running water.$3.00 and up
Rooms, double beds, running water. 4.00 and up
Rooms, with bath ..... 6.00 and up

Hotel Charlevoix, one block Headquarters.

Rooms, single beds and bath.....$2.00
Rooms, single beds without bath..... 1.50
Rooms, double beds and bath 4.00

Hotel Cadillac, Michigan Avenue; four blocks.

Rooms, twin beds and bath.....$5.50-$8.00
Rooms, double beds with bath..... 5.00
Rooms, twin beds without bath 2.00

Hotel Griswold, Grand River Ave.; two blocks.

Rooms, single beds without bath.$1.50
Rooms, single beds and bath...$2.00-$2.50-$3.00
Rooms, double beds and bath.. 3.00- 4.00- 5.00
Rooms, dbl. beds, without bath 2.50

Hotel Plaza, Madison Avenue; four blocks.

Rooms with single beds....$2.50 and up per day
Rooms with double beds.... 3.00

Hotel Madison, Madison Avenue; five blocks.

Rooms, single beds and bath .....$1.50 and up per day
Rooms, double beds and bath ..... 2.50 and up per day

Hotel Fort Shelby, Lafayette Ave.; seven blocks.

Rooms, single beds and bath .....$1.50 and up per day
Rooms, double beds and bath ..... 2.50 and up per day
Parlor, bed room and bath.. 4.00

Hotel Ste. Claire, Monroe Street; six blocks.

Rooms with bath.....$1.25 to $2.50

There are, of course, many smaller hotels at which accommodations may be had, but the list above includes the largest.—Adv't.

Wants, For Sale, Etc.

Small Type, 12 Cents Per Line, Each Insertion. Display, $1.50 Per Single Column Inch, Each Insertion. These prices are net, cash with order. For Plant Advs., See Ready Reference Section.

Where answers are to be mailed from this office enclose 10 cents extra to cover postage, etc.

Help Wanted—Two good growers. Will pay good wages to good hustling men. Send reference from last employer.

W. W. Coles, Kokomo, Ind.

Help Wanted — Experienced young man for a Chicago wholesale commission house. Splendid chance for advancement. One able to wait on trade and make himself generally useful about establishment. Good salary to start. Apply at once.

Key 400, Care American Florist.

Help Wanted—At once, a man or boy over 18 years; to grow general line of cut flowers, both in greenhouse and in the field. If applicant proves capable and energetic will take him as silent partner. Salary to begin with $75.00 per month and 10% of yearly profits. Only a steady, sober, good worker need apply. Give references.

Scott Floral Co., Navasota, Texas.

For Rent—Five greenhouses, 112x25 feet, in Rogers Park. Three-year lease. **L. Hansen, 7322 Ridge Ave., Chicago.**

For Sale—10,000 feet of glass in town of 7000; no competition; a good opportunity; reason for selling: poor health.

Frank Bros., Beardstown, Ill.

For Sale—Three greenhouses, 12 x 80 ft., pots, boilers, 4-in. cast-iron piping; in fact all the range. Whoever buys must wreck at once. 16 x 20 glass must go at once for $250.00. Address

Key 399, Care American Florist.

For Sale—The Paulding Greenhouses; for 35 years operated by L. E. Hawkins, now deceased; a splendid chance and good paying business. Price, $4,000, with cottage of six rooms and coal for next winter; part cash. Call or write.

Paulding Florist Co., Paulding, O.

For Sale—Small florist shop in Chicago; on busy north shore street; with a good lease; doing excellent business; in thickly populated district; established eight years. Lady can handle; right price.

Key 395, care American Florist.

HELP WANTED

Experienced man for a Chicago commission house — one thoroughly experienced in all branches and capable of taking complete charge of shipping department preferred. Good salary to start. Splendid opportunity for the right party.

Key 402, care American Florist.

Gardener Wanted

Working gardener, competent in all lines of outdoor work on private estate and farm in Minnesota, including landscaping. Single man preferred, not exceeding 45 years of age. Room, board and good salary to the right party. Address

Key 398, care American Florist.

Foreman Wanted

Working foreman. Must be first-class rose grower. Also capable of growing carnations, chrysanthemums and general stock. Steady position and good salary to the right man who can furnish the proper references. Address

Key 391, care American Florist.

Section Men

Four experienced growers to take charge of section in roses and carnations. Good pay to the right men.

POEHLMANN BROS. CO.
MORTON GROVE, ILL.

FOR SALE.

2,200 lights of glass, 8x10; 1,400 lights, 9x10; 1000 lights, 10x14. We have also the frame-work for same. This is to be sold at once.

GILLETTE LUMBER & WRECKING CO.
7415 S. Ashland Ave., CHICAGO, ILL.
Phone: Stewart 465.

FOR SALE

1¼ inch wrought iron pipe,
6 cts. per foot.

Galvanized iron gutters,
50 cts. per foot.

Peter Reinberg
30 East Randolph St., Chicago

WANTED—5000 to 10,000

BOSTON FERNS

2¼-in. Send sample and price to

POEHLMANN BROS. CO.
MORTON GROVE, ILL.

NOTICE

—OF—

STOCKHOLDERS MEETING

CHICAGO, July 19, 1919.

Stockholders of the American Florist Company,

You are hereby notified that the annual meeting of the stockholders of the American Florist Company will be held in the Statler Hotel, Detroit, Mich., Wednesday, August 20, 1919, at 3 o'clock p. m., for the purpose of electing directors and officers for the ensuing term and for the transaction of such other business as may come before the meeting.

J. C. VAUGHAN, Pres.
M. BARKER, Sec'y.

FOR SALE.

Modern Greenhouse Establishment.

50,000 square feet of glass; 6½ acres of land; office and packing room with concrete basement; modern barn; potting shed; boiler house; 3-room dwelling, with bath and basement. Electric light and water throughout entire plant and buildings. Two 40 h. p. boilers, and steam heat. Two horses, plow, wagon and other implements.

6,500 young Columbia, set out June 1.

2,000 Columbia, 1,500 Ophelia, 1000 Sunburst, one year old; 2,000 White Killarney, 1000 Ward and Richmond, cut back and started for fall flowering.

1000 Rose Premier, set out May 15.

1000 White Killarney, set out May 15.

1600 Chrysanthemums.

5,000 Carnations, all in readiness for fall planting

Good stock of designs, boxes, manure and fertilizers; $500 00 worth of double strength glass; one-half carload of bench lumber; private railway switch; cheap coal and water.

Good shipping facilities to Cincinnati and St. Louis. Only greenhouse within radius of 50 miles. Good retail trade.

Wish to retire from business. Good terms. Write for prices and further information.

GEORGE SEUBOLD, Florist,
HUNTINGBURG, INDIANA.

OFFICIAL S. A. F.

Shipping Labels

Actual size of leaf 2¾x5¼ inches

FOR CUT FLOWERS: in two colors on gummed paper; your card, etc., in black and leaf adopted by the S. A. F. in red. Prices: Per 500, $3.35; per 1000, $5.00. Samples on request. Electro of leaf, postpaid, $2.00. Cash with order.

AMERICAN FLORIST CO.
440 S. Dearborn St., CHICAGO

Selected Boiler Tubes

Thoroughly cleaned inside and outside and trimmed.
All sizes. First-class condition.

Complete stock in New and Second-hand Pipe, Fittings, Valves, Boilers, Etc.

LEVINE & CO., 3738-46 South Halsted Street, Phone Boulevard 9354. **Chicago**

NURSERYMEN
FLORISTS AND SEEDSMEN

Headquarters for first-class help, furnished free of charge to employers. Tractor hands, teamsters, general men for farms, single and married, all nationalities.

Phone Main 5074

DIAMOND AGENCY

557 W. MADISON STREET, CHICAGO, ILL.

ROSES

ALL commercial varieties. Beautiful buds and faultless foliage, on stems of various lengths—all "Flowers of Superior Quality."

You will be interested in our display of the latest Floral Novelties and Supplies at the Trade Exhibition at Detroit.

Price List sent on request.

Poehlmann Brothers Company
66-74 East Randolph Street
Chicago, U. S. A.

The Largest Growers of Flowers in the World.

Paper White Narcissus

Are AFLOAT So Are

CHINESE "JOSS" LILIES

DUTCH BULBS And LILIUM "GIGS"

Future prices on these will interest you and everybody. We are doing our best to care for these important items. Our prices show only a fair and reasonable profit.

FREESIA

Fine Bulbs Now in Stock

PURITY (Improved)

	1000
⅜-½ inch	$ 5.00
½-⅝ inch	8.50
⅝-¾ inch	12.50

PURITY (Improved)

Vaughan's Special Strain.

	1000
⅜-½ inch	$ 6.00
½-⅝ inch	10.00
⅝-¾ inch	15.00

This may be a good season to TIE UP with a house that has a RECORD.
Midsummer Seed List Now Ready.

CHICAGO **VAUGHAN'S SEED STORE,** NEW YORK

FORDHOOK PINK AND WHITE (BURPEE'S)

Burpee's Sweet Peas

The Twenty-Two Best Winter Flowering Spencer Sweet Peas For Florists

The first Spencer Sweet Pea in existence was brought to America by W Atlee Burpee Since then the House of Burpee has introduced over two hundred distinct new varieties each an improvement on the past. And by constant hybridizing for the last ten years we have developed the new Fordhook Early Flowering strain of Spencer Sweet Peas. We can now offer you all the finest colors in the Early or Winter Flowering type of Spencers—everything offered is grown on our own Floradale Farm in California.

The House of Burpee is recognized as the **American Headquarters** for Sweet Peas.

3361 FORDHOOK PINK AND WHITE (BURPEE'S). This is similar to the old Blanche Ferry, having a bright, rosy-pink standard with white wings, lightly suffused rose. Pkt. 7c: oz. 60c; ¼ lb. **$1.80**; lb. **$6.00**.

3398 YARRAWA. The flowers average two and one-half inches in diameter, many are duplex or double. The color is a bright rose-pink with a clear, creamy base. Our stock of this popular Australian variety is absolutely true. Grown by us from seed procured direct from the introducer. Pkt. 7c; oz. 75c; ¼ lb. **$2.25**; lb. **$7.50**.

3375 EARLY LAVENDER KING (BURPEE'S). A first-class lavender has been much wanted in this type, therefore, we have great pleasure in offering the new Lavender King. This glorious new variety is a rich, true, deep lavender throughout. Similar in color to the summer-flowering varieties, Burpee's Orchid and R. F. Felton. The flowers are of large size, beautifully true waved form, and borne in threes and fours on stems of great length. Pkt. 7c; oz. 85c; ¼ lb. **$2.50**; lb. **$8.50**.

3399 EARLY ZEPHYR (BURPEE'S). This is a delightful shade of pale blue or lavender. It might be briefly described as a silvery-blue self. An extremely dainty and charming variety. Pkt. 7c; oz. **$1.00**; ¼ lb. **$3.00**; lb. **$10.00**.

3346 EARLY DAINTINESS (BURPEE'S). This has always been a favorite since it was first exhibited in 1915, when it was certificated. We have only now been able to work up a sufficient stock to offer to our friends. A strong grower, with flowers of largest size and usually produced in fours. Color pure white edged rose. Similar to Summer-flowering Dainty. Pkt. 7c; oz. 80c; ¼ lb. **$2.40**; lb. **$8.00**.

3348 EARLY DAYBREAK (BURPEE'S). The flowers are much frilled or waved, of largest size. The color is a pleasing shade of rich rose-pink on cream ground, becoming deeper toward the edge of standard and wings. The entire flower is lightly suffused with salmon. Pkt., 7c; oz., **$1.00**; ¼ lb., **$3.00**; lb., **$10.00**.

3351 EARLY ENCHANTRESS (BURPEE'S). It is a bright rose-pink, becoming deeper toward the edges of standard and wings, gradually softening in tone toward the center of the flower. Pkt. 7c; oz. **$1.00**; ¼ lb. **$3.00**; lb. **$10.00**.

3383 EARLY PINK BEAUTY (BURPEE'S). The color is soft rose-pink on white ground, richer toward the edges, gradually softening in color as it reaches the center of standard and wings. Pkt. 7c; oz. **$1.00**; ¼ lb. **$3.00**; lb. **$10.00**.

3344 EARLY CHERRY RIPE (BURPEE'S). A particularly bright and taking color and quite new in this section. It might be described as a glowing cherry or salmon-cerise self. Awarded Certificate of Merit at the International Spring Show, New York, March 20, 1918. Pkt. 10c; oz. **$2.50**; ¼ lb. **$7.50**; lb. **$25.00**.

3380 EARLY MAUVE BEAUTY (BURPEE'S). Color a pleasing shade of rosy mauve. The flowers are of immense size, often measuring two and one-half inches in diameter, yet exquisitely waved and of best Spencer form. A strong, vigorous grower and very free flowering. Charming under artificial light. Pkt. 7c; oz. 85c; ¼ lb. **$2.50**; lb. **$8.50**.

3381 EARLY ORANGE BEAUTY (BURPEE'S). Similar in color to Helen Lewis, therefore a glowing orange-scarlet with softer colored wings. Extremely free and early blooming, valuable alike for culture under glass or in the open as it withstands the sun and weather well. Pkt. 14c; oz. **$3.00**; ¼ lb. **$9.00**; lb. **$30.00**.

3362 FORDHOOK ROSE IMPROVED (BURPEE'S). Quite distinct from our original Fordhook Rose. The flowers are of immense size, usually borne in threes and fours on very long stiff stems. In color similar to the well-known George Herbert. A pleasing shade of rosy carmine. Pkt. 7c; oz. **$1.00**; ¼ lb. **$3.00**; lb. **$10.00**.

3393 EARLY SPLENDOR (BURPEE'S). A magnificent new deep rose self. The rich rose-crimson color is accentuated by the distinct white blotch at the base of standard and wings. The flowers are of great size, usually borne in fours on very long stems. Similar in color to the Summer-flowering Rosabelle. Pkt. 7c; oz. **$1.00**; ¼ lb. **$3.00**; lb. **$10.00**.

3374 EARLY KING (BURPEE'S). The finest early-flowering crimson. The flowers are of great size, perfect form, averaging fully two inches in diameter. Pkt. 7c; oz. 85c; ¼ lb. **$2.50**; lb. **$8.50**.

3388. EARLY ROSY MORN (BURPEE'S). Flowers grown under ordinary field culture have measured fully two inches in diameter. The flowers are usually borne in threes or fours on stiff, long stems. Color, a pleasing shade of rose with crimson-scarlet standard. Pkt. 7c; oz. 80c; ¼ lb. **$2.40**; lb. **$8.00**.

3390 EARLY SANKEY (BURPEE'S). This truly magnificent white was awarded a special Silver Medal when exhibited at the great International Show in New York, March 20, 1915, also Certificate of Merit at the Spring Show of the Pennsylvania Horticultural Society, Philadelphia, March 23, 1915. Black seeded. Pkt. 7c; oz. 80c; ¼ lb. **$2.40**; lb. **$8.00**.

3302 IMPROVED EARLY SNOWSTORM (BURPEE'S). The result of a cross between King White and Yarrawa, it embodies the best qualities of those two varieties and easily eclipses all early-flowering white Sweet Peas to date. The flowers are of Yarrawa size, but finer form, as the standard does not reflex but is magnificently bold, though charmingly waved. A vigorous grower, the immense flowers are invariably borne in fours on very long stems. Awarded Certificate of Merit at the International Show, New York, March 20, 1918. Our improved Snowstorm is so immeasurably superior to our original Snowstorm that we have now discarded the latter. Improved Snowstorm is the last word in Early-Flowering White Sweet Peas. Pkt., **10c**; oz., **$1.50**; ¼ lb., **$4.50**; lb., **$15.00**.

3352 EARLY EXQUISITE (BURPEE'S). The ground color is a soft shade of primrose, the edge of the standard and wings being beautifully "picoteed" with deep rose-pink. Pkt. 7c; oz. 85c; ¼ lb. **$2.50**; lb. **$8.50**.

3376 EARLY LOVELINESS (BURPEE'S). The color is white, the entire flower being suffused soft pink and the edges distinctly picoteed with rose-pink. Pkt. 7c; oz. 85c; ¼ lb. **$2.50**; lb. **$8.50**.

3357 EARLY FANTASY (BURPEE'S). Striped and marbled with rich rose-pink on a creamy white ground. Exceedingly bright and makes a telling bunch when cut. Extremely free and a continuous bloomer, the flowers usually borne in threes and fours on long stems. Pkt., 7c; oz. 80c; ¼ lb. **$2.40**; lb. **$8.00**.

3342 EARLY CANARY BIRD (BURPEE'S). This is a splendid, rich, deep cream or primrose colored self. The flowers are of great size, beautifully waved, and usually borne three or four on a stem. Pkt., 7c; oz., **$1.00**; ¼ lb., **$3.00**; lb., **$10.00**.

3338 EARLY BLUE-BIRD (BURPEE'S). This is a charming shade of blue. Somewhat deeper than Wedgewood, but more of a true self, especially as the flower ages. In our opinion, the best blue for indoor culture. Pkt., 7c; oz., **$1.00**; ¼ lb., **$3.00**; lb., **$10.00**.

The prices quoted are net for packets as well as larger quantities, f. o. b. Philadelphia, for delivery July to December. The above varieties—each the best in its class—provide a complete range of colors. We have many other desirable varieties of Early Flowering Spencers on which we shall be pleased to quote prices upon request.

W. Atlee Burpee Co.,

Seed Growers Philadelphia.

Best Summer Roses

Russell and Columbia are in Heavy Crop with us.

BUY DIRECT FROM THE GROWER.

Ophelia, White Killarney, Sunburst, Hoosier Beauties

New Ferns

From Massachusetts. Best in the Market, $2.00 per 1000.

RUSSELL and COLUMBIA

50c to $2.00 per dozen, according to length of stems.

ROSES—OUR SELECTION.

In lots of 200 or more.....$3.00 to $4.00 per 100

Ophelia, White Killarney and Sunburst

Long		$8.00 per 100
Medium	$5.00 to	6.00 per 100
Short		4.00 per 100

Other Flowers at market prices.

Asparagus, according to length of stem.....per 100, $2.50 to $3.00.

Bronze Galax, according to quality.....per 1000, 2.00.

In buying direct from the grower you are assured of fresh stock at all times and the most even run of quality possible.

NOTICE—We close at 5 o'clock week days and all day Sunday. Week Days 8 A. M. until 5 P. M.

BASSETT & WASHBURN

LONG DISTANCE PHONE: CENTRAL 1457.

Greenhouses: Hinsdale, Ill., and Greggs Station, Ill.

OFFICE AND STORE

178 N. Wabash Ave., CHICAGO, ILL.

Mention the American Florist when writing

Chicago.

DEMAND FOR FUNERAL FLOWERS.

There was a good demand for funeral flowers this week, especially for the victims of the balloon explosion, who were killed Monday, July 21. The dirigible, the speediest ever made of the army blimp type, was sailing over the city and attracted the attention of everyone, especially in the wholesale market, when it suddenly caught afire and dropped through the skylight of the Illinois Trust and Savings Bank, killing nine more men and women, and injuring twenty-six; total dead, 13. The daily papers were filled with news of the accident, which probably caused many to send flowers to the homes of the unfortunate, who probably would have not thought of doing so otherwise. Business for the week just past, was, as a whole, somewhat quiet, with the sales running about the same as last year. Stock is none too plentiful, but there is nearly always more than enough to go around. American Beauty roses are in strong demand at good summer prices and clean up quickly at all times. Columbia and Mrs. Chas. Russell find ready buyers, and so do all the other roses that are arriving. Reds have been exceedingly scarce the past week. Carnations are about done, and so are peonies. Gladioli are more plentiful, and command high prices, notwithstanding the fact that most of the stock is showing the effects of the dry weather. Asters are seen in larger quantities, but clean up quickly in the better grades each day. Pond lilies are featured regularly in the window displays of several of the leading stores. Gypsophila is quite a factor in the market at present and always finds ready customers. Lily of the valley and orchids are on the short side. Daisies, calendulas, cornflowers, candytuft, snapdragons, lilies and other miscellaneous stock is to be had. The Detroit convention is one of the chief topics of conversation in the market at this time, and from present indications, this vicinity will be very largely represented in the attendance as well as the trade exhibtion.

W. J. O'Carroll.

Superintendent Lincoln Park Greenhouses, Who Assumes Duties August 1.

NOTES.

John Poehlmann is spending his first summer in the wholesale market and is handling the situation as efficiently as his father did before him and everyone remembers well the great success he made as head of the cut flower department of Poehlmann Bros. Co. He realizes that all work and no play makes Jack a dull boy, so he is planning on leaving in a couple of weeks with a party of friends on a fishing trip to northern Wisconsin. Otto W. Freese is the picture of health since he returned on the job here after enjoying a well-earned rest.

Fred Ottenbacher, of the Zech & Mann force, is enjoying a two weeks' vacation. He will visit all his friends in this vicinity besides making an extended trip to Niles Centre. Joe Erringer and Michael Freres returned from a pleasant two weeks' outing and are back on the job here.

George Wienhoeber and A. C. Kohlbrand will leave in a couple of weeks on a fishing trip in the Soo regions. L. R. Bohannon told them how fine the brook trout were biting, so they decided to go up and enjoy the sport.

Frank Gorly, of Grimm & Gorly, St. Louis, Mo., passed through here this week enroute to Detroit, Mich., where his family is spending the summer in a cottage nearby.

Fred Longren and William Duntemann are back with their families from a pleasant visit to the Wisconsin Dells.

I. Rosnosky, of the W. W. Barnard Co., is back from an out-of-town business trip.

Dave Ahrens, with Kennicott Bros. Co., is spending his vacation at Momence.

PETER REINBERG

Wholesale Florist

30 East Randolph St., LONG DISTANCE PHONES CENTRAL 601 and 2846 **CHICAGO**

Russell and Ophelia

As good as you can obtain for use during the hot weather months.

Remember, when ordering, that we have the best stock obtainable in the Chicago market at the prices quoted.

Buy Direct From the Grower. **CURRENT PRICE LIST** **Subject to Change Without Notice.**

	Per 100
MRS. CHAS. RUSSELL	
Select	$15.00
Medium	$10.00 to 12.00
Shorts	5.00 to 6.00
RICHMOND	
Select	$10.00
Medium	6.00
Shorts	$ 3.00 to 4.00
Killarney, White Killarney, Killarney Brilliant, Sunburst, My Maryland, Ophelia, Champ Weiland	
Select	$10.00
Medium	6.00
Short	$ 3.00 to 4.00

	Per 100
MILADY	
Select	$10.00
Medium	6.00
Shorts	4.00
ROSES, OUR SELECTION	4.00
Valley	8.00
Adiantum	1.50 to 2.00
Asparagus, per bunch	50c to 75c
Ferns, per 1,000	$4.00
Boxwood	per bunch, 35c
Galax, bronze and green	per 1,000, $2.00
Leucothoe Sprays	1.25

J. A. Vaughan and wife of Collingston, La., are the guests of A. L. Vaughan and family this week. They will leave in a few days for Rochester, Minn., after which they will spend several weeks in Colorado. The genial wholesaler is an uncle of the young Mr. Vaughan and it is needless to add that they are enjoying themselves immensely.

Wietor Bros. have had an extra heavy demand for chrysanthemums and pompons this season and the early demand for field grown carnation plants indicates a great shortage throughout the country.

Mrs. Theodore Callos, Mrs. Andrew Chronis and Mrs. Lawton left this week to visit their folks at Shawano, Wis. They are all sisters of Chris Pederson, the East Randolph street florist.

J. E. Pollworth, of Kennicott Bros. Co., is the proud owner of a six-room bungalow in Portage Park. Mrs. Pollworth is recovering from a severe attack of pneumonia.

Albert Graham, manager of the traffic department at Percy Jones, Inc., is enjoying his vacation. Walter Niessen is back on the job after being away for two weeks.

Vaughan's Seed Store reports field grown gladioli at the Homewood farm began flowering July 15. So far, the growth is short on account of drought.

The Sprague-Smith Co., glass dealers, has been changed to the Simpson-Clark Glass Co., the capital stock being increased from $25,000 to $75,000.

John Walsh, with the Chicago Flower Growers' Association, is again on duty after enjoying a well-earned vacation with his family in the country.

Teddy Vogel, with W. J. Smyth, is enjoying a three weeks' vacation. Mr. Smyth and family are spending the summer at Antioch.

Walter Walters of the Central Floral Co. is back from his vacation, part of which was spent at his old home in Milwaukee, Wis.

Peter Baumann, of the Peter Reinberg store force, is enjoying a two weeks' vacation.

John Kruchten and family will leave soon for Michigan, where they will spend their vacation. The trip will be made by auto.

Mrs. Katherine Fortmann, mother of Frank, Herman and Henry Fortmann, of Rogers Park, died July 20, age 93 years.

Michael Freres of the Zech & Mann force has taken a position as manager of the Ohio Floral Co.

There are several good openings with commission houses in the local market for capable men.

George Jung is conducting the business operated by C. Pfund & Co. at Oak Park.

M. C. Gunterberg is planning on attending the Detroit convention.

O & L A A

Tonner Wholesale Florists

Dealers in Supplies Chicago Ill.

30 East Randolph Street.

Mention the American Florist when writing

Percy Jones

INC.

Wholesale Florists

30 E. Randolph St., CHICAGO ILL.

Mention the American Florist when writing

BASKETS

Write for Catalog Now.

RAEDLEIN BASKET CO.

713 Milwaukee Ave., CHICAGO, ILL.

Mention the American Florist when writing

Our customers always receive the best stock it is possible to produce for use during the summer months.

JOSEPH FOERSTER CO.

WHOLESALE FLORISTS

160 N. Wabash Avenue, CHICAGO, ILL.

WIETOR BROS.

WHOLESALE FLORISTS

30 East Randolph St., L. D. Phone Randolph 2081 CHICAGO

Fred Klingel, well-known to the local trade through his former connection in the wholesale market, died at his home in Des Plaines, July 22, at the age of 38 years. He was at various times in the employ of Peter Reinberg, George Reinberg, John Kruchten, and about nine years ago started in the wholesale business with Charles Erne, under the firm name of Erne & Klingel. He sold out his interest to Mr. Erne about four years later, when he retired from the florist business. He is survived by a wife and four children who have the sympathy of the trade in the loss of a loving husband and father. The funeral was held from the home in Des Plaines, Thursday afternoon, July 24.

The A. Dietsch Company is having a busy season with a strong demand for all greenhouse materials. Fred Dietsch is planning to attend the Detroit convention, and will probably make the trip by auto.

Miss Edna Frauenfelder is camping in the Rocky Mountains in Colorado, where she is having a most delightful time.

Fred Lautenschlager, with Kroeschell Bros. Co., was confined to his home several days this week with a severe cold.

Rudolph Kurowski, of the John C. Moninger Co., is back from a pleasant vacation in Wisconsin.

W. N. Rudd and wife are planning a Colorado trip early next month.

Visitors: F. J. Hoffmeister and wife, Hicksville, O.; Miss Emma Heinl and H. J. C. Leitz, of the New Haven Floral Co., New Haven, Ind.; Nellie M. Boysen, Pensacola, Fla.; Julius H. Zschorna, Brooklyn, N. Y.

CINCINNATI, O.—Alfred Forder, the well known florist of 3325 Menlo avenue, and wife, plan to leave this week for a trip to Yellowstone park.

SYRACUSE, N. Y.—Cannelas Bros. have leased the store at 304 South Warren street for a period of five years, and will open a flower store

CUT TUBEROSES

FOR IMMEDIATE SHIPMENT

Write, wire or phone.

IMPERIAL GARDENS, Sugar Land, Texas

Mention the American Florist when writing

Milwaukee, Wis.

FUNERAL DEMAND INCREASES.

The only change in market conditons for the past week was a greater amount of funeral work, and probably less stock of really good quality to execute these orders. Roses, which are not quite so plentiful just now, and gladioli, are the favorites. Carnations are getting poor and scarce, and the few passable ones are moving quickly at fair prices. Plenty of green goods arrive daily. The best news to report is that this vicinity was treated to a heavy wind and rain storm on the afternoon of July 14, thus saving many crops that have been suffering for the past four weeks, but as might be expected, it did not cool off much. It has been very warm all this week.

NOTES.

C. B. Whitnall, only honorary member of the florists' club, gave a very interesting and most instructive talk on the relation of plant life, especially trees, to the human being, at the Grand Avenue M. E. church, July 13, at 8 p. m. It's a pity that only those present gained the information which ought to be taught on a larger scale.

Patrick Cudahy, proprietor of the Cudahy Floral Co., whose term as a member of the county park board expired July 1, has been re-appointed by the county board of supervisors.

Frank Sylvester reported July 20 that outdoor stock at his father's place, at Oconomowoc, Wis., was suffering severely for the lack of rain.

Miss Rose Semler, of the Edlefsen-Leidiger Co., who took a four weeks' vacation, will not return until about August 1.

The daily press announced the coming convention of the International Apple Shippers' Association, August 12-15.

The famous flower terrace at Gimbel Bros. will be altered, due to changes being made in that part of the store.

Gust. Rusch, of Gust. Rusch & Co., is spending most of the time these days with his family at Cedar Lake.

J. F. Fox is taking his vacation in the form of an auto trip through the northern part of the Badger state.

E. O.

A. L. VAUGHAN & Co.
NOT INC.
PHONES:
CENTRAL 2571 - AUTOMATIC 48-734 - CENTRAL 2572
161 North Wabash Ave, Chicago

Good Shipping Flowers

Great care is taken so that all our shipping orders are filled properly and the stock will reach our customers in the best possible condition. Only strictly fresh flowers that will carry are selected for this purpose and is a big item to the buyer.

Beauties - Roses - Gladioli - Lilies - Orchids
Daisies-Callas-Carnations-Candytuft-Etc.

We also have a Complete Line of Greens

St. Louis.

VERY MEAGER SUMMER BUSINESS.

Business is very slow, with a few good sized funerals now and then. Weddings have also slowed up considerably. The birthday and sick room bouquet is about the only thing that creates any call. The choice of stock is not varied, gladioli being the bulk of the supply. Shasta daisies are not as plentiful as they were a week ago. Other outdoor stock is very limited. Carnations are through. Asters are just beginning to come in, and the quality is poor. Roses, while not plentiful, are equal to the demand with quality fair. Greens of all kinds are plentiful and low in price.

NOTES.

The florists' club picnic was held at Romona park, July 17. The attendance was gratifying, about 250 florists and their families being present. The day was ideal, just warm enough to make it enjoyable, and not a cloud in sight. There were novelty games for the ladies, for the youngsters and the misses, with lots of prizes. A tug-of-war between teams representing the growers and retailers, captained by W. J. Pilcher and Andy Hoffman, respectively, was won by the growers. The event of the day was the ball game between teams representing the wholesalers and the retailers, captained by Al. Gumz and Andy Hoffman. The final score was 14 to 11 in favor of the retailers. The feature of the playing was the pitching of Albers for the retailers, and the hitting of Geo. Keener for the wholesalers. The evening was devoted to dancing and it was voted to have been the best picnic the club ever had.

Art Beyer, with F. C. Weber, will be back from his vacation in a few days and F. C. Weber, Jr., will leave. The Webers have a summer home in Michigan, near Detroit, and F. C. Weber, Sr., and wife are there for the summer. F. C. Weber, Jr., will attend the S. A. F. convention at Detroit.

The transportation committee of the florists' club for the Detroit convention, is busy completing plans for the "presidential special" and expects to have a good-sized delegation.

J. J. W.

Columbus, O.

FUNERAL WORK MAIN ACTIVITY.

Trade is spotty, with many dull days mixed in with good ones. The main dependence is funeral work. In matter of variety, stocks are very limited, reducing displays to an unattractive state that does not create business. Gladioli and roses are the exceptions, and comprise all but a small per cent of the flowers now being sold. Both are in volume sufficient to take care of business in the way of designs. Carnations are so poor in quality as to come in for little consideration. Sweet peas are a strong favorite, but cuttings are meagre. There is little life or glamour about any of the shops.

NOTES.

The Munk Floral Company will put in a conservatory and office building at their range on the north side, with special reference to a growing trade in Upper Arlington, a fashionable suburb consisting of 1,000 acres of territory, which is coming into prominence.

The Franklin Park Floral Company, which dismantled several of its old greenhouses because of bad condition, are replacing them with new and modern buildings.

Ralph Munk is on a camping vacation with friends in central Ohio.

C. C. J.

LEE, MASS.—Louis E. Smith will build one large house at the Summerside Gardens.

YOUR
FOUNDED BY FLINT KENNICOTT 1st
PROTECTION

"New Service"

COMMERCIAL GROWERS hear much about the "NEW SERVICE," but have you seen it?

Make your inquiries at KENNICOTT BROS. CO., and get the facts.

KENNICOTT BROS. CO.
"Chicago's Oldest Exclusive Commission House"

"It Awaits Your Approval."

YOU CAN ALWAYS RELY UPON US FOR YOUR SUPPLY OF

CUT FLOWERS

Remember when ordering that our line is so complete that it includes every item offered in the Great Chicago Market.

ZECH & MANN

30 E. Randolph St.

CHICAGO

Long Distance Phones { Central 3283 / Central 3284

Our Offerings Include:

ROSES.

COLUMBIA

RUSSELL

White Killarney

Pink Killarney

Milady Sunburst

Killarney Brilliant

Ward Ophelia

MINIATURE ROSES

Cecile Brunner

CARNATIONS

MISCELLANEOUS

ASTERS

Valley Cattleyas

Calendulas

GLADIOLI

GREENS.

Plumosus Sprengeri

Galax, bronze. Galax, green

Ferns

Adiantum Smilax

Mexican Ivy

Boxwood Leucothoe

Pittsburgh.

BUSINESS SETTLES TO SUMMER DULLNESS

The market has settled down to its usual summer lassitude with now and then a good day. Vacations are now the one big subject of interest to all and many are leaving daily for the eastern resorts or the mountains.

NOTES.

An effort will be made to get the retail florists' club together again this fall. It was not successfully conducted last year, but to those who watched results, the conviction is strong that much good was accomplished. With the absence of the influenza which created such an unusual demand last year, it behooves the trade to get together and formulate plans so there will be no danger of getting out of the habit of keeping busy. What are the florists going to do to get their share of the money that formerly went into the till of the saloonkeeper? The answer is to get together and follow the example of the trade in Cleveland, Detroit, Milwaukee and other cities and make some real money.

We doubt if many local florists realize to what a large extent the Zieger Co. has developed its bird business. They have two aviaries now, each about six feet square and are building a new one. These cages are filled with probably every known house bird gathered from all over the world. Visitors from out of town are astonished at the great variety handled, and local florists would be more so, to discover an institution of this kind right in their midst.

The Ludwig Floral Co. on Federal street certainly has the appearance of a flower store when flowers are plentiful, as they make lavish displays of them on the sidewalk in front of the store. Not all firms approve of this idea, but it surely notifies the public in a striking way that it is a flower store, and the writer believes it creates many sales among a class of people who like to take home a few flowers for the table.

The McCallum Co. held its annual outing at Riverview Park, July 12 the trip being made by auto from the Seventh street store, the factory and the greenhouses. An ideal day added to the enjoyment, the main feature of the programme being a ball game between the store and greenhouse forces. The store won by a score of 18 to 5.

A. W. Smith Flower Stores Co. offered prizes to the art students in the local schools for the best street car ads. Their exhibition of the prize winners, and those of honorable mention, was viewed by thousands, and it surely is surprising the number of clever and new ideas these art students put out.

The Pittsburgh Cut Flower Co. expects to make a big bid for the supply business this year, and it is reported they are planning to add several stories to their present building and put several more men on the road.

Charley Olmer is back from France where he served in the motor transport. He resumed his old position at Mrs. E. A. Williams, and it is no secret to say they were very glad to get him back on the job.

John Kuntz recently returned from France, and took over the Grand Flower Shop. He has been making very attractive displays there ever since.

E. J. M.

Fort Wayne, Ind.

JULY BUSINESS SATISFACTORY.

The florists' business during the third week of July was more satisfactory than it has been since the passing of the June weddings. This was due to the fact that there was a very large amount of funeral work in demand throughout the week, and, in fact the call was so large that it was impossible to procure enough stock with which to fill all orders. Roses, especially, were in short supply, particularly in the better grades. A good showing of the new rose, Premier, is appearing on the market daily, and it is believed that they will become quite popular. Gladioli may be said to dominate the demand at present. A few dahlias are appearing on the market, the first of the season. There is a plentiful supply of ferns of all seasonable varieties.

NOTES.

The Flick Floral Co. is putting some good specimens of the new rose, Premier, on the market. They have a large stock of this variety, and are also specializing in Hoosier Beauty, Columbia and Russell for the coming season. Some handsome Hydrangea arborescens were noted in their downtown store, and funeral work has had a big run here.

Plans for a larger stock of roses than ever before, are being carried out at the greenhouses of the Freese-Knecht Co. Premier, Hoosier Beauty, Columbia, Mrs. Chas. Russell, Shawyer, and in fact all of the leading commercial varieties, will be cultivated here. They report an excellent summer demand for roses, the best in years.

Miss Bon Silene Doswell, of the Doswell Floral Co.'s store, is spending a week's vacation in St. Louis, Mo., where she is the guest of her sister, Mrs. H. J. Wickman, formerly Miss Rhoda Doswell. This firm had a very good call for funeral flowers, and is receiving fine cuts from the young stock, of Columbia roses, daily.

Funeral work in considerable quantity has kept the force at the A. J. Lantenier store quite busy. A number of the force are taking their vacations. Some good midsummer flowers are arriving daily from their greenhouses on Anthony boulevard.

A fine lot of summer ferns are being displayed at Ed. Wenninghoff's store, and some fine specimens of gladioli, particularly the Halley variety, were noted here. Summer trade is holding up well.

H. K.

WE OFFER

THE BEST QUALITY **ROSES** LEADING VARIETIES

Use our **Double White Killarney**—they are always white, not affected by the hot weather. **Once used, always used.**

FERNS We have plenty of good hardy Ferns to offer. Fancy, $2.50 per 1000; medium, $1.50 to $2.00 per 1000.

Leucothoe.....60c per 100; $5.00 per 1000

Galax.....25c per 100; 2.00 per 1000

Choice Stock of Gladioli, Feverfew, Candytuft, Daisies, Calendulas, Valley, Scabiosa, Harrisii, Gypsophila, Snapdragons and all other Seasonable Stock.

DON'T FORGET US ON GREENS, AS WE HAVE

Asparagus, Sprengeri, Ferns, Adiantum, Green and Bronze Leucothoe and Galax

If you want good stock and good treatment, buy of Chicago's most up-to-date and best-located Wholesale Cut Flower House.

J. A. Budlong Co.

Quality Speaks Louder Than Prices.

Wholesale Cut Flowers and Greens

184-186 North Wabash Ave., Corner Lake St., CHICAGO

Roses, Valley and Carnations

Our Specialty

Prices As Low As Others.

SHIPPING ORDERS GIVEN CAREFUL ATTENTION.

WE ARE CLOSED ALL DAY SUNDAY.

We are in daily touch with market conditions, and when a decline takes place you can rely upon orders sent us receiving such benefits.

Baltimore.

JULY CLUB MEETING FEATURE EVENT.

The most interesting event in trade circles in this city for some time past was the July meeting of the florists' club, preceded by a dinner at the Hotel Rennert, the guests of honor being Secretary John Young, of the Society of American Florists; Major P. F. O'Keefe, of the O'Keefe Advertising Agency, Boston, Mass., in charge of the national publicity campaign; Robert Kift, secretary of the Florists' Club of Philadelphia; Z. D. Blackistone, president of the Florists' Club of Washington, D. C.; A. Snell, William Grillbortzer, George C. Shaffer and E. P. Rodman, also of the national capital. The congeniality of those present, and the hearty applause received by Mr. Kift, when he suggested an interchange of visits between clubs of various cities, indicated a fine spirit of co-operation that bids fair to aid in extending the hope that the trade will broaden as a whole, and make rapid strides in keeping with other industries. Every detail of the entertainment and the arrangement of the dinner was in the capable hands of William F. Ekas, and his admirable management of the occasion was fully appreciated by the 35 or more members and guests present.

At the club meeting which followed, Major O'Keefe spoke at length on the subject which interests him most, and the one his hearers were most anxious to listen to, "Advertising." The Society of American Florists is to be complimented upon having the services of so valuable a man to forward its slogan, "Say it with Flowers." The most interesting fact brought out in his talk was that "Say it with Flowers" was never intended at the start to enhance the sale of any certain flower or better the business of any one florist store or growing establishment; but rather to increase the belief in the minds of the public that they need flowers for every occasion. It was shown that this is an extremely difficult propositon, considering the florist industry has never been advertised extensively. After this demand had been created to his satisfaction, Major O'Keefe let loose an idea, which seems the biggest thing that could be carried on, that of advertising a certain flower for a certain time; if possible, to have a flower for every month in the year, and concentrate all effort to the growing, the handling, the arrangement and the sale of this certain flower. Secretary John Young then spoke, and stated that Major O'Keefe had covered the field of advertising completely, and mentioned that now was the time to secure a life membership in the S. A. F. before the fee was raised. It was found to be the consensus of opinion that the club ought to invite the S. A. F. to Baltimore in 1921, after which the meeting adjourned. Refreshments were served.

NOTE.

Whether the success of the trade in this city, or the matter of ample time to attend to such matters at present is responsible, the writer does not know, but Dan Cupid has been working overtime of late, for Robert W. Johnson, who has just returned from one year's service overseas has taken unto himself a wife, and Albert G. Fiedler is to be another matrimonial candidate in the near future. G., JR.

A. T. PYFER & CO.

WHOLESALE FLORISTS

164 North Wabash Avenue, CHICAGO

Mention the American Florist when writing

ERNE & COMPANY
—WHOLESALE FLORISTS—
30 E. Randolph Street, L. D. Phone, Randolph 6578. CHICAGO, ILL.

E. F. Winterson Co.
166 North Wabash Avenue, L. D. Phone Central 6004. CHICAGO
We carry the year round the best Wild Smilax, Fancy Ferns, Galax and Huckleberry. Try us on your regular orders.

Kansas City.

GLADIOLI RULE THE MARKET.

Gladioli are now the principal market offering; in fact, they are about the only flower to be seen, with quality not as good as was the case earlier in the season, owing to hot weather. Roses are fairly good, but far from being A No. 1, and are none too plentiful. Russell is about the best, as Ophelia is short stemmed and very single. Gypsophilas and larkspurs are plentiful and the quality is satisfactory. They are welcome as they work in well with other flowers. The demand is fairly good, but is confined principally to funeral orders and hospital work.

NOTES.

Samuel Murray, state vice-president of the Society of American Florists for Missouri, west, is making a vigorous campaign for subscriptions to the S. A. F. publicity fund, and should have the hearty support of everyone in his territory.

Miller E. Carter, of the William L. Rock Flower Co., is spending his vacation in camp with the Seventh Regiment. He is mess sergeant of Co. M, and in civilian life, is secretary and director of the above firm.

W. J. Barnes is making a complete cleanup at his range and everything is being put in first class condition for the fall trade. His pot ferns are showing fine form at present.

H. Kusik & Co. report good business, with stock quite plentiful. Home grown Russell and Ophelia roses and gypsophila from Colorado are included in the offerings here.

T. J. Noll & Co. report good business for the season, but stock is scarce. Some fine gypsophilas and gladioli were seen at this establishment during the past week.

James Ragan is out to beat the "high cost of heating" this year. He has a gas well that is a heavy producer, and is now drilling for oil.

Arthur Newell is very proud of his new establishment, into which he will move about July 24. He reports good summer business.

E. J. B.

Rochester, N. Y.

SUPPLY AND DEMAND WEAK.

Business has been at a standstill during the past week due to hot weather and lack of funeral work. Everything in the wholesale market, however, cleans up daily as the supply is very limited. Roses are much improved in quality, but the receipts are below requirements. Gladioli, in the several varieties have begun to arrive but in small numbers. Carnations are also a short item. A few Harrisii and Japanese lilies are seen. The summer crop of sweet peas are among the offerings and they are showing good form and bring excellent returns. Outdoor garden flowers are proving very popular.

NOTES.

A large European linden tree in front of the greenhouses of Charles Schlegel & Sons, in full bloom, is attracting much attention. The tree, one of several brought to this country from Odessa, was planted by Mr. Schlegel's father about 50 years ago. While the others have all been cut down, this particular tree has been saved through the efforts of John Dunbar, city horticulturist.

The outing of the Rochester Floral Co. was held July 16 at the home of Miss Bashford. The programme which was much enjoyed included a sausage roast, a supper and games and other amusements in various forms.

A shipment of ornamental arbor vitae has been received at George B. Hart's. His commission house is closing at 5 p. m. during July and August.

Milton Selinka, accompanied by his bride, made a business trip to this city last week. The congratulations of the trade here is extended.

Charles W. Curtis, of Irondequoit, expects to cut about 50,000 gladioli in several varieties during the next few weeks.

Hart & Vick are making a specialty of freesia bulbs of the Purity type which are finding a ready sale. Cecil Lester has returned from a business trip to a number of cities in the state.

CHESTER.

Will Prices Go Up?

Every business man familiar with present conditions will agree that prices cannot come down and most likely will go up. That is also our positive opinion.

PROTECT YOURSELF

by placing your order with us now for your Fall and Christmas supplies from our immense stocks. Our two warehouses are crammed full of Chiffons, Ribbons, Novelties, Baskets, etc., which were manufactured and bought at the lowest market prices. Wait for the "McCallum man" that travels your territory and be ahead in both money and satifaction.

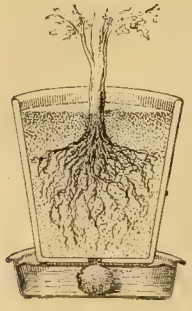
McCALLUM'S FLORISTS' SUPPLIES

and a full line of Baskets, Holiday Goods and Novelties will be on display at the S. A. F. Convention in Detroit, August 18 to 21. May we have the pleasure of meeting you there and having you make your headquarters with us? Let us serve you to our mutual benefit.

THE McCALLUM CO., PITTSBURGH, PA.
"THE HOUSE THAT SERVICE BUILT."

Mention the American Florist when writing

Sell More Potted Plants



You can easily double your plant trade by showing your customers how easy it is to grow potted plants with a

Little Wonder Plant Irrigator

They keep your plants watered just right. Wholesale price, $20.00 per 100.

If your supply house does not carry them send us their name with your order.

Sample by mail, 35c

The Wonder Plant Irrigator Co.
2544 N. Clark St., CHICAGO

Mention the American Florist when writing

John Kruchten Co.

30 East Randolph Street, WHOLESALE FLORISTS L. D. Phone Central 8016-8017. CHICAGO, ILL.

Mention the American Florist when writing

E. C. AMLING CO.

The Largest, Best Equipped, Most Centrally Located

WHOLESALE

CUT FLOWER HOUSE

IN CHICAGO

169-75 N. Wabash Ave., CHICAGO

L. D. Phones

CENTRAL 1977 and 1978

Mention the American Florist when writing

MILLER & MUSSER

Wholesale Florists

179-181-183 North Wabash Avenue, CHICAGO

Mention the American Florist when writing

A. L. Randall Co.,

Wabash Ave. and Lake St., CHICAGO, ILL.

Wholesale Cut Flowers, Florists' Supplies.

Mention the American Florist when writing

WEILAND-RISCH CO.

FLOWER GROWERS

TELEPHONE CENTRAL 879 154 N. WABASH AVE. CHICAGO ILLINOIS

Mention the American Florist when writing

George Reinberg

WHOLESALE FLORIST

Extra fancy Ophelia, Sunburst, Richmond, Killarney, White Killarney and Killarney Brilliant roses. All orders given prompt attention. Try us.

162 N. Wabash Av., CHICAGO

Mention the American Florist when writing

Cards For All Occasions

Labels, Stickers, Seals, Tags. Printing for Florists.

THE JOHN HENRY CO.

LANSING, MICH.

Mention the American Florist when writing

Wire Hanging Baskets

Price List, 1919. Plain Wire Hanging Baskets.

10-inch	$1.75	14-inch	$3.00
12-inch	2.25	16-inch	4.50

SHEET MOSS in bags, per bag, $2.00

Our Sheet Moss is the best value for the money in the market.

Michigan Cut Flower Exchange, 264-266 Randolph St., DETROIT, MICH.

Mention the American Florist when writing

Wholesale Flower Markets

Chicago.

CURRENT PRICE LIST.

	Dozen
Roses, Beauty	$ 1.50@$ 5.00
	100
" Mrs. Chas. Russell	5.00@ 20.00
" Columbia	5.00@ 15.00
" Hoosier Beauty	4.00@ 10.00
" Killarney Brilliant	3.00@ 10.00
" Killarney	3.00@ 10.00
" White Killarney	3.00@ 10.00
" Richmond	3.00@ 10.00
" Prince de Bulgarie	3.00@ 10.00
" My Maryland	3.00@ 10.00
" Mrs. Geo. Shawyer	3.00@ 10.00
" Milady	3.00@ 10.00
" Sunburst	3.00@ 10.00
" Mrs. Aaron Ward	3.00@ 10.00
" Hadley	3.00@ 10.00
" Ophelia	3.00@ 10.00
" Double W. Killarney	3.00@ 10.00
" Mrs. Moorfield Storey	3.00@ 10.00
" Champ Weiland	3.00@ 10.00
" Stanley	3.00@ 10.00
" Francis Scott Key	3.00@ 10.00
" Bayard Thayer	3.00@ 10.00
" Cecile Brunner	3.00
" George Elgar	3.00
" Baby Doll	3.00
" Nesbit	3.00
" Our selection	4.00
Carnations	3.00@ 4.00
Cattleyas, per doz.	10.00@ 12.00
Daisies	1.50@ 2.00
Gladioli	4.00@ 6.00
Peonies	4.00@ 6.00
Valley	12.00@ 15.00
Calendulas	2.00@ 4.00
Callas	15.00
New Ferns per 1,000	3.00@ 4.00
Galax per 1,000	1.50@ 2.00
Leucothoe	1.00@ 1.25
Mexican Ivy per 1,000	5.00@ 6.00
Plumosus Strings each	.60@ .75
Smilax per doz.	2.50@ 3.00
Sprengeri, Plumosus Sprays	3.00
Boxwood, 35c per lb., per case	9.00

ZECH & MANN

WHOLESALE FLORISTS

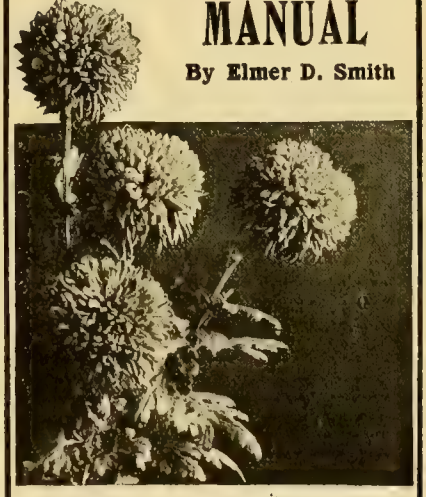
30 E. Randolph St., CHICAGO

Telephone Central 3284

Mention the American Florist when writing

THE CHRYSANTHEMUM MANUAL

By Elmer D. Smith



FOURTH EDITION

Price 60 Cents. Cash with Order.

American Florist Co.

440 S. Dearborn St., Chicago

CHICAGO FLOWER GROWERS' ASSOCIATION

182 N. Wabash Avenue

L. D. Phone Randolph 631

The Foremost Wholesale House of CHICAGO

Mention the American Florist when writing

There is no comparison as to the Quality, and no comparison in value if you buy the

Best Gladiolus

such as we offer you. Our stock consists mostly of **America, Halley, Schwaben** and some novelties in **Gladiolus.** The supply is now large enough to fill any size order. $6.00 to $8.00 per 100; some of the newer varieties $10.00 per 100.

THE LEO NIESSEN CO., 1201 Race St., Philadelphia, Pa.

Philadelphia.

GOOD TRADE DESPITE BAD WEATHER.

St. Swithin, Jupiter Pluvius—and all the rest of the rain makers—have been having their innings the past week, until everything, even the very atmosphere, appears to be thoroughly saturated. Considering the adverse conditions, the demand has held up very well, as the supply of stock of all kinds, extras or specials, has never been sufficient to go around. Choice roses, at least the best obtainable now in Russell, Columbia, Premier, Ophelia, Hadley and Victoria, are sold on arrival at much better prices than ever before at this season, and this holds good with gladioli, asters, or the best of the outside stock. It is the cream that is taken off first, and the skimmed milk then brings very little. It looks from the early arrivals of the dahlia, these flowers being seen in several of the stocks, as if the growers of these field flowers will be early on the job, and continuous to the finish. From all accounts, there are larger plantings than ever before. Dahlia specialists will do well to note that it is not quantity, but quality, that shows up best in the returns. Not only excellence of stock, but superior packing, as flowers must reach the market in the best possible condition early in the day. Cattleyas at all salable, find ready buyers at $1 each; even the small Harrisoniana bring 50 cents. The little Sweethearts are the best all around roses on the list, being about as good now as in winter. Asters so far, are for the most part a disappointment, most of the flowers offered being away below par.

TWO WELL KNOWN SPECIALISTS PASS.

The trade lost two important members the past week in the deaths of George Anderson and Charles Meckey, both of whom were for many years important factors in the production of plants and cut flowers. Mr. Anderson, who first grew bedding stock, later became successful with Easter plants, being very strong on hydrangeas and Easter lilies, which were in great demand by the best stores. Roses for cut flowers were taken up, and he soon became famous for his choice Jacques, Ulrich Brunner and Mrs. John Laing. He also, as his place increased, had great success with the Bridesmaids, Perles, and later, the hybrid teas. He was an active and interested member of the florists' club, fond of bowling and shooting, representing the club frequently on its championship teams. Two years ago he suffered a paralytic stroke, after which he gave up business.

Charles Meckey specialized in bedding, Easter plants and pot roses, aiming to produce them in quantity for sale at popular prices. In this, he was very successful, being able by well regulated succession of crops, to make most intensive use of his greenhouse space. He had, for many years, a large range of glass at 17th and Lehigh avenues, which becoming surrounded with residences, he sold 15 years ago and removed his houses to Limekiln pike, which in turn was sold last year to make way for suburban homes. He then retired.

EDWARD REID

Roses, Carnations, Gladioli. All Seasonable Flowers.

This is the exclusive shop, only one block from Express Depots.

1619-1621 Ranstead Street, PHILADELPHIA, PA.

Wholesale Flower Markets

BUFFALO, July 23.	Per 100
Roses, Beauty, Special	30.00@ 40.00
" Fancy	20.00@ 30.00
" Extra	10.00@ 20.00
" 1st	8.00@ 10.00
" Killarney	3.00@ 10.00
" My Maryland	3.00@ 10.00
" Sunburst	3.00@ 10.00
" Ward	3.00@ 10.00
" Ophelia	3.00@ 10.00
" Russell	6.00@ 10.00
" Shawyer	3.00@ 10.00
" Bon Silene	3.00@ 4.00
Cattleyas	75.00@ 85.00
Carnations	1.00@ 2.00
Sweet Peas	.50@ 1.50
Asparagus Sprengeri, .35@2.50	
Ferns per	1.000 2.00
Calendulas	2.00@ 3.00
Smilax	25.00
Gladioli (indoor)	8.00@ 10.00
Asters (Indoor)	4.00@ 5.00

BOSTON, July 23.	Per 100
Roses, Beauty	12.00@25.00
" Killarney Queen	2.00@ 6.00
" White and Pink Killarney	2.00@ 6.00
" Double White Killarney.	6.00@12.00
" Killarney Brilliant	2.00@ 8.00
" Hadley	6.00@12.00
" Mock	2.00@ 4.00
" Mrs. Chas. Russell	6.00@12.00
" Taft	2.00@ 8.00
" Milady	2.00@ 8.00
" Ward and Hillingdon	2.00@ 8.00
" My Maryland	2.00@ 8.00
Carnations	12.00@15.00
Easter Lilies	10.00@20.00
Valley	6.00@10.00
Gladioli	4.00@ 8.00

CINCINNATI, July 23.	Per 100
Roses, Killarney	4.00@15.00
" Mrs. Chas. Russell	6.00@20.00
" Ophelia	6.00@20.00
" Richmond	6.00@15 00
" Sunburst	6.00@15.00
" Shawyer	6.00@20.00
" Columbia	12.00@40.00
Lilium Giganteum	15.00@25.00
Cattleyas	.75@ 1.00
Carnations	4.00@ 12.00
Callas	10.00@ 12.00
Calendulas	1.50@ 3.00
Easter Lilies	10.00@ 12.00
Sweet Peas	.50@ 2.00
Tulips	4.00@ 8.00
Daffodils	5.00@ 6.00
Iris Tingitana	12.00@15.00
Jonquils	4.00@ 6.00
Snapdragons	6.00@10.00
Gladioli	3.00@ 5.00

VACATION TRIPS.

Harry I. Foust, and his daughter, Marion, accompanied by Robert Craig, started July 17 for an auto trip through the eastern states, destination Portland, Me., returning by way of the White Mountains. Mr. Craig, who has been recruiting his strength at his seashore home in Ocean Grove, N. J., is very much better, and expects to thoroughly enjoy this trip. Miss Marion drives the car, as the two gentlemen were born so long before autos were even thought of, that they are now too old to learn.

Edward Reid and Mark Mills spent last week in the Pocono Mountain district, fishing, and enjoying the mountain scenery of this beautiful region with the aid of Mr. Reid's car. He is a skillful driver; narrow roads along dizzy heights having no terrors for him.

Write For Our

Price List

On Cut Flowers

H. G. BERNING

1402-4 Pine St., St. Louis, Mo.

Mention the American Florist when writing

BERGER BROS.

Roses, Orchids, Sweet Peas, Carnations.

GLADIOLUS

1225 Race St. Philadelphia, Pa.

Pittsburgh Cut Flower Co.

WHOLESALE FLORISTS

116-118 Seventh Street, PITTSBURGH, - PA.

Growers of Quality Flowers.

Prepared Cycas Leaves

Best quality Prepared Cycas, pliable, perfect color and full length. Neatly packed, 10 of a size to a package. 100 assorted Cycas, up to 40-inch lengths, for $6.50. Also complete list of other supplies free.

GEO. H. ANGERMUELLER CO.,

Wholesale Florists, **1320 Pine St., ST. LOUIS, MO.**

Wholesale Florists' Supplies

THE HOUSE OF MERIT

Staple Baskets and Seasonable Novelties in Quantity.
Send for Our Catalogue.

JOS. G. NEIDINGER CO.

1309-1311 N. 2nd St., Phila., Pa.

C. C. POLLWORTH CO.
EVERYTHING in the line of Cut Flowers, Plants and Florists' Supplies.
MILWAUKEE, WIS.

HOLTON & HUNKEL CO.
462 Milwaukee St., Milwaukee, Wis.
Wholesalers and Growers of
Choice Cut Flowers and Greens

H. Bayersdorfer & Co.
The Wholesale Supply House of America . . .
EVERYTHING THE BEST IN FLORISTS' SUPPLIES
1127 Arch St., Philadelphia, Pa.

Victor Ridenour, the Ridge avenue retailer, and Jack Duetscher, of the Philadelphia Wholesale Florists' Exchange, are spending the week end with a party of motorists on a trip to Lake Hopatcong, Pa.

Eugene Bernheimer returned July 19 from his auto trip to Portland, Me., and also the White Mountains. It was one of the most enjoyable journeys he had ever made.

Frank R. Hastings, the Chelten avenue retailer, and Mrs. Hastings, are visiting friends in the "home of the roses." Richmond, Ind. They expect to return July 24.

A. R. Jones, of S. S. Pennock Co., is enjoying his vacation, with a dip in the surf at Atlantic City, and a visit in the Blue Ridge Mountains of Pennsylvania.

Leo Niessen and family have returned from an enjoyable trip to Niagara, the Thousand Isles and Quebec.

NOTES.

It is feared by carnation men, that the continued heavy downpours of rain of the past week will injure the stock in the fields, particularly in low places. Many are now ready to put the plants in the houses, but are held up by the rain, which has made the fields so soft it will take almost a week of sunshine to dry them out.

K.

Newark, N. J.

The Rosery Floral Co., has attracted much attention to its store through a clever window decoration, featuring a miniature pond and live ducks.

Frank Philips, of Philips Bros., has departed for a month's vacation. This firm has no complaint to make on the condition of business.

August Begerow says that business is satisfactory. He is receiving a fine quality of asters.

Harry Stein now has a neat store in the public service terminal and is doing well.

The Washington Floral Co. has been making improvements at its store.

A. F. F.

BEMIDJI, MINN.—The florist business formerly conducted by S. Palmquist and wife, has been purchased by Huffman & O'Leary, Minnesota avenue.

WARREN, O.—The Park Flower Shop, one of a chain of stores in Akron, Cleveland and Youngstown, has opened for business at 215 East Market street.

GUST. RUSCH & CO.
Wholesale Florists
Jobbers in FLORISTS' SUPPLIES.
Phone Main 1245. P. O. Box 206
444-446 Milwaukee St., Milwaukee, Wis.

Wholesale Flower Markets

PHILADELPHIA, July 23. Per 100

Roses, Beauty, special	30.00@	40.00
" " fancy	10.00@	15.00
" Mrs. Chas. Russell	6.00@	20.00
" Killarney	2.00@	8.00
" Hadley	6.00@	15.00
" Sunburst	4.00@	10.00
" Wards	3.00@	6.00
" Ophelia	4.00@	12.00
" Columbia	6.00@	20.00
Carnations	2.00@	4.00
Easter Lilies	15.00@	20.00
Snapdragons	4.00@	10.00
Calendulas	2.00@	8.00
Adiantum	1.00@	1.50
Smilax		.25
Asparagus Strings	.50@	.75
Asparagus bunches		.50
Dagger and Fancy Ferns, per 1,000	3.00@	4.00
Sweet Peas	.50@	1.50
Gladioli	4.00@	12.00

ST. LOUIS, July 23. Per 100

Roses, Hadley	2.00@	4.00
" Killarney	1.50@	4.00
" White Killarney	1.00@	4.00
" Hoosier Beauty	2.00@	6.00
" Russell	2.00@	6.00
" Ward	1.00@	2.00
" Mrs. Shawyer	2.00@	4.00
" Sunburst	2.00@	6.00
Carnations	1.00@	1.50
Ferns	2.00	

PITTSBURGH, July 23. Per 100

Roses, Beauty, special	30.00@	41.00
" " fancy	25.00@	30.00
" " extra	15.00@	20.00
" " No. 1	4.00@	10.00
" Hadley	4.00@	20.00
" Killarney	3.00@	12.00
" Sunburst	3.00@	12.00
" Mrs. Aaron Ward	3.00@	12.00
" Russell	6.00@	20.00
" Columbia	6.00@	20.00
" Ophelia	4.00@	15.00
" Hilda	3.00@	12.00
Cattleyas		50.00
Carnations	2.00@	3.00
Ferns, per 1,000	2.50@	3.00
Sweet Peas	1.00@	2.00
Gladioli	8.00@	10.00
Phlox	3.00@	4.00
Delphinium	8.00@	10.00
Coraopsis		2.00
Daisies	1.00@	2.00

INDIANAPOLIS, IND.—C. H. Schwomeyer is building an up-to-date flower shop at 1040 Shelby street. New houses will replace the old range as soon as material is received.

FANCY (Special Picked) FERNS
Leave us your order for regular shipments.
C. A. Kuehn, WHOLESALE Florist
All Seasonable Cut Flowers | Mfr. and Dealer in "Florists" (Brand) Supplies
1312 Pine Street, ST. LOUIS, MO.
Mention the American Florist when writing

McCALLUM CO.
Florists' Supplies
PITTSBURGH, PA.
Mention the American Florist when writing

Philadelphia Wholesale Florists' Exchange
Roses, Dahlias, Achillea
Up-to-the-Minute Service. Satisfaction Guaranteed.
1615 Ranstead St., Philadelphia, Pa.

MINNEAPOLIS, MINN.
RICE BROTHERS
Wholesale Florists and Supplies
218 North Fifth St.
Send list in for quotations.

MILWAUKEE, July 23. Per 100

Roses, Killarney, W. Killarney	3.00@	8.00
" Ward	3.00@	6.00
" Mrs. Chas. Russell	6.00@	15.00
" Ophelia	3.00@	8.00
" Columbia	6.00@	15.00
" Hoosier Beauty	4.00@	8.00
Carnations, assorted	2.00@	3.00
Cattleyas, per doz.	7.50@	9.00
Sweet Peas	.50@	.75
Snapdragons	4.00@	6.00
Gladioli, per doz.	.75@	1.00
Daisies	1.00@	1.50
Gypsophilia	.25@	.35

New York.

DEMAND A LITTLE BETTER THAN IN 1918.

The business of the past week was about the average for midsummer, but a little better than the corresponding period of 1918, as relating to prices, on account of a decided falling off in the supply of stock, particularly roses. The great surplus of the previous week, caused by the hot weather, was mentioned in our notes of July 19. As nothing—excepting possibly this old earth, and some of the celestial bodies—can keep up an even speed at all times, it stands to reason that the roses had to slow down. Even with a great reduction, there has been more than enough to supply the demand, noticeably in white stock. It is well to note that excepting American Beauty and Francis Scott Key, but few of the roses have reached the special grade, which is probably better for the wholesalers, as the large retail stores are doing but little business. The supply of orchids continues light, so is the demand. Very few lilies and lily of the valley are on the market, but they do not seem to be greatly missed. While asters are not yet plentiful, there is a fair amount of stock to be had, and it came in time to supplant the carnations, which are practically finished. The supply of gladioli is on the increase. But few good sweet peas are seen. The last half of the past week brought dark and rainy weather, and if continued, the supply of stock will further decrease.

July 21.—The supply of stock is not heavy, but there is more than might have been expected after a week of dark weather. There is the usual Monday buying, for the season.

NOTES.

It is always a bore to read or write about the weather, but in the interest of historical accuracy it must be stated that it has rained here for five days in succession, and for the past two days, there has only been brief intermissions, with no signs of letting up. There are various theories as to the cause, and one guess is as good as another. The official weather forecaster says, it is the rain that makes wet weather, which nobody will deny. The superstitious people say it is because it began to rain on St. Swithin's day, July 15. Our personal theory is, that it has been caused by a cold wave from the west rushing in on the superheated atmosphere surrounding the covenant of the League of Nations at Washington, D. C., and it's spreading.

Craig Muir, and wife, as has been their custom, have gone to their Connecticut farm for the summer. Previously they had closed the store at 62 West 40th street for the time of their absence, but this year, the old saying that it's an ill wind that blows no good, was verified. On account of the building, in which he was located at Sixth avenue and 41st street, being torn down to make room for a larger one, William P. Sears had to move, and has, temporarily, taken the Muir store.

William N. Reed, of Reed & Keller, says that they are so busy that they have had little time to think of the S. A. F. convention. They are now busy on an unusually large contract, which covers a number of unique features. If you have but a hazy idea of what you want, tell it to William and he will complete it and do a good job.

Romeo M. Guido, who for the past 12 years has been with A. T. Bunyard, has resigned and is going into the retail business on his own account at Lexington avenue and 52nd street. He has shown himself an industrious and clever young man and we wish him success.

Mrs. Leikens and Fred Lantz, her manager, are now at the Newport, R. I., store. James Bruce, nephew to Mrs. Leikens, and favorably known in the trade of this city, is in charge of the Madison avenue store.

Captain Julio R. Capifali, United States Army, of San Juan, Porto Rico, who is also a florist, is spending a short leave in this city and has been calling on the trade.

Costos Sakelos, the Colonial Florist, says he is too busy to attend the convention. His family is away for the summer, and his men are taking their vacations in turn.

Miss Grace Durkin, head bookkeeper for J. S. Fenrich, has returned from her vacation, which she spent at Asbury Park, N. J., the guest of Mr. and Mrs. Fenrich.

George Hildenbrand, of John Young & Co., has returned from his vacation, spent at Freeport, L. I., where he says the fishing and bathing are good.

Miss Mollie Boxer, bookkeeper for Riedel & Meyer, has returned from her vacation and the boys in the store are glad.

Peter F. McKenney, and family, have gone to Atlantic City for a month's stay.

A. F. F.

Detroit, Mich.

BUSINESS STAGNATION IS GENERAL.

Another week of exceptionally poor business marks the condition of trade here, as reported by nearly every florist. Continued warm weather, with no funeral work of consequence, is assigned for the stagnation that all in the trade feel. Stock of many seasonable varieties is also scarce, and no item on the list in excess of the limited demand. Roses which caused a real glut 10 days ago, are now very scarce and the quality not up to summer standard. Gladioli are slow coming in, but indications point to a big supply very soon from the local growers. Nearly all of the retailers are taking advantage of the dull time and are cleaning and painting their stores to be in readiness to greet the Society of American Florists' convention vistors, August 19-21. The growers, too, are also getting their places fixed up to the limit of their ability with the extreme shortage of help felt by them all.

NOTES.

Robert Rahaley, manager of the Michigan Cut Flower Exchange, is enjoying an outing in the fishing district near Grayling, Mich. His brother, Henry, of the same firm, joined him there July 19 to remain a few days. Albert Sylvester, also of this firm, who has been on an extended vacation, is again "on the job" looking much improved by his well earned rest.

John Moore, manager of Breitmeyer's Woodward avenue branch store is to be married next week to Miss Ernie Voelkner, the attractive assistant at the David Whitney branch store of the same firm. A lengthy vacation will be taken by the happy couple.

Frank Holznagle is hard at work on the improvements to his new home at Birmingham, Mich. Here he has seven acres surrounding his palatial residence completed a short time ago. His son, Frank, has charge of the business on Woodward avenue.

The members of the 10 committees appointed to make preparations for the convention are working energetically and harmoniously and nothing will be left undone to extend a fitting reception to the hundreds of visitors we expect as our guests.

A. Pochelon returned for a few days from his summer outing at Lovells, Mich. He will attend the convention of the Canadian Horticultural Society at Toronto the second week in August.

Charles H. Plumb is busy on the construction of his eight new houses and enlarged boiler room. The work is in the hands of the Foley Greenhouse Manufacturing Co., Chicago.

Jerome K. Stock, treasurer of the florists' club, with his wife, is taking a vacation of a month at Glen Lake, Mich. They plan to be back in time for the convention.

J. F. S.

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Roses, Beauty, special	20.00@	35.00
" " extra and fancy	5.00@	10.00
" Hadley	2.00@	15.00
" Francis Scott Key	4.00@	30.00
" Columbia	2.00@	10.00
" Prima Donna	2.00@	10.00
" Alice Stanley	1.00@	6.00
" Double White Killarney	2.00@	6.00
" Killarney	.50@	4.00
" " Queen	.50@	4.00
" " Brilliant	.50@	4.00
" Aaron Ward	2.00@	8.00
" Ophelia	1.00@	8.00
" Sunburst	2.00@	6.00
" J. L. Mock	1.00@	8.00
" Mrs. Chas. Russell	4.00@	15.00
" Premier	4.00@	15.00
Cattleya orchids, special	75.00@	100.00
Lily of the Valley	6.00@	8.00
Adiantum Croweanum and Hybridum	.70@	1.00
Sweet peas	.50@	2.00
Lilies, Longiflorus and Formosum	12.00@	15.00
Gladiolus	2.00@	3.00
" America	3.00@	4.00
Asparagus Plumosus, doz. bchs.		3.00
Smilax doz. strings	1.50@	2.00
Delphiniums, per doz.	.25@	.35
Cornflowers	1.00@	2.00
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Open for Cut Flower Sales at 6 o'clock every morning.
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Our stock of 6 inch and 7 inch Bostons will be ready in about a month.

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Owing to the new law prohibiting the importation of rooted plants, Palm stock will be scarce in the near future. If any one was to tell you that the country was going dry 10 years ago you would not have believed them. It has gone dry but we didn't predict it. **We do** predict the shortage of Palms at the present time. Buy our strong, sturdy stock and avoid the shortage.

KENTIA FORSTERIANA and BELMOREANA

2 in... .$1.25 per doz. 3 in.....$2.00 per doz.
5 in., made up.....$10.00 and $12.00 per doz.

This stock is well rooted and ready for shipping.

LATANIA PALMS

	Per doz.		Per doz.
3 in.....	$2.00	5 in.....	$6.00
4 in.....	3.00	6 in.....	9.00

Exceptionally strong plants especially suited for porch and window box planting and decorating.

CROTONS

2¼ in.....	15c	4 in.....	$0.35
3 in.....	25c	5 in.....	.50
6 in.....			1.00

Well established and nicely colored leaves.

DRACAENA INDIVISA

5 in..... $30.00 per 100

Strong healthy plants and plenty of them. Buy now for next season.

ASPARAGUS PLUMOSUS

2 in..... $35.00 per 1000

Exceptionally fine stock for immediate shipment.

USED FLOWER POTS

We can save you money on pots. We are not using many of our small pots as we are growing larger stock. Note prices.

2¼ in.....	$4.15 per 1000	3 in.....	$6.34 per 1000
2½ in.....	4.87 "	3½ in.....	7.80 "

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Lancaster County Florists' Ass'n Picnic.

On March 10, the picnic committee reported as follows: B. F. Barr, for a trip to Wild Cat; H. K. Rohrer, a trip around Lancaster and dinner at the Stevens house; A. M. Herr, a trip around Lancaster and afternoon and dinner at Rossmere. April 10, at a full meeting of the club, it was voted almost unanimously to go to Wild Cat. July 10 notices were sent out for a picnic at Wild Cat, July 13 and the committee made a trip to that point to complete the arrangements, and found that in bad weather, it was almost impossible to reach it on the York county side by machines, and the ferry facilities from the Lancaster county side were inadequate for comfortable transportation. For this reason the plans were changed to Rossmere, and we feel that on account of the publicity given to the original proposition, that this explanation is due the participants and friends of the club.

The Reading florists were invited as our guests, and the following reached Lancaster at 9 a. m., July 17: J. C. Bauder and wife, John Dounag and wife, Alfred Lunden and wife, H. C. Huesman and Miss Huesman, Fred Baer and wife, Mrs. Giles, and Harry Heck, Ferdinand Heck, Clayton Butz, Wm. Kern, A. W. Masser, W. N. Able, F. D. Lauck and some of the younger generation. In addition to these, we had with us Dennis Connor, Mr. Bates, D. J. Koehane and S. S. Pennock, of Philadelphia, T. J. Nolan, of the United States and Edw. Marshall, wife and mother, from Kennett Square.

The day started at 9:15 from the Reading terminal, via. automobile to the Kate Long park; to the B. F. Barr nurseries; to Geo. Wilson's who owns the former home of President Buchanan with its historic associations and its historic furniture; to Mapel Grove swimming pool; through the essential part of the city to the country club, and then to Rossmere.

The first event at Rossmere was a picnic lunch, followed by the usual picnic amusements, with W. B. Girvin of Leola, Pa., as high man in the men's bowling contest and Mrs. A. M. Herr as high lady in the ladies' score. Chas. B. Herr and Miss Lizzie Musselman, of Strasburg, carried off the honors in the card game, Dennis Connor was, it is reported, champion in the quoit pitching contest, and in the children's games, the best boy and the best girl won out, and went home with a prize.

At 4 p. m., the picnic was turned into a banquet, with Mine Host Fehl as caterer, and B. F. Barr and H. K. Rohrer as table decorators. The banquet room is a picture of beauty in itself; with the addition of the decorations, and the ladies, it became a feast for aesthetic eyes, and the banquet itself, the realization of a gourmands dream.

After the dinner, President Elmer Weaver called on M. J. Brinton, of Christiana, for an address of welcome to our visitors, which was given in his usual happy manner. The response was made by Harry Heck, president of the Reading Florists' Club, and short talks were made by Harry Huesman, and J. C. Bauder, of Reading, and H. A. Schroyer and B. F. Barr, of Lancaster. Mrs. Albert M. Herr, president of the ladies auxiliary, gave a happy little address for the ladies.

At 5:30 p. m., the guests were automobiled to the Reading terminal, and left Lancaster at 6 p. m. and the Lancaster florists and their wives and families went to their respective homes, a tired but happy party.

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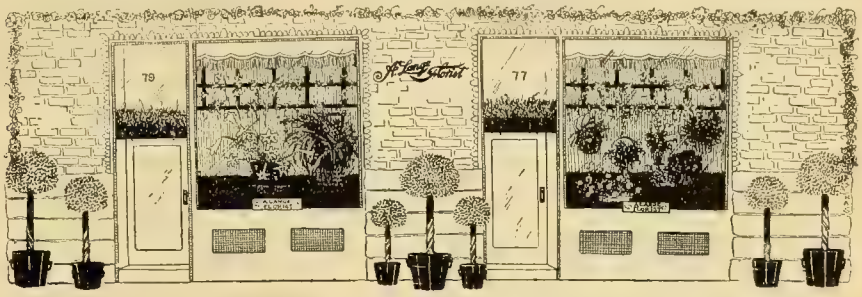

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SEVEN STORES.
Main Store— 334 Lewis Ave., Telephone No. 1150 Bedford
Telegraph orders delivered to all parts of New York City, Brooklyn and Long Island.
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THE BEST THAT GROWS.
EXPERTS TO ARRANGE THEM.
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Both Phones, 527.
Special attention to mail and telegraph orders.
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Artistic Designs and Fresh Cut Flowers
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Anderson service means fresh, sturdy stock and prompt deliveries in Buffalo, Lockport Niagara Falls and Western New York
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Alpha Floral Company
CHICAGO
146 S. WABASH AVE.
No order for less than $3.00 accepted for delivery. All orders for less than this amount will be absolutely refused.
Send your telegraph orders to us for delivery in Chicago and vicinity.
Member of F. T. D.

EDWARD SCEERY
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Send your Orders for Chicago and Suburbs to
Schiller The FLORIST
2221-2223 W. Madison St. CHICAGO
All orders carefully filled under the supervision of
GEORGE ASMUS, Mgr.
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2094 Broadway, S. E. cor. 72d St.
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FLOWERS OR DESIGN WORK
Delivered in Albany and vicinity on telegraphic order.
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2751 Broadway, at 106th St.
The right place to buy
FLOWERS OF QUALITY
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Covers All New England Points
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Madison Ave. and 76th St.
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Quality Flowers
TWO GREENHOUSES ON PREMISES
Plant Specialists Phones { 107, 420, 775 } Lenox
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JULIUS BAER
—FLOWERS—
Mail and Telegraph orders carefully filled.
138-140 Fourth St., East
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Established in 1883.
Greenhouses and Nurseries in Riverdale.
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will take care of all telegraphic orders.

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Malandre Brothers

2077 Broadway, near 72nd St.

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The name "Malandre Brothers" on a box of flowers is a Guarantee of Quality.

Orders from other cities receive our personal attention.

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250,000 Square Feet of Modern Glass. First-Class Stock and Service. Usual Discount.

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Flowers delivered in City and State on short notice.

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200 miles in any direction. We are the center of the great Northwest. Daily deliveries

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1133 O St., LINCOLN, NEB.

Will fill orders for the West on short notice

Trade discounts. First-class stock.

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WIRE YOUR ORDERS TO HARRY PAPWORTH

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ROSES ORCHIDS VIOLETS

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Orders Carefully Executed

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The Smith & Fetters Co.,

LEADING FLORISTS

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Michigan. Orders will be carefully cared for by

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Wholesale and Retail Florists of Grand Rapids.

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The Best Service

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Chicago.

BRIGGS FLORAL CO.

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Special attention paid to telegraph orders in Chicago and vicinity. One of our stores is located in the heart of the city and the other in the select north side residential district.

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Established over 30 years.

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Write or wire headquarters for flowers for Texas, Oklahoma, Louisiana, New Mexico. No orders too large, none too small.

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ALFRED LOZIER ROSERY

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Telegraph orders for Dayton will receive our immediate and careful attention.

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ALFRED HANNA & SONS will fill your orders for Designs and Cut Flowers in Michigan.

Max Schling Flowers
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Nothing Better
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NEW YORK CITY
"SAY IT WITH FLOWERS"

Yonkers, N. Y.
New York Floral Co.
Cor. Manor House Square
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:::.FLOWERS.:::.
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Galesburg, Ill.
Pillsbury's Flower Stores
For Central Illinois
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HENRY W. SHEPPARD
532-534 RACE STREET
Successor to the HILL FLORAL CO.
Good Stock and Good Service.

Cleveland, O., and Vicinity.
BRAMLEY & SON
1181 E. 71st. St.
The Largest Growers of Flowers in the City.

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MRS. E. A. WILLIAMS
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CHARLES L. SCHMIDT
313 Market St., Harrisburg, Pa.
Night and day service in all Central Pennsylvania.

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132 N. State St., CHICAGO, ILL.
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Best service in both cities and adjoining territory. Member of Florists' Telegraph Delivery.
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"Penn, The Telegraph Florist"
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Orders in or around WASHINGTON, D. C.
Geo. C. Shaffer
FLORIST
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224-226 Grand Avenue
Mail or telegraphic orders promptly and most carefully executed.
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GEO. H. COOKE
Florist
Connecticut Avenue and L Street
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BLACKISTONE, Inc.
14th and H Streets, N. W.
Exceptional Service

For St. Louis.
WIRE
Grimm & Gorly

St. Paul, Minn.
L. L. MAY & CO.
Order Your Flowers for delivery in this section from the
LEADING FLORISTS OF THE NORTHWEST
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AUGUST R. BAUMER,
MASONIC TEMPLE
Member of Florists' Telegraph Delivery.
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The Rosery Floral Co.,
167 Market St., at Broad St.
Everything in Flowers
Prompt Deliveries to any town or city within 150 miles of Newark.
Telephone Market 494
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IDLEWILD GREENHOUSES **Memphis, Tenn.**
89 South Main St.
"Up-to-the-Minute" Service and Execution.
Every Flower in Season
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Mangel
The Palmer House Florist
17 E. MONROE ST.
Members of Florists' Telegraph Delivery.
Mention the American Florist when writing

The Seed Trade

American Seed Trade Association.

E. C. Dungan, Philadelphia, Pa., President; Wm. G. Scarlett, Baltimore, Md., First Vice-President; David Burpee, Philadelphia, Pa., Second Vice-President; C. E. Kendel, 216 Prospect Avenue, S. E., Cleveland, O., Secretary-Treasurer.

The thirty-eighth annual meeting will be held June, 1920.

DROUGHT in Idaho continued unbroken July 16.

THE price of bags at Chicago, June 23, was $62.00.

VISITED CHICAGO: W. F. Nehrling, Orlando, Fla.

CALADIUM, fancy-leaved, crop prospects are favorable.

THE well known business of Watkins & Simpson, London, Eng., was established in a small way 43 years ago.

WARRENSBURG, ILL.—The Warrensburg Canning Co. has been incorporated with a capital stock of $50,000 by L. A. Sears, F. B. Demotte and W. R. Roach.

LATEST reports on seed harvest from the Pacific coast indicate that the crops are not turning out very good, but the increased acreage is making up for it.

PEARL SETS in the Chicago district are in the crates. The yield is about three to one but not many are grown. The pulling of others will begin soon, within a week.

GRASS SEED.—Prices for grass seed on the Chicago Board of Trade, July 23, were as follows: Timothy $10.50 to $11.50 per 100 pounds; September $13.60; October $12.75.

HENRY & LEE, New York, received the first shipment of Harrisii lily bulbs this week, those of a number of other firms being delayed in the working of the government's new soil regulations.

SOME Dutch bulbs should be coming on the S. S. Nieuw Amsterdam, leaving Rotterdam, July 26, or the S. S. Noordam, due to sail from the same port, August 9. Both steamers stop at Brest, France, for American troops.

TOLEDO, O.—October and December clover declined July 22, with cash quoted at $28.75, October $30.50, and December $29.20. Timothy dropped five cents, cash being offered at $5.47½, September $5.85, October $5.70, December $5.75 and March $6.00.

LOUISVILLE, KY.—The creditors of H. R. Whiteside, bankrupt seed and onion set dealer, at a recent meeting agreed to accept his offer to buy for $3,000, claims aggregating approximately $40,000 against railroads for claims for damage and loss, providing the Louisville National Banking Co. will withdrawn a claim against the estate for $11,000.

SABIN, MINN.—Early planted potato fields looked good July 15, according to Henry Schroeder. Those put in later, however, are poor, the stand showing only 10 to 25 per cent, due to warm weather in May, which caused the seed to dry up in the soil. The season has been very unfavorable also for grain wheat, which is badly affected with black rust and the yield will be poor, as there have been six days of hot south winds. Corn, on the other hand, looks fine as the result of these conditions.

Burpee's Business in 1919.

The W. Atlee Burpee Co., Philadelphia, Pa., in a recent communication, reports that its 1919 business in a general way, was a little less than that of last year in vegetable and flower seeds, attributed to a falling off of the war garden movement. As a rule, however, trade was more satisfactory in many ways, as crops were better and seeds were received from the growers earlier in the season, making it possible to fill all orders promptly, with few instances where it was necessary to refund money to customers.

The demand in flower seeds, taken by itself, increased enormously, particularly in florist varieties, as did also the sales of flowering bulbs, it being estimated that business in these two lines was double those of any previous year. The increase in the movement of flower seeds was offset, however, by the decrease in vegetable seed sales, as in numerous cases, owing to the high prices prevailing a year ago, many planters saved their own seed in 1918.

As to conditions next year, it is rather early to make prophecies, but it is already evident that some items will be short on account of the wet weather in the spring which delayed plantings. Sweet corn is reported to be a very doubtful crop in all growing sections. Sweet peas have been practically wiped out by bad weather and attacks of the aphis in many California growing districts. Even the early-flowering varieties have suffered this year. As a consequence, this crop is liable to be in short supply and high priced. Other flower seeds will probably be about normal, with the prospect of Europe again becoming a factor in production.

Thos. J. Grey and Wife, Boston, Mass.
In California.

Dreer's Annual Meeting.

At the annual meeting of the stockholders of Henry A. Dreer, Inc., Philadelphia, Pa., held at Riverton, N. J., July 19, the following directors were elected: Jacob D. Eisele, Herbert G. Tull, J. Otto Thilow, George D. Clark, George A. Strolein, James C. Clark and Charles H. MacKubbin. After the adjournment of the stockholders' meeting, the directors organized by electing the following officers: Jacob D. Eisele, president; Herbert G. Tull, vice-president and treasurer; J. Otto Thilow, secretary; James M. Vogdes, assistant treasurer.

Proposed Wheat Quarantine Not Passed.

At a meeting of the federal horticultural board, July 15, advance notice of which was given in our issue of July 12, page 1274, it was decided not to declare a quarantine at this time against wheat shipments from Illinois, Indiana, West Virginia, Virginia and

Pieters-Wheeler Seed Company
Growers of High Grade SEED
Gilroy, California
Beet, Carrot, Lettuce, Onion, Radish.
Correspondence Solicited.

THE W. C. PRESSING SEED COMPANY
NORWALK, OHIO.
Growers Exclusively of
Sweet Corn Seed

Alfred J. Brown Seed Co.
Growers of
Peas and Beans
Grand Rapids, Mich.

The Best Color Chart
PRICE $1.00 POSTPAID.
AMERICAN FLORIST CO.
440 S. Dearborn St., CHICAGO

Braslan Seed Growers Company
Grower for the Wholesale Trade Only. ONION, LETTUCE, CARROT, PARSNIP, PARSLEY, CELERY, ENDIVE, SALSIFY, NAMED AND MIXED GRANDIFLORA AND SPENCER SWEET PEA AND SUNFLOWER.
SAN JOSE, CALIFORNIA

We are headquarters for the BEST OF EVERYTHING in

VEGETABLE SEEDS

With our Stock Seed Farms at Grass Lake, Mich., and our growing stations in every part of the United States where seeds are grown successfully, all in charge of capable and experienced men, we are equipped for and are producing

PEAS, BEANS, CORN and VEGETABLE SEEDS

of all kinds in quantity and of highest quality.

Glad to quote for present delivery or on growing contract for crop of 1919.

JEROME B. RICE SEED CO., CAMBRIDGE, N. Y.

Georgia, it having been previously reported that flag smut, take-all and wheat nematode, or eelworm disease, had been found in those states.

Legislation.

Curtis Nye Smith, Boston, Mass., counsel for the American Seed Trade Association, in a communication dated July 15, 1919, calls attention to the fact that since the convention of the association at Chicago in June, bills or administrative orders of interest to seedsmen have been filed or proposed as follows:

Georgia senate bill 27, affecting agricultural seeds and packages of vegetable seeds.

Texas house bill 102 (extra session of the legislature).

Illinois house bill 476 became a law, June 30, 1919.

United States wheat director, division of licenses, claims that dealers in wheat for seed purposes are required to obtain a United States wheat director's license, regardless of the amount of seed handled, or of the class to whom the seed wheat is sold.

Seeds Need Rest.

One of the most serious problems in the testing of seeds is the unsatisfactory results which are often obtained in testing such seeds as winter wheat, winter rye, and timothy seed of the current season's growth which are to be used for fall planting, according to H. L. Russell, director, agricultural experiment station, University of Wisconsin. Seeds of this type require a resting period between harvesting and the time that they are used for seeding purposes. A. L. Stone of the staff has found that the germinating power of wheat, for instance, was increased fully 60 per cent by two months' storage after harvesting. Samples of timothy tested at frequent intervals for a period of four months showed an average increase in germinability of 36 per cent. Obviously this matter is of considerable importance, as an early germination test would give unfair results in that it would not represent the conditions as they would actually develop in practice.

Newark N. J. Seed Trade.

Alexander Forbes, of Alexander Forbes & Co., who attended the meeting of the American Seed Trade Association at Chicago in June, was well pleased with the attendance and the hospitality of the local hosts. He reports business at his establishment, satisfactory, considering the summer season.

At the store of the J. J. Wilson Seed Co., business has been quite active, except in insecticides, reports being that pests have not, thus far, been destructive.

PEACOCK BRAND SEEDS — STANDARD OF QUALITY

Quality Seed

PEACOCK BRAND SEEDS — STANDARD OF QUALITY

FOR THE

MARKET GARDENERS

OF

AMERICA

EVERETTE R. PEACOCK CO.

4013 Milwaukee Ave., (Near Irving Park Blvd.) **CHICAGO**

Mention the American Florist when writing

C. C. MORSE & CO.

Seed Growers

San Francisco, Calif.

GROWERS OF SELECTED STOCKS OF

Onion, Lettuce, Radish, Carrot, Sweet Peas, Etc.

Mention the American Florist when writing

Odense, Danish Seed Center.

The Danish seed industry, according to Consul Maurice P. Dunlap in Commerce Reports, has its center in the district of Odense, where the largest seed firm in Scandinavia has its main offices, warehouses and gardens, and the dealers and seed growers there have been trained through many years to appreciate the importance of maintaining the high standard of the various strains known as Danish. The government also helps in stimulating the interest, financing control, experiment stations and awarding certificates for superior stocks, such recognition being published and healthy competition encouraged.

The climate is well suited for seed growing. The dry summer of 1918 had its effect on the seed crop, especially grass seed. Root seed, however, gave fairly satisfactory results and the acreage devoted to grass and root seed was considerably extended in that year. The increase in production during the past 10 years is shown in the following figures:

Crops.	1909 Acres.	1914 Acres.	1918 Acres.	1919 Acres.
Grass seed	3,700	4,900	7,400	7,400
Root seed	990	1,700	4,900	4,900
Vegetable seed	250	1,200	4,400	3,000
Flower seed	25	74	124	370
Total	4,965	7,874	16,824	15,670

The principal varieties of grass seed grown are orchard grass, meadow fescue, Italian rye grass, English rye grass and brome grass. The cultivation of clover seems to have been neglected, the amount used in the country annually, about 7,700,000 pounds, including other leguminous plant seeds, being for the most part imported.

Western Seed & Irrigation Co.

Seed Growers and Dealers

FREMONT, NEBRASKA

SPECIALTIES:

Cucumber, Muskmelon, Watermelon; Pumpkin and Squash; Sweet, Flint and Field Corn.

Write for Special Contract and Spot Prices.

FREESIA BULBS

PURITY (Improved)

Size ⅛-⅝ inch (large).....$ 8.50 per 1000
Size ⅝-¾ inch (mammoth)... 13.50 "

NOW READY

CALLA LILY BULBS

Size 1½-2 inches.....$9.00 per 100

Cash with order, less 2%.

McHUTCHISON & CO.
The Import House
95 Chambers Street, NEW YORK

Get Quotations From

LANDRETH

SEEDS WHICH SUCCEED

Bloomsdale Farm. Bristol, Pa.

JUST OUT

BOLGIANO'S 1919 SUMMER AND FALL CATALOG OF "BIG CROP" SEEDS

Special prices for Florists and Market Gardeners. Write for a copy at once—It will save you money.

J. BOLGIANO & SON, Baltimore, Md.

R. C. McGILL & CO.

WHOLESALE SEED GROWERS

SPECIALTIES IN VARIETY

ONION-CARROT-BEET-RADISH-PARSNIP

CONTRACT PRICES MAILED ON REQUEST

SAN FRANCISCO CABLE ADDRESS, "McGILL-SEED" SAN FRANCISCO CALIFORNIA

Register your name for our Wholesale Catalogue of French and Holland Bulbs, ready shortly.

Also **PERENNIALS** for Florists, Ask for special prices.

J. M. THORBURN & CO.
53 Barclay Street, thru to 54 Park Place
NEW YORK CITY

For SEEDS

Flower, Vegetable and Farm

Send your inquiries to

HURST & SON
152 Houndsditch
LONDON, - - ENGLAND
The Premier British Wholesale and Exporting Seed House
75 YEARS UNRIVALLED REPUTATION

THE

J. C. ROBINSON SEED CO.

WATERLOO, NEBRASKA
ROCKY FORD, COLORADO.

Contract growers of Cucumber, Cantaloupe, Watermelon, Squash and Pumpkin Seed; Sugar, Flint and Field Seed Corn.

I. N. Simon & Son

Garden Seeds

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Philadelphia - - Pa.

GEORGE R. PEDRICK & SON

PEDRICKTOWN, N. J.

Pepper, Egg Plant, Tomato, Okra, Asparagus, Rhubarb, Celery, Spinach, Beet, Onion, Beans, Cabbage, Cauliflower, Sweet Corn and Vine Seeds.

Correspondence Solicited.

WHOLESALE SEED GROWERS

We carry a reserve stock of the important varieties of

Vegetable and Flower Seeds

Try us for Quick Supply.

The W. W. BARNARD CO.
231-235 W. Madison St., Chicago

ROUTZAHN SEED CO.

Arroyo Grande, Calif.

Sweet Pea and Nasturtium Specialists.

Wholesale Growers of full list of

FLOWER and GARDEN SEEDS

TOMATO SEED

Grown for the Wholesale Seed Trade

HAVEN SEED CO.
SANTA ANA, CALIFORNIA

BURPEE'S SEEDS

Philadelphia

Wholesale Price List for Florists and Market Gardeners

There have been doubts as to whether this supply will be available this season and the high price will also probably restrict the demand to less than normal.

The present supply of grass (excluding clover), root and vegetable seeds is more than enough for home consumption and dealers already have large quantities stored owing to trade difficulties during the past two years, preventing exporting to any extent. This does not apply, however, to vegetable seeds which cannot be raised with profit and are usually imported from the United States, among others, beans, cucumber, leek, lettuce and tomato.

The development of the flower seed industry has taken place during the past decade, and noticeably during the past year, as is shown by the foregoing table. American, English and French firms, who formerly purchased flower seed from Germany have during the past two years turned to Danish strains which seem to have proven quite as good. Among the varieties grown are: Aster, bartonia, calendula, California poppy, candytuft, chrysanthemum, clarkia, cynoglossum, forget-me-not, godetia, gypsophila, larkspur, lupinus, mignonette, nasturtium, nigella, pansy, poppy, strawflower and sweet alyssum.

Bulbs of tulip and hyacinth were first imported from Holland about 12 years ago, and the acclimated strains have proved unusually good for forcing purposes. The home market now consumes all the available supply, but it is hoped soon to have a surplus for export of a quality that will rival the Dutch originals. As the flowers are grown only for seed or bulb production there are extensive fields of them in bloom during the whole summer. The tulip fields in the spring are especially noteworthy and attract many sight-seers.

Official statistics regarding the Danish seed exports are meager, but the following figures showing the business done by the largest firm in the district (and in Scandinavia) should convey a good idea of the seed situation here, now and before the present economic unrest. In 1914, about one-third of the firm's total output was sold in Denmark and two-thirds exported. In 1918, five times as much was sold in Denmark as was exported, a large quantity being also put in storage. But only one-eighth as much was exported in 1918 as in 1914, as during the past two years seed exports have been practically prohibited, a special license being required for such seed as was sent out. The amount of seed sold by this firm in Denmark in 1914 and 1918 was as follows:

Sold in Denmark. Seed.	1914	1918
Grass	1,350,000	1,750,000
Root	250,000	310,000
Vegetable	70,000	100,000
Flower	3,000	3,800
Total	1,673,000	2,163,800

Exported.	1914	1917	1918
Grass	2,110,000	2 0,000	150,000
Root	735,000	155,000	130,000
Vegetable	296,000	131,000	124,000
Flower	6,000	5 000	4,000
Total	3,147,000	491,000	408,000

PEDIGREE AND SELECTED STOCKS OF RUTABAGA, TURNIP, CABBAGE, SAVOY CABBAGE, BEET AND MANGEL.

KELWAY & SON

A LEADING

British Wholesale Seed Growing House

have specialized for THREE GENERATIONS in the selection and production of choice improvements in the above, as well as in many other

Vegetable, Farm Root Seeds and Flower Seeds

[Copyright Kelway.]

Rutabaga. Kelway's Perfect Model, Purple Top (New)

Write for SPECIAL PRICES, if possible giving quantities required, spot or after harvest, to

KELWAY & SON, LANGPORT, ENGLAND

Cable Address: "Kelway, Langport," Codes: A B C 5th Edition, American Seed Trade and Marconi International Code

IMPORTED SEEDS

CYCLAMEN

	Per 1000 seeds.
Persicum Giganteum Kiausch strain, white, white with carmine eye, pink	$ 8.00
Salmoneum	12.00
Rococo and **Butterfly**	10 00
Mixed Colors	8.00

PANSY SEEDS

	Per Oz.
Giant Non Plus Ultra Mixture	$7.50
Special Giant Mixture	7.50
Giant Trimardeau, mixed	3.00
Fire King, Emperor William, Golden Queen, Hortensia, red; King of the Blacks, Lord Beaconsfield, Snow White, Yellow w. black, white w. purple, each at	4.00
Large-flowered **Pansy,** mixed	1.25

Danish Seed Import
CHRIS MOSBERG
210 No. Seventh St., Minneapolis, Minn.

Mention the American Florist when writing

NEW EARLY-FLOWERING or WINTER-BLOOMING

GIANT PANSIES

An entirely new and distinct strain of Pansies. The main advantage of these new Pansies over all hitherto existing Pansies is the extreme earliness of flowering and its unusual hardiness, which enables them to withstand quite severe Winters and to bloom right on into the Summer. Sown at the same time as other Pansies, they begin flowering the early part of March or as soon as the snow is off the ground, many times having four or five large flowers to a plant, when all other Pansies are only showing buds. The flowers are large, well formed and fragrant.

14. **WINTER SUN.** Golden yellow, eye.
15. **ICE KING.** Silvery white, with eye.
16. **CELESTIAL QUEEN.** Light or sky blue.
17. **CHARM OF MARCH** Dark velvety blue.

18. **MIXED.** The above four colors with other shades and variations, 500 seeds, **25c;** 1000 seeds, **40c;** ⅛ oz., **$1.10;** ¼ oz., **$2.00;** oz., **$7.50.**

10. **KENILWORTH GIANT EXHIBITION** is the very finest complete mixture ever sent out. Seed carefully saved only from marked plants of all varieties, with the largest and best shaped flowers and richest coloring. It is impossible to convey an adequate idea of the delightful variations in color and markings of this unrivalled mixture. 500 seeds, **30c;** 1000 seeds, **50c;** ⅛ oz., **$1.35;** ¼ oz., **$2.50;** oz., **$10.00.**

12. **KENILWORTH GIANT PRIZE** is undoubtedly the largest flower and longest stemmed Pansy in the world The enormous flowers are of perfect form and of great substance. Petals overlapped and undulating. The rich colorings and markings are widely varied, some flowers being almost self-colored. 500 seeds, **30c;** 1000 seeds, **50c;** ⅛ oz., **$1.35;** ¼ oz., **$2.50;** oz., **$10.**

For description and prices of other Pansy Seed send for list.

CHAS. FROST
Kenilworth
N. J.

Mention the American Florist when writing

Atascadero Seed Company

ATASCADERO, CALIF.,
Wholesale Growers of

HIGH GRADE SEEDS

We specialize in **Beans, Carrots, Lettuce, Onions, Parsnip, Radish, Salsify, Spinach,** and **Named** and **Mixed Nasturtiums,** and **Grandiflora** and **Spencer Sweet Peas.**

Write for Our Growing Contract Price List.

Mention the American Florist when writing

General Bulb Company

(Westerbeek & Klyn, re-organ.)

110 Water St., New York, N. Y.

BUY QUALITY. IT PAYS.

Ask for our quotations on

Holland and French Bulbs

Mention the American Florist when writing

EDGAR F. HURFF

SWEDESBORO, N. J.

Grower of High-Grade Seed.
TOMATO, Pepper, Eggplant, Squash, Pumpkin, Cucumber and Watermelon Seed and Field Corn on contract.

CORRESPONDENCE SOLICITED

GARDEN SEED

Beet, Sweet Corn, Garden Beans, Onion Sets and Sweet Potatoes in variety. Also other items of the short crop of this past season, as well as a full line of Garden Seeds, will be quoted you upon application to

S. D. WOODRUFF & SONS, 82 Dey St., NEW YORK
and ORANGE, CONN.

The Everett B. Clark Seed Co.

GROWERS FOR THE TRADE

Beans, Peas, Sweet Corn, Onion, Turnip, Radish, Beet, Carrot, Spinach, Etc.

Branches: Wisconsin, Colorado, Montana, Idaho, Washington. Milford, Conn.

Otaheite Oranges

Out of 2¼-in. pots, at $10.00 per 100.

BEGONIA LUMINOSA

True stock, out of 4-in. pots, at $10.00 per 100; and

DRACAENA INDIVISA

Exceptionally fine stock, out of 4-in. pots, at $25.00 per 100.

A. L. MILLER, Jamaica, N. Y.

Seed Packets

FLOWER SEED SIZES TO CATALOGUE ENVELOPES—RETURN ENVELOPES

Brown Bag Filling Machine Co.
FITCHBURG, MASS., U. S. A.

JAMES VICK'S SONS

Growers of

Flower and Vegetable Seeds

Get the benefit of our 69 years' experience.
All seasonable varieties.
Our stocks are very complete.

ROCHESTER, N. Y. The Flower City

If you are interested in

POINSETTIAS

and four and five inch

BOSTON FERNS

for July delivery, write

GEO. A. KUHL, Wholesale Grower, PEKIN, ILL.

Before Placing Orders for

SWEET PEAS, Spencers, Grandifloras, etc., ASTERS and FLOWER SEEDS in general; TOMATO, LIMA and POLE BEANS, write

JOHN BODGER & SONS CO.,
Contract Seed Growers
LOS ANGELES, CALIFORNIA

Michell's Flower Seeds

Daisy, Double English

		Tr. pkt.	Oz.
Monstrosa Pink	¼ oz., $1.50	$0.50	
Monstrosa White	¼ oz., 1.50	.50	
Monstrosa Mixed	¼ oz., 1.25	.50	
Longfellow Pink		.40	$2.00
Snowball White		.40	2.00
Mixed		.30	1.50

Myosotis

	Tr. pkt.	Oz.
Alpestris Victoria	.25	1.00
Eliza Fanrobert	.25	1.00

Pansy Seed

Michell's Giant Exhibition, Mixed, a giant strain, which for size of bloom, heavy texture and varied colors and shades cannot be surpassed. Half tr. pkt., 30c; 50c per tr. pkt.; ⅛ oz., $1.25; $7.00 per oz. **Giant Trimardeau, Mixed.** Large flowering and choice colors. Tr. pkt., 30c; $1.50 per oz.

Giant Sorts in Separate Colors

	Tr. pkt.	Oz.
Azure Blue	$0.40	$2.75
Black Blue	.40	2.75
Emperor William, blue	.40	2.75
Hortensia Red	.40	2.75
King of the Blacks	.40	2.75
Lord Beaconsfield, purple violet	.40	2.75
Peacock, blue, claret and white	.40	2 75
Snow Queen, pure white	.40	2.75
Striped and Mottled	.40	2.75
White with Eye	.40	2.75
Pure Yellow	.40	2.75
Yellow with Eye	.40	2.75

Also all other Seasonable Seeds, Bulbs and Supplies. Send for Wholesale Catalog

Henry F. Michell Co.

518 Market St., Philadelphia, Pa

Mention the American Florist when writing

Sweet Peas for Fall Sowing

WINTER-FLOWERING
SPENCER VARIETIES

Trade Packets contain ¼ oz.

	Trade pkt.	Oz.	Lb.
Apricot Orchid. A delightful and charming shade..	$0.25	$0.65	$8.00
Asta Ohn. Identical in color and size of blossom to the popular late flowering Asta Ohn. This is sure to be the most popular lavender.....	.25	.80	10.00
Bohemian Girl. Deep pink, standard orange blush..	.20	.50	6.00
Columbia. This is the most profitable pink and white winter-flowering Sweet Pea. While it is not quite as early as the "Pink and White" (below) it produces 50 percent more flowers, a fact which every grower appreciates.....	.50	1.50	20.00
Cream. Identical in color and size of blossom to Dobbie's Cream. It has immense blossoms very frilled and duplexed.....	.20	.50	6.00
Fordhook Pink and White.	.20	.50	6.00
Heather Bell. The color is a rich but pleasing mauve, but after standing in water the color becomes a beautiful mauve lavender	.20	.65	8.00
Helen Lewis. Very fine shade of salmon pink.....	.25	.80	10.00
Hercules. Of the same lovely shade of pink as Countess Spencer. Long stem and a free producer	.25	.85	10.00
Liberty. Brilliant red.....	.20	.65	8.00
Melody. This is a deeper shade of pink than "Early Song Bird" on white ground, closely resembling Countess Spencer	.20	.65	8.00
Morning Star. Deep orange scarlet or flame color in standard, with rich orange pink wings. Under glass it is magnificent.....	.25	.85	10.00
Mrs. A. A. Skaach. Flowers bright shell pink. Sow in late fall and winter for spring blooming.....	.20	.65	8.00
Mrs. M. Spanolin. Black-seeded white.....	.20	.65	8.00
Mrs. William Sim. Apricot pink.....	.20	.65	8.00
Pink and White. Blanche Ferry type. Our strain of this is superior and we recommend it to everyone with the test confidence.....	.20	.65	8.00
President Woodrow Wilson. Magenta rose.....	.20	.65	.8.00
Rose Queen. A splendid commercial pink, best seller on Chicago market. Sow in summer for winter blooming	.30	.90	12.00
Song Bird. The flower is the same color as Florence Moore Spencer and a bit lighter than Elfrida Pearson	.20	.65	8.00
Songster. Giant early lavender	.35	.80	10.00
Spring Maid. Light pink on a cream ground. It is a most effective flower and carries a great wealth of blossoms borne in fours on long stems.....	.20	.65	8.00
Snow Flake. This is the best early-flowering white-seeded Spencer. The blossoms are very large and of the best waved Spencer form. The flowers are borne in wonderful profusion on long stems.....	.25	.80	10.00
Venus. Standard white, slightly blushed pink wings	.20	.65	8.00
Warbler. Rich mauve purple.....	.25	.80	10.00
Wedgewood. Identical in color and size of blossom to the late flowering Wedgewood, and is a magnificent clear blue	.25	.80	10.00
White Orchid. White flowers of good substance....	.20	.65	8.00
Yarrawa. The color on opening is rose, changing as the flower develops to a light pink standard, tinted buff with blush wings	.20	.65	8.00
MIXED. Winter Flowering Spencers, many kinds..	.15	.50	6.50

WINTER-FLOWERING—Unwin Types.

	Oz.	¼ Lb.	Lb.
Blue Jay. Bright blue self color.....	$0.30	$1.00	$4.00
Lavender Nora. Most pleasing lavender, long stems, a splendid commercial variety.....	.30	....	....

WINTER-FLOWERING—Grandiflora Types.

	Oz.	¼ Lb.	Lb.
Anita Wehrman. Lavender.....	$0.50	$1.25	$5.00
Canary Bird. Early yellow.....	.15	.35	1.40
Christmas Countess / **Mrs. C. H. Totty..** Sky blue.....	.15	.35	1.20
Earliest of All, / **Christmas Pink** Pink and white.....	.15	.35	1.20
Christmas Prima Donna / **Mrs. F. J. Delansky....** Daybreak pink	.15	.35	1.20
Mrs. Alexander Wallace. Lavender.....	.15	.35	1.20
Christmas White / **Mont Blanc.....** / **Florence Denzer..** Pure white	.15	.35	1.20
Snowbird..... / **Burpee's Earliest White** Black-seeded white.....	.15	.40	1.40
MIXED. Winter-Flowering Grandiflora Type.....	.15	.35	1.20

Besides the varieties we list in this advertisement we will have the following Winter-Flowering Sweet Peas to offer: Miss Louise Gude, Mrs Charles Zvolanek, Scarlet Emperor, The Beauty and Zvolanek's Blue. We shall quote these as soon as definite crop reports are at hand.

CHICAGO **Vaughan's Seed Store,** NEW YORK

Yokohama Nursery Co., Ltd.
Woolworth Building,
NEW YORK CITY
IMPORTERS
Japanese Bulbs, Plants and Seeds

THE C. HERBERT COY SEED CO.
VALLEY, Douglas County, NEB.
Contract Growers of
HIGH GRADE SEEDS
Cucumber, Muskmelon, Squash and Pumpkin, Sweet, Flint and Dent Seed Corn.

Waldo Rohnert
GILROY, CAL.
WHOLESALE SEED GROWER
Specialties:
Beet, Carrot, Endive, Lettuce, Onion and Radish.
Correspondence Solicited.

R. & M. GODINEAU
SEED GROWERS
Angers, - - France
Specialties: Beets, Mangoes, Carrots, Cabbages, Celeries, Parsleys, Parsnips, Turnips.
Growing Crops Given Personal Attention.

Alonzo J. Bryan
WHOLESALE FLORIST
Abundance of Plants Always on Hand.
See our display adv. in June 7th issue.
Correspondence solicited.
WASHINGTON, NEW JERSEY

Dracaena Indivisa
Good thrifty plants for growing on from 2 inch pots, $2 50 per 100; any quantity.
Smilax, from 2-inch pots, $2.00 per 100; $18.00 per 1000.
Salvia Splendens, good strong plants from seed bed, $5.00 per 1000.
Alyssum Double Giant, 2-in. pots, $2.00 per 100.
Elmer Rawlings, Wholesale Grower, ALLEGANY, N. Y.

The Nursery Trade

American Association of Nurserymen.

J. Edward Moon, Morrisville, Pa., President; Lloyd C. Stark, Louisiana, Mo., Vice-President; Curtis Nye Smith, 19 Congress Street, Boston, Mass., Counsel; J. W. Hill, Des Moines, Iowa, Treasurer.

Forty-fifth annual convention will be held at Chicago, June, 1920.

C. B. KNICKMAN, according to rumor, will spend the remainder of the summer in Japan.

CHERRIES in Door County, Wisconsin, are suffering seriously from brown rot, but it is thought the trouble can be greatly lessened, if not entirely eliminated, by spraying.

THE new gold medal roses at the recent show of the National Rose Society of England were Miriam, H.T., exhibited by Rev. J. H. Pemberton, Havering Atte Bower, Essex, and Mrs. C. V. Haworth, H.T., exhibited by Alex Dickson & Sons, Newtownards, Ireland.

LOUISVILLE, KY.—Rudolph Klein, formerly employed by the F. Walker Co., well known florists here, and at one time prominent in the nursery business, was found in a demented condition, July 18, and his relatives notified. When taken in charge by the police, he was carrying more than $500 in cash and bank books showing deposits of nearly $10,000. He has a farm at Crestwood, this state, and owns other valuable securities.

International Apple Shippers' Association

The committee in charge of the convention of the International Apple Shippers' Association, which will be held at Milwaukee, Wis., August 12-15, is making elaborate preparations for the entertainment of the delegates and guests, among whom it is expected there will be visitors from every state in the Union and many from Canada, England, Scotland and several from Scandinavia. Many topics of trade interest will be discussed, particularly those which affect the interests of the public from a distribution viewpoint. Many speakers of wide reputation will be in attendance, one of whom, probably the best known, being Representative Julius Kahn of California, who will have for his topic, "Problems of Reconstruction."

E. O.

Pacific Coast Ass'n of Nurserymen.

The annual convention of the Pacific Coast Association of Nurserymen, held at Portland, Ore., July 10, proved an interesting session. A feature of the meeting was lively discussion of the plant quarantine order of the federal horticultural board, the majority of the members indorsing the measure and indicating their opinion that the time was now at hand when the trade should begin growing its product and no longer depend on foreign sources of supply. The matter of educating the public to ornamentation and landscaping was another matter discussed and a committee was appointed to co-operate with the Oregon Agricultural College to this end. The shortage of stock existing and the possibility of securing a supply sufficient for requirements, and the question of higher prices, were the text of the reports of several committees. It was contended that the demand on the coast has more than doubled and that dealers cannot begin to supply present needs.

At the election of officers, the association established a precedent in the election of a woman president to guide the organization during the ensuing year. She is Mrs. R. Day, of Spokane, Wash., well known as manager of the Overman Nursery in that city. C. A. Tonneson, Tacoma, Wash., was re-elected secretary-treasurer, and vice-presidents were selected as follows: Fred W. Day, Yakima, Wash.; A. Brownell, Portland, Ore.; M. R. Jackson, Fresno, Calif.; C. A. T. Atwood, British Columbia; C. T. Hawkes, Caldwell, Ida., and B. H. Bower, Provo, Utah. Spokane, Wash., was chosen as the place of the 1920 convention.

The visitors were entertained at luncheon by H. A. Lewis of the Russellville Nurseries, after which there was a trip to Laurelhurst to inspect the evergreens, and later a visit to the pansy gardens of E. J. Steele.

H. C. T.

American Ass'n of Park Superintendents

The twentieth annual convention of the American Association of Park Superintendents will be held at Hartford, Conn., August 26-29, with headquarters at the Allyn house, the first two days, while the third day's programme will be carried out at New Haven, with headquarters at the Hotel Garde.

The first session will be called to order at 9:00 a. m. on Tuesday, the visitors being welcomed to the city by Mayor Richard J. Kinsella with a response by President J. F. Foster. Following the business meeting the party will leave for an inspection of the Hartford parks with a sheep bake at Goodwin Park and in the afternoon Keney and Elizabeth parks will be visited, with a luncheon at the latter and addresses by Charles E. Gross on the "City Park System of Hartford," and H. H. Goodwin on "The History and Development of Keney Park." The evening will close with a visit to the dance floor at Colt park.

At 8 o'clock on the morning of the second day, the delegates will leave headquarters for New Britain, visiting Walnut Hill park in that city, thence to Meriden, where luncheon will be served at the state park on West Peak, following which an inspection will be made of Hubbard and Brookside parks and the swimming pool, then to Wharton Brook park in Wallingford, with supper at North Haven, followed by an address on "The State Parks of Connecticut," by A. M. Turner.

On Thursday, the last day of the meeting, the business session will be called to order at 9:00 a. m. headquarters being at the Hotel Garde, New Haven, to which city the visitors will be welcomed by Mayor A. D. Fitzgerald. There will be an inspection of the city park system with luncheon at the summit of East Rock. Features of the closing day's programme will be addresses by Theodore S. Woolsey, president of the park commissioners of New Haven, and by Colonel N. G. Osborn.

HOTEL ACCOMMODATIONS.

Headquarters, Hartford, Allyn house, corner of Asylum and Trumbull streets. Room, without bath, $2 and upwards; room, with bath, $4 and upwards.

Headquarters, New Haven, Hotel Garde, opposite Union station. Room, with bath, $2.50 per person; single room, without bath, $2.

THE

Storrs & Harrison Co.

PAINESVILLE NURSERIES

Catalogues and Price Lists Free on Application.

PAINESVILLE, - OHIO

Mention the American Florist when writing

Hill's Evergreens

BEST FOR OVER HALF A CENTURY

Small, medium and large sizes supplied. Price list now ready.

The D. Hill Nursery Co.

Evergreen Specialists — Largest Growers in America

Box 404. DUNDEE, ILL.

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For the Best New and Standard

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PEACOCK DAHLIA FARMS,

P. O. Berlin, N. J. Williamstown Junc., N. Y.

Mention the American Florist when writing

SNOW QUEEN CANNA

Awarded Certificate of Merit at S. A. F. & O. H. New York Convention. And 100 other notable kinds. Always ask for

SWASTIKA BRAND CANNAS.

The CONARD & JONES CO. — Robert Pyle, Pres.

WEST GROVE PENN'A. — Ant. Wintzer, Vice-Pres.

Mention the American Florist when writing

Plant Propagation, Greenhouse and Nursery Practice.

By M. G. Kains.

342 pages, illustrated. Price $1.75.

American Florist Co.

440 S. Dearborn St., Chicago

IBOLIUM The new Hybrid **HARDY PRIVET.** (L. Ibota x Ovalifolium)

To be sent out in the Fall of 1919. More about it later.

THE ELM CITY NURSERY CO., WOODMONT NURSERIES, Inc', Introducers of BOX-BARBERRY NEW HAVEN, CONN.

GERANIUMS

A special lot of as fine stock as any one could want
2½ inch Rose pots.

	100	1000
1500 **Ricard**	$5.00	$45.00
1500 **Poitevine**	5 00	45.00
500 **S. A. Nutt**	4.00	35.00

GENISTAS

1500 fine well grown stock, 3 inch pots ... 15 00 120.00
Will make extra fine Easter stock.

Asparagus Plumosus

3½ inch, very heavy, as good as 4 inch, $10.00.

C. U. LIGGIT

Office: 303 Bulletin B dg., Philadelphia, Pa.

Gardeners' Convention at Cleveland.

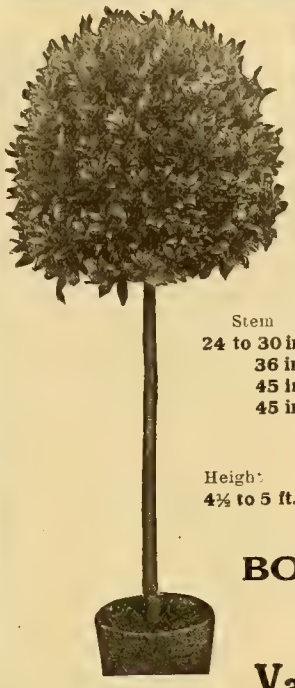
The plans for the annual convention of the National Association of Gardeners to be held in Cleveland, O., August 26-28, are nearly completed. The Hollenden hotel has been selected as the association's headquarters and convention meeting place. Tuesday forenoon and afternoon, and Wednesday and Thursday forenoons, will be devoted to business. On Tuesday evening, J. Otto Thilow, Philadelphia, Pa., will deliver his lecture on "The Flora of Hawaii," to which the public will be invited. On Wednesday evening, the annual banquet will take place. The local committee comprising R. F. Brydon, W. E. Cook, J. Fisher, R. Poole, T. M. Rowe, H. P. Rapley, J. Hamilton and A. Brown, appointed by President Robert Weeks, is providing the entertainment features for the visiting members and friends.

Among the business to be brought before the convention will be the proposed co-operation between the country estate owners and the national association; the future policy and operation of the service bureau, maintained by the association; the practicability of providing examinations for members of the profession; the question of how young men can be induced to take up the gardening profession.

Among the speakers will be Sidney S. Wilson, vice president of the Associated Advertising Clubs of the World and former president of the Cleveland Advertising Club, who will talk on "How Can the Gardener Best Advertise His Profession?", and Edwin Jenkins, of Lenox, Mass., on "How Can We Interest the Young Men In Our Profession?" Quarantine Bill No. 37 will be discussed by a speaker to be announced later.

Members should not delay in making reservations for hotel accommodations, and should apply to James Fisher, chairman, hotel reservations committee, 10504 St. Clair avenue, Cleveland, O.

RICHMOND, IND.—With the purchase of the range of Louis Knopf, which covers 60,000 square feet of ground, and the erection of five new houses, the Joseph H. Hill Co., is now one of the largest establishments in the eastern part of this state, the total area now being 300,000 square feet.



BAY TREES

New Stock, Scarce

Now Ready. F. O. B. Chicago

Standards.

Stem	Crown	Per Pair	Stem	Crown	Per Pair
24 to 30 in.	30 to 32 in.	$24.00	48 in.	32 to 34 in.	$32.50
36 in.	24 to 28 in.	22.00	48 in.	36 to 38 in.	45.00
45 in.	20 in.	23.00	48 in.	40 to 42 in.	50.00
45 in.	30 in.	25.00	48 in.	46 to 48 in.	60.00

Pyramids.

Height	Base	Per Pair	Height	Base	Per Pair
4½ to 5 ft.	22 to 24 in.	$23.00	5½ to 6 ft.	24 in.	$25.00

Crating (if ordered) extra at cost.

		Each
BOXWOODS PYRAMIDS	30 inches high	$2.25
	42 inches high	4.50
	48 inches high	5.00

Packing at cost. Tubs 50 to 75 cents extra.

Standard Bay Tree.

Vaughan's Seed Store, Chicago

Mention the American Florist when writing

Poinsettias

True Type. 2½-in. Pot Plants.

July delivery..... $10 00 per 100; $90.00 per 1000
August delivery ..... 8.0 0 per 100; 75.00 per 1000
September delivery . 8.00 per 100; 75.00 per 1000

A. F. LONGREN,
4249 West Monroe St.; CHICAGO, ILL.

Mention the American Florist when writing

Robert Craig Co...

High Class PALMS
and Novelties in Decorative Plants.
Market and 49th Sts., Philadelphia, Pa.

Mention the American Florist when writing

CHRYSANTHEMUM SPECIALISTS

Elmer D. Smith & Co.
Adrian, Mich.

Mention the American Florist when writing

CHAS. H. TOTTY

MADISON, NEW JERSEY

WHOLESALE FLORIST

Chrysanthemum Novelties My Specialty

GERANIUMS

S. A. Nutt in almost any quantity for July a few for August and none for September or early October; so it is wise to make yourself safe by buying right now.

Price $15.00 per 1000 with postage added if by parcel post. Please state which, post or express.

ALBERT M. HERR, LANCASTER, PA

CARNATIONS R. C.

LADDIE

$75.00 per 1000.
Orders booked now for January 1920 delivery.

F. DORNER & SONS CO.
LAFAYETTE, - - - INDIANA

Mention the American Florist when writing

Jos. Heacock Co.,

Wyncote, Pa.

Grower of Kentias.

Mention the American Florist when writing

Orchids

If you want Orchids for any purpose whatever, we solicit your inquiries and others for same. We do not grow or handle anything else but orchids. Special lists on application.

LAGER & HURRELL, Summit, N. J.

Market Gardeners

Vegetable Growers' Association of America.

H. W. Selby, Philadelphia, Pa., President; C. W. Waid, Grand Rapids, Mich., Vice-President; S. W. Severance, Louisville, Ky., Secretary; Eugene Davis, Grand Rapids, Mich., Treasurer.

Next annual convention will be held at Detroit, Mich., September 9-12, 1919.

DANVILLE, KY.—The most terrific hailstorm in the history of this city resulted in damage to corn and tobacco crops aggregating thousands of dollars, July 18.

Prices of Indoor Fruits and Vegetables.

Chicago, July 22.—Cucumbers, 2-dozen boxes, $1.50; celery, Michigan, crate, 60 to 75 cents; leaf lettuce, per tomato box, 15 to 25 cents; radishes, per 100 bunches, $1.50; tomatoes, 4 baskets, 75 cents to $1.00.

New York, July 21.—Celery, per doz. roots, 35 cents to $1.60; cucumbers, 90 cents to $1.25 per dozen; mushrooms, $1.25 to $3.00 per three-pound basket; tomatoes, per pound, 10 to 25 cents; lettuce, per package, 50 cents to $1.25; radishes, per 100 bunches, $1.50 to $2.50.

Cabbage Yellows.

The disease commonly known as cabbage yellows is again raising havoc in Ohio. As far as we know today, it is hard to control, as it does not yield to external remedies. Wisconsin growers have proved that it can be avoided by breeding resistant strains. This would prove our theory, and also verify our experience, that it is a mistake to import seeds from far-away countries having entirely different climatic conditions. Some years ago, we had a very even, cool summer and the yellow never appeared. But last year and this year, we had intensely hot weather in June, which seems to bring out the malady into full effect. This season our early cabbage field is on rolling land, and on the high spots we suffered some loss, while on the lower and cooler parts, only a small fraction showed effects. Also, we have noticed that mechanical watering is a big check to the disease. We have made money on cabbage this year and last year, while others reported big losses, but we showered our fields almost constantly after plants started to head. It seems they enjoy this cooling-off process. As a preventative, we use fresh soil in the seed and plant beds and rotate crops in the fields. We also know that varieties differ greatly in resistance. Copenhagen Market is easily affected and Enkhuizen less so. Charleston Wakefield being stronger, is better than Jersey Wakefield. Some of our American early varieties are better than Copenhagen Market. Fertilizer also leaves some effect. Potash and nitrate soda stimulate rapid growth, which together with mechanical watering often will put a crop on the market that would have succumbed to slower methods. The disease, as is the case with many other things, acts as a blessing in disguise to some of us. We used to discard the early cabbage crop owing to low prices and slow sales; but now at eight cents per pound and a 90 per cent stand, we think different. We must remember the old saying, that "It's an ill wind that does not blow somebody good."

MARKETMAN.

Late Commercial Potato Crop.

The bureau of crop estimates of the United States department of agriculture, in a report based on conditions July 1, referring to the late or winter potato crop, states it is too early to make any reliable estimates on quantity but that the acreage in nearly all states is from five to 10 per cent less than in 1918. In Maine, the total commercial crop will probably be eight to 10 per cent less than last year with an estimated acreage of 100,000. The acreage in New York, from present indications, will show a decrease of eight per cent, due to high cost of and scarcity of labor at planting time. Weather conditions have not been favorable and bugs are worse than usual. The New Jersey condition is only fair with acreage less than last year. The stand is uneven and the seed germinated poorly. The acreage in Pennsylvania shows a decline in all sections. Conditions have been unfavorable, the stand is uneven and bugs plentiful. Ohio from present outlook, will have its usual acreage, with the yield about 85 per cent of normal. Michigan reports a good stand on a 95 per cent acreage, with planting not quite finished July 1. Some damage is reported from grasshoppers in the northern sections and there is a general infestation of bugs. Condition on the above date was placed at 92 per cent of normal. Almost identical conditions apply to the crop in Wisconsin. North Dakota districts are showing well above the average, as to acreage, but not quite up to normal production due to a general infestation of bugs. The Red River section will probably have an acreage equal to that of 1918. Reports from South Dakota indicate acreage about four per cent greater than last season. Minnesota also indicates a gain of seven per cent. The stand in all sections is good and growth has been excellent. Some damage from bugs is reported but the crop generally is clean and very little disease is apparent. Northwestern Nebraska, which produces 88 per cent of the commercial crop of the state, reports an estimated acreage of 44,358 as compared with 48,700 in 1918. Condition July 1 was placed at 95 per cent. The few counties in Iowa, notably Mitchell, will produce a slight excess over last year. In Indiana and Illinois, where the crop is principally sold in local markets, the acreage in the first named is estimated at 75 per cent, while the latter shows 93 per cent.

In the western states, Washington, which grows a great many commercial potatoes, especially in the Yakima valley, will have an acreage of 93 per cent, compared with last year while the state as a whole promises eight per cent less than at that time and fully that amount below the normal average. Condition and stand are very good and 90 per cent of normal yield may be expected. Idaho, another important commercial potato state, reports a normal acreage and eight per cent better than in 1918. Present conditions indicate a yield per acre of about 80 per cent of normal. Montana promises about 94 per cent of the usual acreage with a 71 per cent yield. The condition was severely damaged by drought during June and unless favored by heavy rains, there will be a considerable reduction in July. Oregon acreage is 88 per cent of last year's and 13 per cent below normal. Growing conditions have been favorable and there is a promised yield of better than 90 per cent. Wyoming appears five per cent below last year but the yield per acre will not exceed 70 per cent due to dry, hot weather and little rain. There has been considerable damage from Colorado weevil, dry rot and bugs and from grasshoppers in the higher elevations. Colorado, one of the important producing states indicates a decrease of nine per cent below 1918. In the Greeley district the acreage is not over 75 per cent and the stand poor. Pests are numerous and the condition of the crop for the state generally is very unsatisfactory.

Vegetable Markets.

Very weak conditions with declining prices marked the period, July 15-21, according to reports received by the United States department of agriculture. Potatoes held firm, however, at the previous week's prices, weakening slightly in the middle west, but closing steady. Eastern shore of Virginia Cobblers averaged from $5.50-$6.75 during the week and closed at $6.25-$6.75 at shipping stations. Eastern markets quoted $6-$7, with Boston and Pittsburgh 50 cents higher. The west closed at an average of $7-$7.50. Kentucky Cobbler shipments were light, averaging $3.40-$3.75 per 100 pounds and closed somewhat weak at shipping points at $3.10-$3.50. Consuming markets ranged $3.65-$4.35 with middle-western markets somewhat draggy. Kansas Early Ohios sold slowly at shipping points at a range of $2.50-$3.60. Norfolk Cobblers were steady at $6-$6.75 in eastern markets, but North Carolina Cobblers were weak at $5.75-$6.25. Onion conditions were dull, both in shipping and consuming markets. Kentucky stock was shipped at an average of $4.25-$5 per 100 pounds. Shipments were light. Consuming markets ranged $4.50-$6.50, and closed at $4.50-$5.50. Chicago was lower at $3.75-$4.25. Shipments of Iowa Yellow Globe began at $5-$6.25 and closed 50 cents lower. Virginia yellow varieties sold in eastern markets at $2.50-$3.25 per bushel hamper. California yellows were shipped at $2.75-$3.50 and averaged $5.50-$6.50 in middle western sections. Tomato prices at New Jersey shipping points closed at 75 cents. Tennessee shipped at 80 cents. Market quotations showed a wide range of 65 cents to $1.80.

Hackensack, N. J.

Henry Weissmann, of the House of Flowers, recently arranged a noteworthy decoration on the "historic green." The occasion was the "welcome home" celebration for the Hackensack soldiers that were "over there." There was a triumphal arch, in which thousands of natural flowers were used. Around the base of the monument to the soldiers of the civil war, there was a fine display of blooming plants. This decoration for such an occasion was particularly noteworthy as compared with "decorations" we have noticed in some other cities, where shoddy imitations of medieval art have been set up, having no possible bearing on the event at hand.

A. F. F.

"Market Gardening"

An elementary text book containing 102 pages, 5x7, with 36 illustrations, by F. L. Yeaw, manager of the Oasis Farm & Orchard Co., Roswell, N. M.

Cloth Bound, 75 Cents.

American Florist Co.

440 S. Dearborn St., CHICAGO

Ready Reference Section.

12 CENTS, NET, PER LINE.

ALYSSUM.

Alyssum, Double Giant, 2-inch, $2.00 per 100. Elmer Rawlings, Allegany, N. Y.

ASPARAGUS.

Asparagus Plumosus. 3½-in., very heavy and as good as 4-in., $10 per 100. C. U. Liggit, 303 Bulletin Bldg., Philadelphia, Pa.

ASPIDISTRAS.

Aspidistra, green, 10-in. tubs, 20 to 24-in. high, $5 to $8; 12-in. tubs, 22 to 28-in. high, $8 to $10 each. Vaughan's Seed Store, Chicago and New York.

BAY TREES.

Bay Trees. New stock, now ready. F. O. B. Chicago. For sizes and prices see display advertisement elsewhere in this issue. Vaughan's Seed Store, Chicago and New York.

BEGONIAS.

Begonias. Xmas Red and Prima Donna, $6.00 per 100; $50.00 per 1,000. Wm. F. Kasting Co., Buffalo, N. Y.

BOXWOOD.

Boxwood. Pyramids and globe shaped. For sizes and prices see display advertisement elsewhere in this issue. Vaughan's Seed Store, Chicago and New York.

BULBS.

Bulbs. American grown. Large size bulbs that will bloom. Princeps, single nose, $10; double nose, $15; Emperor, single nose, $20; double nose, $30 per 1000. Buy from grower. Ship August or September. Terms cash f. o. b. Portsmouth, Va., buyer's risk. COTTON FLORAL CO., 333 High St., Portsmouth, Va.

Bulbs. Freesia Purity (Improved), ½-⅝-inch, $8.50 per 1,000; ⅝-¾-inch, $13.50 per 1,000. Calla Lily, 1½-2-inch, $9 per 100. McHutchinson & Co., 95 Chambers St., New York.

Bulbs. Holland and French. Ask for our quotations. General Bulb Co., 110 Water St., New York.

CALADIUMS

Caladiums, fancy leaved, 3-inch pots, each, 35c; doz., $3.50. Vaughan's Seed Store, Chicago and New York.

CARNATIONS.

FIELD-GROWN CARNATION PLANTS.
Fine large bushy stock.
Alice—$8.00 per 100; $75.00 per 1,000.
WIETOR BROS.,
30 East Randolph Street, Chicago.

Carnations, rooted cuttings, Laddie, $75 per 1,000. F. Dorner & Sons Co., Lafayette, Ind.

CHRYSANTHEMUMS.

POMPONS.
AN EARLY VARIETY OF DOUBLE WHITE FLOWERS READY ABOUT OCTOBER 15TH.
This Pompon is the only early white on this market, and has the field to itself. Plants, 2½-in. pots, $5.00 per 100.
BASSETT & WASHBURN,
178 N. Wabash Ave. Chicago

POMPONS
Golden Wedding, 800 Diana, 200 Astor, 150 Quinola 500 Golden Climax 75 Buckingham, 75 Baby, 100 Mendota, $2.50 per 100.
WIETOR BROS.,
Wholesale Florists
30 East Randolph St., Chicago

Chrysanthemums in all leading varieties. Write for list. Elmer D. Smith & Co., Adrian, Mich.

CYCLAMEN.

Cyclamen, 3½-in., fine stock, $30.00 per 100. A. Henderson & Co., 166 N. Wabash Ave., Chicago.

DAHLIAS.

Dahlias. Best new and standard varieties. Peacock Dahlia Farms, Williamstown Jct., N. J.

DRACAENAS.

Dracaena Indivisa, 4-in., $1.50 per doz.; $12.00 per 100; 5-in., $3.75 per doz.; $30.00 per 100; 6-in., $6.00 per doz.; 7-in., $7.20 per doz. George Wittbold Co., 745 Buckingham Place, Chicago.

Dracaena Indivisa. Good thrifty plants from 2-in.. pots, $2.50 per 100. Elmer Rawlings, Allegany, N. Y.

FERNS.

Ferns. Bostons, 8-in., $1.00; 9-in., $2.00 each. Fine stock ready for immediate shipment. George Wittbold Co., 745 Buckingham Place, Chicago.

Ferns. A splendid lot for immediate shipment. For varieties and prices see advertisement on front cover page of this issue. F. R. Pierson, Tarrytown, N. Y.

Ferns. Boston, 5-in., 35c; 6-in., 50c; Whitmani, 5-in., 45c. These are strong, bushy plants and good color. PETERSON FLORAL CO., Gibson City, Ill.

Fancy Ferns, special picked. C. A. Kuehn, 1312 Pine St., St. Louis, Mo.

FREESIAS.

Freesias, California, Purity (Improved), ⅜-½-in., $5.00; ½-⅝-in., $8.50; ⅝-¾-in., $12.50 per 1000. Purity (Improved), Vaughan's Special Strain, ⅜-½-in., $6.00; ½-⅝-in., $10.00; ⅝-¾-in., $15.00 per 1000. Vaughan's Seed Store, Chicago and New York.

FREESIAS.

Freesia Purity. ⅜ to ½-in., $6; ½ to ⅝-in., $9.50; ⅝ to ¾-in., $15; ¾-in., $18 per 1,000. American Bulb Co., 172 N. Wabash Ave., Chicago.

GENISTAS.

Genistas. Fine well grown stock, 3-in. pots, $15 per 100, $120 per 1000. C. U. Liggit, 303 Bulletin Bldg., Philadelphia, Pa.

GERANIUMS.

Geraniums. Fine 2-in. stock, ready for immediate shipment. Beauty Poitevine, Alph. Ricard, Abbie Schaffer, Miss F. Perkins, etc., $2.75 per 100; $25.00 per 1,000. R. Vincent, Jr., & Sons Co., White Marsh, Md.

Geraniums. A special lot of fine stock, 2½-in., Ricard and Poitcoine, $5 per 100; $45 per 1000; S. A. Nutt, $4 per 100, $35 per 1000; C. U. Liggit, 303 Bulletin Bldg., Philadelphia, Pa.

Geraniums, 75,000 at reduced price. Nutt, Castellane and others; extra strong plants, 4-in, 12½c; 3½-in., 9c; 3-in., 7½c; 2½-in., 4½c; 2¼-in., 3½c. L. J. ROWE, Titusville, Pa.

Geraniums. S. A. Nutt, $15.00 per 1,000. Albert M. Herr, Lancaster, Pa.

IVIES.

Hardy English Ivy. Good strong 2-in. stock, $2.50 per 100; $22.50 per 1,000. R. Vincent, Jr., & Sons Co., White Marsh, Md.

KENTIAS.

Kentia Belmoreana. Average in 3 and 4 leaves, good strong plants out of 2¼-in. pots at $15.00 per 100. Prices on larger quantities on application. J. H. FIESSER, 711-741 Hamilton Ave., North Bergen, N. J.

MAGNOLIA LEAVES.

Magnolia leaves; non-mouldy, flexible and of uniform size, $2.00 per carton; in 100-lb. cases, $22.00 per case. Ove Gnatt Co., La Porte, Ind.

ORCHIDS.

HASSALL & CO., orchid growers and raisers, Southgate, London, England. Cattleyas, Laellio-Cattleyas our specialty. One trial order solicited.

Orchids of all kinds, established and semi-established. Lager & Hurrell, Summit, N. J.

PALMS.

Palms. Kentia Forsteriana and Belmoreana and Lantania. For sizes and prices see display advertisement elsewhere in this issue. George Wittbold Co., 745 Buckingham Place, Chicago.

Palms. Phoenix Roebelenii. 10-in. and 12-in. tubs, 30 to 36-in. high, 30 to 36-in. spread, $15.00 to $20.00 each. Vaughan's Seed Store, Chicago and New York.

Palms, high class, and novelties in decorative plants. Robert Craig Co., Market and 49th Sts., Philadelphia, Pa.

If You Do Not Find What You Need In Our Ready Reference Department, Write Us About It.

POINSETTIAS.

Poinsettias, true type. 2½-in. pot plants. For prices see display advertisement elsewhere in this issue. A. F. Longren, 4249 W. Monroe St., Chicago.

Poinsettias, true type, 2½-in. pot plants, $10.00 per 100. A. Henderson & Co., 166 N. Wabash Ave., Chicago.

Poinsettia. Ready now. Thrifty young stock, 2¼-in. pots, $8.00 per 100; $70.00 per 1000. The Storrs & Harrison Co., Painesville, O.

PRIMULAS.

PRIMULAS.

	100	1000
Obconica, heavy 2¼-in.; ready now on through August in variety....	$5.00	$45.00
Kewensis, 2¼-in., ready in Aug....	4.00	37.50
Malacoides, 3 vars. 2¼-in., ready in Aug.	5.00	45.00
Chinensis, 7 vars., 2¼-in., ready in Aug.	5.00	45.00
Cinerarias, 2¼-in., ready in Aug...	5.00	45.00
Calceolarias, 2¼-in., ready in Aug...	5.00	45.00

All stock sold up to time noted above.

Book your order now to be assured of first-class stock. All stock wrapped in moss to insure carrying through in case of delay. Cash with order.

JOS. H. CUNNINGHAM
DELAWARE "The Primrose Man" OHIO

Primula Obconica. Assorted, ready now, $6.00 per 100; $50.00 per 1,000. Wm. F. Kasting Co., 568-570 Washington St., Buffalo, N. Y.

ROSES.

ROSE PLANTS.

		100
500	Sunburst, 4-inch	$15.00
500	Aaron Ward, 4-inch	15.00
500	My Marylands, 4-inch	15.00
500	Ophelia, 4-inch	15.00
500	Columbia, 4-inch	17.00
250	Milady, 4-inch	15.00
100	Mrs. Winnette, 3-inch	10.00

ELI CROSS,
Grand Rapids, Mich.

ROSE STOCK.
Good 2½-in. plants.

	100	1000
Sunburst	$5.00	$45.00

GEORGE REINBERG,
162 N. Wabash Ave. Chicago

Roses, own root, 3-in. For varieties and prices see advertisement on front cover page of this issue. A. N. Pierson, Inc., Cromwell, Conn.

Winter-flowering roses. For varieties and prices see advertisement on front cover page of this issue. F. R. Pierson, Tarrytown, N. Y.

SEEDS.

Seeds, High Grade. We specialize in beans, carrot, lettuce, onion, parsnip, radish, salsify, spinach, named and mixed nasturtiums, and Grandiflora and Spencer Sweet Peas. Atascadero Seed Company, Atascadero, Calif.

Seeds. Burpee's Sweet Peas. Best winter flowering Spencers for Florists. For varieties and prices see display advertisement elsewhere in this issue. W. Atlee Burpee Co., Philadelphia, Pa.

Seeds. Sweet Peas for fall sowing. Spencer, Unwin and Grandiflora types. For varieties and prices see display advertisement elsewhere in this issue. Vaughan's Seed Store, Chicago and New York.

Seeds. Specialties in variety. Onion, carrot, beet, radish and parsnip. Contract prices mailed on request. R. C. McGill & Co., wholesale seed growers, San Francisco, Calif.

SEEDS.

Seed. Michell new crop flower. For varieties and prices see display advertisement elsewhere in this issue. Henry F. Michell Co., 518 Market St., Philadelphia, Pa.

Seeds. Cyclamen, pansy and sweet pea. For varieties and prices see advertisement on front cover page of this issue. S. S. Skidelsky & Co., 50 Park Place, New York.

Seeds. Pedigree and selected stocks of rutabaga, turnip, cabbage, Savoy cabbage, beet and mangel; flower seeds. Write for special prices. Kelway & Son, Langport, Eng.

Seeds. New early-flowering or winter-blooming giant pansies. For varieties and prices see display advertisement elsewhere in this issue. Chas. Frost, Kenilworth, N. J.

Seeds. Imported cyclamen, persicum and pansy. For varieties and prices see display advertisement elsewhere in this issue. Danish Seed Import, 210 No. 7th St., Minneapolis, Minn.

Surplus Stocks.

The new plant quarantine gives greatly increased value to many kinds of surplus stock heretofore considered of little account, especially bulbs and plants.

You can quickly turn such surpluses into cash by advertising here.

Seeds. Contract growers of cucumber, cantaloupe, watermelon, squash and pumpkin seed; sugar, flint and field corn. J. C. Robinson Seed Co., Waterloo, Neb.

Seeds. Tomato, pepper, eggplant, squash, pumpkin, cucumber and watermelon seed and field corn on contract. Edgar F. Hurff, Swedesboro, N. J.

Seeds. Contract growers of cucumber, muskmelon, squash and pumpkin; sweet flint and dent corn. The C. Herbert Coy Seed Co., Valley, Neb.

Seeds. Sweet, flint and dent corn, cucumber, musk and watermelon, pumpkin and squash. Western Seed & Irrigation Co., Fremont, Neb.

Seeds, specialties: Pepper, eggplant, tomato, vine seed and field corn. George R. Pedrick & Son, contract seed growers, Pedricktown, N. J.

Seed. Beet, sweet corn, bean, onion sets, potato. Prices will be quoted upon application. S. D. Woodruff & Sons, 82 Dey St., New York.

Seeds. Growers for the trade: Beans, peas, sweet corn, onion, turnip, radish, beet, etc. The Everett B. Clark Seed Co., Milford, Conn.

Seeds, Peas, beans, corn and vegetable of all kinds in quantity and of highest quality. Jerome B. Rice Seed Co., Cambridge, N. Y.

SEEDS.

Seeds. Wholesale field and garden seeds. J. Bolgiano & Son, Light, Pratt and Ellicott Sts., Baltimore, Md.

Seeds. Specialties: Lettuce, onion, sweet peas, aster, cosmos, mignonette, verbena in variety. Waldo Rohnert, Gilroy, Calif.

Seed. Vegetable and flower, of every description. The W. W. Barnard Co., 231-235 W. Madison Street, Chicago.

Seeds. Garden of all kinds. Write for catalogue. Everette R. Peacock Co., 4013 Milwaukee Ave., Chicago.

Seeds. Specialties: Beets, mangoes, carrots, cabbages, celeries, parsley, parsnips, turnips. R. & M. Godineau, Angers, France.

Seed. Flower and Garden seeds. Sweet pea, and Nasturtium a specialty. Routzahn Seed Co., Arroyo Grande, Calif.

Seeds. Growers of selected stocks of onion, lettuce, radish, carrot, sweet peas, etc. C. C. Morse & Co., San Francisco, Calif.

Seeds. Flower and vegetable. All seasonable varieties. Stocks are very complete. James Vick's Sons, Rochester, N. Y.

Seeds. Wholesale price list for florists and market gardeners. The W. Atlee Burpee Co., Philadelphia, Pa.

Seeds. Tomato, grown for the wholesale seed trade. Haven Seed Co., Santa Ana, Calif.

Seed. For the wholesale trade only. Braslan Seed Growers' Co., San Jose, Calif.

Seed. Flower, vegetable and farm. Wholesale only. Kelway, Langport, England.

Seeds. Bean growers for the wholesale trade. Henry Fish Seed Co., Carpinteria, Calif.

Garden Seeds. All varieties. I. N. Simon & Son, 438 Market Street, Philadelphia, Pa.

Seeds. Pea and bean. Alfred J. Brown Seed Co., Grand Rapids, Mich.

Seeds which succeed. Get quotations from Landreth, Bristol, Pa.

Sweet corn seed. Grown exclusively by The W. C. Pressing Seed Co., Norwalk, Ohio.

SOLANUM

Cherries, Cleveland, 2½-in., $8.00 per 100; New Yellow, Orange Queen, 2¼-in., $10.00 per 100. Wm. F. Kasting Co., 568-570 Washington St., Buffalo, N. Y.

STEVIA.

STEVIA
Fine healthy stock—2-inch.
$3.00 per 100.
POEHLMANN BROS. CO.
Morton Grove Ill.

VEGETABLE PLANTS.

Celery plants, Easy Blanching, now grown exclusively by 90% of Kalamazoo growers in place of Golden Self-Blanching. Strong plants, ready for the field, $2.25 per 1,000; $6.00 per 3,000. Cash.
BRILL CELERY GARDENS, Kalamazoo, Mich.

If You Do Not Find What You Need in Our Ready Reference Department, Write Us About It

MISCELLANEOUS.

Seed packets for 1919. All packet sizes and larger bags up to two pounds or more, also catalogue, return and coin envelopes. The Brown Bag Filling Machine Co., Fitchburg, Mass.

Zenke's New Plant Life. A concentrated chemical compound containing all of the elements of plant fertilization. Per gal., $3.00. The Excell Laboratories, 115 E. South Water St., Department A, Chicago.

Imp Soap Spray. Sure insect killer. For full description and prices see display advertisement elsewhere in this issue. F. E. Atteaux & Co., Inc., Props., 176 Purchase St., Boston, Mass.

Best quality prepared Cycas, pliable perfect color and full length. 100 assorted up to 40 inches in length, $6.50. Geo. H. Angermueller Co., 1320 Pine St., St. Louis, Mo.

Seasonable stock. All high grade and healthy. For varieties and prices see display advertisement elsewhere in this issue. The Storrs & Harrison Co., Painesville, O.

Hanging baskets, plain wire, 10-in., $1.75; 12-in., $2.25; 14-in., $3.00; 16-in., $4.50. Michigan Cut Flower Exchange, 264-66 Randolph St., Detroit, Mich.

Refrigerators. Write for catalogue. Buckbinder Bros., Room 731, 11 S. La Salle St., Chicago.

Cards for all occasions. Labels, stickers, seals, tags. Printing for florists. The John Henry Co., Lansing, Mich.

Hill's Evergreens. Best for over half a century. Price list now ready. The D. Hill Nursery Co., Box 404, Dundee, Ill.

Clay's Fertilizer. Supplied by the leading nursery and seed firms. Manufactured by CLAY & SON, Stratford, London, England.

Magic fertilizers for the florist. Write for prices. Chicago Feed and Fertilizer Co., 809 Exchange Ave., U. S. Yards, Chicago.

Nursery stock of all descriptions. Catalogues and price lists free on application. The Storrs & Harrison Co., Painesville, Ohio.

The perfect weeder. Stirs up the soil and cuts out the weeds at the same time. By mail 60c. Theo. Niemoth, Estherville, Ia.

1,000 letterheads and 1,000 envelopes, $6.00. Good stock. Cash, please. Gorham Printery, Inc., 542 S. Dearborn St., Chicago.

Dreer's "Riverton Special" cedar plant tubs, all sizes. Henry A. Dreer, 714-716 Chestnut St. Philadelphia, Pa.

Catalogues. Large runs our specialty. Write for prices. Regan Printing House, 523 Plymouth Place, Chicago.

Baskets of every description. Write for catalogue. Raedlein Basket Co., 713 Milwaukee Ave., Chicago.

Dreer's Peerless Glazing Points, 1,000, 90c, postpaid. Henry A. Dreer, 714 Chestnut St., Philadelphia, Pa.

Boilers of high grade for greenhouses. Write for catalogue. Giblin & Co., Utica, N. Y.

Wizard brand manure. The Pulverized Manure Co., 32 Union Stock Yards, Chicago.

Mastica for greenhouse glazing. F. O. Pierce Co., 12 West Broadway, New York.

MISCELLANEOUS.

Glass, large stock and good prices. Sharp, Partridge & Co., Chicago.

Wired toothpicks, 10,000, $2.00; 50,000, $8.75. W. J. Cowee, Berlin, N. Y.

Greenhouse boilers. Kroeschell Bros. Co., 452 W. Erie St., Chicago.

Greenhouse glass. Baur Window Glass Co., Eaton, Ind.

Cut flower boxes. Edwards Folding Box Co., Philadelphia, Pa.

FLORISTS' SUPPLIES.

We handle a general line of florists' supplies, ribbons, chiffons and wire designs, etc. Joseph Ziska & Sons, 175 N. Wabash Ave., Chicago.

We are the largest florist supply house in the east. Send for price list. BOSTON FLORAL SUPPLY CO., 15 Otis St., Boston, Mass.

Everything the best in florists' supplies. H. Bayersdorfer & Co., 1127 Arch St., Philadelphia.

Everything in florist supplies and staples. The McCallum Co., 137 Seventh St., Pittsburgh, Pa.

Florists' supplies of all kinds. Reed & Keller, 122 W. 25th St., New York.

GREENHOUSE CONSTRUCTION.

Greenhouse construction. Builders of all kinds of greenhouses and conservatories. Plans and sketches submitted on request. A. Dietsch Co., 2642 Sheffield Ave., Chicago.

Callahan Cut-to-Fit greenhouses. Made of selected Louisiana Red Gulf Cypress, best to withstand heat and moisture. Write for booklet. Callahan Duo-Glazed Sash Co., 3921 Fourth St., Dayton, O.

GREENHOUSE CONSTRUCTION.

Greenhouse construction, cypress roof material and all greenhouse fittings. Plans and sketches submitted on request. John C. Moninger Co., 908 Blackhawk St., Chicago.

Greenhouses. Superior in construction, durable and inexpensive. Write for estimate. The Foley Greenhouse Mfg. Co., 3100 S. Spaulding Ave., Chicago.

Greenhouse construction. Write us for an estimate and sketch on your proposed greenhouse. Ickes-Braun Mill Co., 2340 Wabansia Ave., Chicago.

Pecky Cypress, drop siding, ship lap, flooring, white cedar posts, etc., everything in lumber. Adam Schillo Lumber Co., 1506 Kingsbury St., Chicago.

Greenhouse lumber, hotbed sash, pecky cypress, square red cedar posts. Lockland Lumber Co., Lockland, Ohio.

Greenhouse glass, paints and putty. It will pay you to get our estimates. The Dwelle-Kaiser Co., 251 Elm St., Buffalo, N. Y.

Sash operators and greenhouse fittings. Write for catalogue. Advance Co., Richmond, Ind.

LABELS.

WOOD LABELS for nurserymen and florists. The Benjamin Chase Co., Derry Village, N. H.

POTS AND PANS.

We have a half million pots in the following sizes that we will dispose of at less than regular prices: 2¼-in., $5.53; 2½-in., $6.50; 3-in., $8.45; 3½-in., $10 40; 4-in., $13.00 per 1,000. less 25 per cent. No charge for packing. THE GEO. WITTBOLD CO., 745 Buckingham Place, Chicago.

Nebraska red pots. Made of high grade material by skilled workmen in a modern plant. Write for prices. Kahler Pottery Co., Omaha, Neb.

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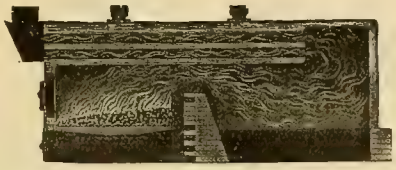

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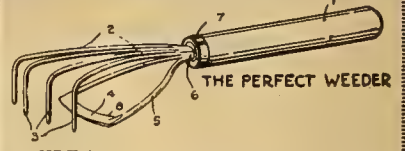

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Vol. LIII. **CHICAGO AND NEW YORK, AUGUST 2, 1919.** **No. 1626**

THE AMERICAN FLORIST

ESTABLISHED 1885

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Entered as Second Class Matter Nov. 11, 1891 at the Post Office at Chicago, Illinois, under act of March 3, 1879.

PUBLISHED EVERY SATURDAY BY

AMERICAN FLORIST COMPANY,
440 S. Dearborn St., Chicago.
Long Distance Phone: Harrison 7465.
Registered Cable Address: Ameflo, Chicago.

Subscription, United States and Mexico, $1.50 a year; Canada, $2.00; Europe and Countries in Postal Union, $2.50. Volumes Half Yearly From August 3, 1901.
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SUGGESTIONS FOR PLANT GROWERS.

Sweet Peas.

To have sweet peas in bloom by Christmas the seed should be sown by September 1. If it is intended to grow them to follow some crop that is now in the beds they can be sown in pots, but if the beds are now ready it is better to sow them in the beds themselves. The growers of large quantities have the rows running lengthwise of the houses, two rows in each four-foot bed, one on each side, with a path in the center, but they also can be grown in rows running across the beds, the rows being about three feet apart. This distance will be found necessary or the plants will get twined together, making a bad snarl of the vines. In sowing the seed in pots, place five or six seed in a four-inch pot, and in sowing in drills in the bench, plant the seeds about an inch apart. It is very easy to thin them out if they come up too thick, and one good strong plant to a pot and about eight inches apart in the row is about what should be left to grow on. It is often difficult to get good germination during the hot weather, therefore it is well to plant enough seed. Many growers have trouble with the seed rotting and also the plants damping off after they have grown to quite a height. They must be watered very sparingly until they begin to climb on the strings. The white seeded varieties are often very difficult to start; a good way which we have found very successful is to sow the seed in the drills on top of the soil throwing a little sphagnum moss over them until they begin to grow, when they can be lightly covered with soil, and when they begin to climb, the drill can be filled in. This will prevent the seed from rotting and proper watering will remedy the damping off.

Wallflowers.

The wallflowers that were sown in the spring should now be planted in the benches that they may get a good start before the cool weather sets in. They should be planted in a house that can be held at a cool temperature to procure the best results, a house that does not have a night temperature exceeding 50 degrees, and even 45 degrees is better. They will not bloom to any extent until after the turn of the year, when they will stand a little higher temperature. The soil should be a good rich compost and the plants can be set about eight inches apart. Stake the plants as soon as they begin to grow and keep them tied up so that the spikes of bloom will not become crooked. Constant fumigation will be necessary, for they are likely to be infested with aphis unless guarded against.

Nephrolepis.

The Boston fern and its sports, which have been grown in the bench all summer, should now be potted. The bench is full of young suckers, which, if saved, will make fine stock for another year, so in lifting the old plants take a knife and cut around the plant about two inches from the center, and place a trowel under the plant, leaving the young stock in the bench. They will soon start to grow, when they can be placed close together in flats and grown on in a fairly cool house until next spring, when they will make excellent stock for planting out. The plants that are lifted should be large enough to plant in a six-inch pot. If there is a demand for larger sizes, two, three or four may be planted in seven, eight or nine-inch pots. Many of the plants have probably not made an even growth, being more or less one-sided. These should be the ones selected for doubling up in the larger pots. As soon as potted they should be kept close and warm for one or two weeks and frequently syringed; they will then have obtained a good hold in the soil, and should be given plenty of light and air. The call for these plants will begin by October 1, and it is much better to have them well established before they go into the residences, and to do this they should be potted by September. The greatest source of disappointment in these plants is in sending them out before they have become established. The Whitmani and finer leaved varieties are now growing rapidly, and should be given room enough to spread and make fine plants.

Hollyhocks.

During August and early September is the right time to sow hollyhock seed for the next season's flowering. Seed sown in the spring will not produce a plant that will flower to any great extent that year, and they will have to be carried over the winter to make good, large plants, but seeds sown now will make finer plants for next year. For the last few years the fungus that has attacked hollyhocks has made it difficult to carry the old plants over with any degree of certainty, but with late summer sowing much of this trouble is obviated. Be sure and purchase a good strain of double seed, and sow in a shaded frame, and as soon as large enough, pot up in two-inch pots. Grow them in a frame until November 1, and then pot in three-inch or four-inch pots. These can be carried over the winter in a cold greenhouse or in well protected frames, and started in the greenhouse in March and nice plants for summer blooming be assured.

Poinsettias.

The plants of poinsettias, in the northern section of the country, should be in the houses by September 1, for cool nights are apt to occur from that date on, and the successful culture of these plants requires an even temperature. The early struck cuttings should be potted into six-inch pots and properly staked. The smaller stock to be grown in pans can be grown until October in the small pots. Give the plants a light location in full sunlight, and space out sufficiently to allow a good circulation of air around the plants. In potting the plants if there are no arrangements so that they can be watered with manure water later, leave a good inch of space at the top, so that they can be given a topdressing when the bracts begin to form. An extra feeding at that time will greatly increase the size of the bracts and brilliancy of the color. Close the ventilators on all cool nights as soon as the temperature falls below 60 degrees, and as soon as the night temperatures begin to run lower than that point, a little fire heat will be necessary. The one great point in growing poinsettias is in keeping them at an even temperature and growing rapidly.

Annuals and Herbaceous Perennials.

Raised from seed, their cheapness and the simplicity of their culture combine to commend them to flower lovers. A plant that lives only one brief summer would be a poor investment of time and money if one has a permanent home, unless it has fragrance, form or color. Where a person does not own the land he lives on, but rents, and quick returns are required rather than future gain, a wealth of bloom and a pyrotechnic effect of color may be had with annuals for a small expenditure. The best results with perennials come only after the second year, or when the plants are thoroughly established; but annuals are at their best in three or four months.

FOLIAGE IN DESIGN WORK.
Wreath of Variegated Foliage.

THE RETAIL TRADE

Conducted by Robt. Kift, Phila., Pa.

Foliage in Design Work.

General effectiveness is what counts most in all floral arrangements. While the order is being considered, much stress is ofttimes laid on the flowers to be used, their quality, length of stem, quantity, etc., the final words generally taking the form of the promise, that "it will receive our personal attention and will surely be something handsome." "Just leave it to us—we are sure you will be pleased with it," is another and better expression, as it opens the way to whatever is found most advantageous at the time. Many persons, when they order, specify all roses, but when they see a piece finished, a crescent wreath, for instance, of galax, with a large, well arranged center of white, yellow or pink roses, covering about one-third, the balance of the form rounded out perfectly with the bronze foliage, they admire and accept it as being more artistic and are willing to pay the same price as for the all flower design, which would have taken twice as much stock

There is nothing new or novel to most of the trade about the use of galax leaves in design work, but the "artists" were very chary about taking hold of them at first. In the early days of their struggle for recognition prizes were offered in the advertising columns of THE AMERICAN FLORIST by those interested in their introduction, for the best methods of arranging them. Cut flowers were comparatively scarce in those early days, so that the economy, as well as the novelty of the galax gradually brought them to the front, which place they still hold with many of the trade. Prepared magnolia leaves have made a strong bid for popularity on account of their lasting qualities. Made up wreaths or other designs of the prepared magnolia will keep indefinitely, which makes them especially valuable for stock to be made up in advance of any rush period.

The prepared sago palm leaves, now so generally used, were quite a while in getting an entree. The first specimens had a very artificial look with their varnishy, painted surfaces, but by experience and gradually learning the requirements of the trade, the treatment is such that the leaf is now so almost perfect in its imitation that it is difficult to tell them apart when made up. The prepared leaf can be had in much larger sizes than that ordinarily cut from the greenhouse.

There are still a number of artists who taboo anything of an artificial nature; leucothoe sprays and galax, in both green and bronze, and the fresh green magnolia leaves form the foundation of most of their work. Well made wreaths of any of the above fresh materials, and there is an art in their making, will, with the addition of almost any flower, work up from a pleasing to a most elegant and artistic design.

There are a number of ferns that are useful; an all adiantum wreath of cuneatum, Farleyense, or the Glory fern is very satisfactory when decked with flowers. Cyrtomium falcatum, in its glossy leaf appearance, is rich looking and dresses up beautifully. There is much good material to be obtained from the highly colored foliage of such plants as the croton, pandanus, dracæna, Begonia Rex and other like

STANDING WREATH OF PALM AND CROTON FOLIAGE.

plants. A wreath of croton leaves is especially showy and attractive. Sprays or branches also give color and distinction to the base of any large design. Pandanus Veitchii crowns or plants cut off from three to four-inch pots, are conspicuous in form and color for large wreaths. Dracæna Sanderii, with its spray-like stems or branches, gives much the same effect. The smaller leaves of the Rex begonias are very rich looking, while there is nothing better to add an air of dainty elegance than cut stems of Cocus Weddeliana.

Wood foliage, such as the laurel, pin oak and pine, are especially useful and could be made much more of than is the usual practice. A well made wreath of fresh laurel is effective in itself, as is also that of the green oak leaves, the latter in the fall of the year, when they acquire their glorious sunset tints, being especially suitable for the funeral of an elderly person. Ivy leaves are also not to be forgotten, as a well made wreath of leaves and short stocky sprays is very attractive. The addition of violets, pansies, irises or other purple flowers and good quality purple ribbon, make this very appropriate for the person of three score years and ten or over.

As a rule foliage, especially of the distinctive kind, is not given the importance it deserves. Considering the expense and its effectiveness, as against the same value of cut flowers, the foliage will be found the most economical as well as better, in striking effects produced. In a large cluster of almost any kind of flowers, a spray or two of crotons, a Pandanus Veitchii head or crown, a begonia leaf or two or other foliage of this character, will relieve the sameness and take the place of more expensive stock, particularly when flowers are scarce and high. Cibotium fronds make an elegant backing for a select spray, as do large fronds of Pteris argyrea, whose silvery foliage works in beautifully with flowers of any color.

A great advantage with foliage is that it can be kept in stock for quite a long time, while the life of cut flowers is so short. As a window piece for show purposes, work of this character is much less expensive than if made of all cut flowers. It is, I believe, more effective, and when the flowers are gone, much of the foliage can be used over again. Small plants of ferns, pandanuses, begonias, cocus, etc., by having the soil washed from the roots, and wrapped with a little sphagnum, are more easily handled and will keep much longer than if cut off. There is also an originality about arranging flowers in this way that gives character and distinction, making them particularly noticeable in a general collection, where they stand out and attract attention on account of these unique features.

Next Week in the Flower Shop.

The four weeks of August just coming in do not promise much more in the way of business, than the month just closed. The store, however, should have a cool, inviting look, with a few vases of outside foliage, such as oak branches, green and golden privet, shallow bowls filled with pond lilies and vases of bright gladioli, while the case should contain roses, asters, and a few of the other summer specialties.

Summer everlastings are worth looking into. Helichrysum, rhodanthe, acroclinium, globe amaranthus and xeranthemum all produce beautiful flowers, which when cut, can be dried, and will retain their form and color all through the winter. Quite a number of the wild grasses and others of the garden borders, such as Briza maxima, erianthus, eulalia, and zebrina, together with milk weed and other feathered seed pods, are also useful. The florist who will make a specialty of stock of this character to sell in original bunches, or make up later into baskets or bouquets, will encourage a trade worth while and quite profitable.

It is well, at this time, to look over the August business of last season, and see if there were any worth while orders of an anniversary character, that a reminder might be the means of repeating. This looking up of events that have gone before is a method of bringing in considerable business that would otherwise go by default. A little booklet on anniversaries, calling attention to birthdays, weddings, and those for which flowers are sent to place on the grave in the cemetery, should be mailed from a list, to which new names are being constantly added, just a few days before the date shows they may be required. Many church altars have flowers placed on them on certain Sundays in memory of deceased persons. When possible, it is best to have such orders made regularly to be filled year after year as the date rolls round. The calendar electros of the national publicity campaign with the inscription, "Whose birthday is in August," or other month to suit, will make a good illustration for such a circular.

Everyone remembers the October business of last year; the extraordinary demand and the great stress put on all branches of the trade. Let us hope there will be no influenza this season, but what will take its place to use up the much greater supply of the coming months? Now is the time to plan for this new business. There will be the anniversaries of these sad events, which will be remembered with flowers by many. There must, however, be more than the ordinary, everyday store offerings, if the demand of last year is to be even approached. The best news is the great number of debutantes that are to come out during October and November. These events have in former years, before the war, been the backbone of the fall business. Much can be done to encourage and secure a return of this beautiful custom. A few of these teas will no doubt be held in late September, which will place them but five to six weeks away. Put the thinking caps on, and work out in your minds, new creations, things that will make a hit and stand out among the many.

Keep the work going on the wreaths and other holiday stock. The work is apt to lag as there is no hurry. "Lots of time," say some. This is not the case in the supply houses which are stocking up for the same event. As a large manufacturer said the other day: "If we were to wait for the orders before we made up the goods, we would never be able to deliver half the work. We know the demand will be along in due time, so we work a full force, and are ready for the rush."

The best way to foster the fall trade, is to back the well planned publicity movement of the Society of American Florists. Men skilled in advertising are putting forth their greatest efforts in inducing people in all ranks, and for every sentiment in life, to "Say it with Flowers." It takes money, and it takes it right now, so as to have the advertisements pulling early in the season. It is not necessary to give a large sum; tie up with the movement with any amount you like. It is the quantity of small contributors, who if associated will take renewed interest, and each in his way, helps to put the selling of flowers on a higher plane.

Cycas Leaves.

When additional size is desired, or something appears to be wanting to break the sameness of a design, try a few cycas leaves. These are very common stock, always to be found, or at least should be at hand, ready for instant use. The various sizes from 18 up to 48 inches can all be used to good advantage. They are now so skillfully prepared as to be difficult to detect without handling, the artificial from the natural. A pair with sprays of Clematis paniculata and a few Easter lilies or white gladioli and tied with a ribbon, make a crepe spray or good door draping. A magnolia wreath, with a pair of leaves down through the center, does not require many flowers to make a finished piece.

Many standing designs do not receive proper attention at the base or foot. A full, loosely arranged base of flowers with a few cycas leaves at the back is much more complete and striking than without them. A pair of fresh cycas leaves with a spray of choice flowers on top, and tied with a good ribbon, was at one time to be seen at almost every funeral. This is still used, the prepared stock generally taking the place of the natural, although with many customers, the artificial are tabooed, the fresh leaves always being demanded.

Wreaths of cycas are, when skillfully arranged, very satisfactory; these are generally decorated with choice flowers, cattleyas, violets, and in the season, lavender and purple orchids as they are nearly always for the funeral of an aged person. Selected leaves, when used as a background for a large single or double spray, add much to its effectiveness.

The writer recalls a large spray that stood seven feet in height by five in width, made up of a number of sprays of long stemmed flowers on palm leaves, which when built up on an easel and the center filled in with stemmed flowers, made a very striking arrangement. This was quickly put together, as but few of the flowers required stemming. The more loosely arranged the various smaller sprays are, the better, as if too closely bound many of the blossoms are covered up when all are assembled.

Large, loosely tied sprays of any of the long stemmed flowers, such as gladioli, Easter lilies, American Beauty roses, etc., are much improved with a background of cycas; at least, they are made to look much larger and keep all the flowers facing to the front, increasing greatly their effectiveness.

KNOXVILLE, TENN.—The florists' society held its fifth annual picnic, July 10, about 75 members and friends enjoying the pleasant outing. K. P. Baum was chairman of the committee in charge of the arrangements, the programme including an elaborate picnic luncheon, rowing, swimming, fishing, etc.

THE S. A. F.

The Detroit Convention.

TRADE EXHIBITION SPACE GOING FAST.

While space in the trade exhibition has sold well, and most of the areas shown in the official plan have been reserved by exhibitors, there are still a few blocks for disposal, and correspondence regarding them should be addressed to Secretary Young, 153 Bates street, Detroit, Mich., which will be his mailing address until the close of the convention.

Membership cards have been sent to all the life members and to all annual members in good standing for 1919. If any member has not received his card, he should communicate at once with the New York office, 1170 Broadway. Annual members, who have not paid their 1919 dues, will have cards issued to them immediately upon receipt of arrearages.

The official programme for the convention appears in the July issue of the society's "Journal," which was mailed last week over our membership list. Under the postal laws, mailing under the second class privilege is forbidden to any member in arrears, consequently copies to such are mailed at full rates, therefore to be sure of receiving the publication regularly, members should see to it that they are in good standing on the society's books, and that their 1919 dues and arrearages, if any, are paid.

Exhibitors desiring signs, desks, etc., should write the secretary at once, in order that their requirements may be then met in good time. The following exhibitors are in addition to those previously announced: W. F. Kasting, Co., Buffalo, N. Y.; Julius Roehrs Co., Rutherford, N. J.; C. S. Ford, Philadelphia, Pa.; Morehead Mfg. Co., Detroit, Mich.; Greening Nursery Co., Monroe, Mich.; W. W. Barnard Co., Chicago; Florists' Exchange, New York; Raedlein Basket Co., Chicago; The Proto-Feed & Guano Co., Chicago; Chicago Printed String Co., Chicago; Spokane Concrete Flower Pot Machine Co., Spokane, Wash.; Carl Hagenburger, West Mentor, O.; Climax Mfg. Co., Castorland, N. Y.; C. C. Pollworth Co., Milwaukee, Wis.; J. C. Moninger Co., Chicago.

If other prospective exhibitors close negotiations within the next few days, the exhibition space available will all be taken up prior to the week of the convention.

JOHN YOUNG, Sec'y.

Prosperity and Flowers.

Having heard so much of the prosperity of our business during the past year, do you not think it a good policy to keep it up? We expect the flower-buying public to respect the attitude and stride which our business has taken in the interval mentioned, and in order to maintain that standard, we must do many things. One of the essential things towards that aim, is to practice it ourselves, and that is our publicity programme as carried out by your committees. In order to create prosperity, you should practice it also, and unless we prove it, how can we expect others to reciprocate?

Many years ago a remark was passed to me by one of my friends that I have always remembered, and that was, that no matter how much certain people said they had profited that year, he could always estimate their earning power by the way they spent their profits, in their actual mode of living, and their charitable gifts through the year, and it always struck me as being a sensible attitude.

Now, if we are to expect people to buy flowers, we ought to at least share in a general way, the same manner of advertising their merit; not a small, half-way manner, but in an honest-to-goodness way and without the spirit of being small. This we should do, and if all of us would take heed from the advice of my friend in regard to the spending habit, we should have our $100,000 fund, and our campaign would move more flowers than we can even anticipate.

I am reminded of the man who says his town never offered an opportunity to him, but what did he ever do to get the chance? So with our campaign, the opportunity is here if we will only back it up.

It is worth the chance, so try it.

HENRY PENN.
Chairman Nat'l Publicity Campaign.

National Publicity for Flowers.

Another week, and the contributions to the publicity campaign fund exceed $1,000. While this is improvement maintained, it is far from expectancy fulfilled. A total of $1,000 a week will not approximate $100,000 in a year; nothing like it. Nobody likes to be put upon half rations, but that is what it will amount to if we do not meet the quota set up by our committees and our executive board; we shall only get half of the benefit while the whole is in sight.

The complete list of subscriptions published early in July in this paper shows some disparity in the totals for some of the states. The chairman of the local committee for the state of Virginia, is in a vigorous letter, calling the attention of the florists in his state, to the very small showing they have so far made as contributors to the fund. The neighbor state, West Virginia, with little more than half the population, makes a much better showing, but neither are anywhere near the figures expected of them. The local chairmen of all the states are urged to do their utmost to increase their state totals. The national publicity is distributed equally among the states in proportion to population; in fact, it could not be otherwise.

The eyes of the many hundreds of subscribers to the fund are weekly turned to the subscription list published in these columns, with the expectancy of seeing the names of tardy would-be contributors, known to have not yet "come across." The subscription list is now recognized as a "roll of honor" in every sense of the term. That which is worth having, is worth paying for. The "venture" stage of the campaign is a long way behind us; we are now paying for results which we are absolutely sure of getting. Look upon your contribution, if you like, as a sort of return treat to your brother florists who have treated you to the benefits of the campaign already resultant. We are assuming, of course, Mr. Reader, that you are still merely on the list of prospectives. The fall season will soon be here, with a wealth of material to move. No matter whether you are a grower or retailer, the more active the movement of stock, the greater your opportunity to make your business profitable. Demand governs the situation, and, as you know, it is the purpose of the publicity campaign to stimulate and increase it. So far, we have been able to do this, so let us continue the good work. Your committees must make their contracts for space in the national magazines many weeks in advance of publication. Help them to make really worth while arrangements, by sending in your contribution at once.

The following subscriptions have been received and are in addition to those previously announced, annually for four years, unless otherwise stated.

Archias Floral Co., Sedalia, Mo., (1 yr.)	10.00
L. Mallast, Mt. Clemens, Mich., (1 yr.)	10.00
Riggs & Co., Three Rivers, Mich. (1 yr.)	5.00
Aug. L. Kramer, Quincy, Ill.	5.00
Griffens Fl. Shop, Hannibal, Mo.	10.00
Jos. Heinl & Sons, Jacksonville, Ill.	5.00
Harry Hofmann Floral Co., Jacksonville	10.00
Dentemann Bros., Quincy, Ill. (Add'l)	10 00
F. Wm. Heckenkamp, Jr., Quincy	20.00
Thos. Franks & Son, Champaign, Ill.	10.00
Frank B. Smith Sons, Danville, Ill.	10.00
Floral Art Studio, Oswego, N. Y. (1 yr.)	15.00
Sunnyside Fl. Nurs., Fayetteville, N. C.	15.00
L. Wassermann, Muskegon, Mich.	5.00
Hoffman, Inc., Boston, Mass.	25.00
R. T. Broderick, Yonkers, N. Y.	10.00
H. E. Wilson, Rochester, N. Y. (1 yr.)	10.00
L. D. Robinson, Springfield, Mass.	10.00
S. S. Skidelsky & Co., New York (1 yr.)	25.00
Metairie Ridge Nurs., New Orleans	35.00
Arthur J. Bailey, Glens Falls, N. Y.	5.00
Valentine Burgevin, Inc., Kingston, N. Y.	25.00
Henry Rudolph, Essex Fells, N. J. (1 yr.)	5.00
J. A. Topscott, Owensboro, Ky. (1 yr.)	5.00
Schafer Est., Ballston Spa., N. Y. (1 yr.)	5.00
M. F. Kuane, Waltham, Mass.	15.00
Janiten & Kunan, Arlington, Mass.	25.00
G. W. Mercer, Cleveland, O. (1 yr.)	20.00
John Kurst, Grand Rapids, Mich.	10.00
Alfred Hannah & Son, Grand Rapids	10 00
L. Buins Slot, Grand Rapids	5.00
Henry Smith, Grand Rapids	25.00
Freyling & Mendels, Grand Rapids	25 00
H. W. Allersma, Grand Rapids	5.00
Eli Cross, Grand Rapids (Add'l.)	10.00
Arthur Crabb, Grand Rapids	10.00
Philips Bros., Newark, N. J.	10.00
C. A. Kuehn, St. Louis, Mo. (1 yr.)	50.00
J. E. Jackson, Gainesville, Ga.	5.00
J. M. Keller Co., Whitestone, L. I. (1 yr.)	100.00
Paul A. Timm, Toledo, O.	5.00
Springfield Fl. Co., Springfield, N. J.	10.00
Soe Greenhouses, Sault Ste Marie (1 yr.)	5.00
Alex R. Weissgerber, Chicago	10 00
W. E. Gravett, Lancaster, O.	5.00
L. L. Boysen, Pensacola, Fla.	5.00
Wm. Swinbank, Sycamore, Ill. (1 yr.)	5.00
American Peony Society, (1 yr.)	100.00
C. P. Dieterich & Bro., Maysville, Ky.	10.00
Frank S. Miller, Columbus, O.	10.00
Gilbert H. Wild, Sarcoxie, Mo. (1 yr.)	5.00
Mrs. S. S. Strong, Lake Charles, La.	5.00
Peterson & Sons, Escanaba (1 yr.)	5.00
G. VanBochove & Bro., Kalamazoo (Add'l)	50 00
Samuel Batson, Kalamazoo (1 yr.)	10.00
The Flower Shop, Battle Creek, Mich.	10.00
Fergus Falls Fl. Co., Fergus Falls (1 yr.)	10.00
Jos. Ganshiller, Charlotte, Mich.	10.00
R. A. Wietzke, Charlotte	10.00
L. E. Larkin, Dowagiac, Mich.	10.00
Herman Schallhorn, Kalamazoo, Mich.	5.00
ReShore & Son, Dowagiac, Mich.	10.00
Jackson's Flower Shop, Kalamazoo, Mich.	10.00
Alfred S. Lee, Bedford, O.	5.00
Henry Ehrhardt, Sidney, O.	5.00
Pinehurst Co., Pleasant Hill, Mo. (1 yr.)	10.00
Wm. W. Allabough, Silverdale, Pa.	5.00
Jesse Robbins, Carlisle, Pa. (1 yr.)	5.00
Frederick Marquardt, Brooklyn, N. Y.	10 00
Knull Floral Co., Tampa, Fla.	5.00
R. Lutey, Ironwood, Mich. (1 yr.)	25.00
Carolina Floral Store, Charleston, S. C.	10.00
Paul Mader, East Stroudsburg, Pa.	5.00
Velie Bros., Marlboro, N. Y.	5.00
George I. Laird, Brooklyn, N. Y.	10.00
A. E. Fancher, Binghamton, N. Y.	10.00
Will Rehder, Wilmington, N. C.	5.00
Jensen Bros., Chicago	5.00
J. F. Kidwell Co., Chicago	25.00
Hubert A. Schulz, Oak Park, Ill.	5.00
Charles Grabig, Chicago	5.00
D. C. Wullbrandt, Chicago (1 yr.)	10.00
H. Bayersdorfer & Co., Phila. (1 yr.)	$100.00
G. Ramsburg, Somersworth, N. H., (1 yr.)	10.00
Donnelly Fl. Co., Wichita Falls, (1 yr.)	25.00
	$1240.00
Previously reported	$42,029.50
Total	$43,269.50

JOHN YOUNG, Sec'y.

Buffalo.

FLOWERS PLENTIFUL BUT DEMAND LIGHT.

This city is enjoying the usual quietness that is the rule at this season of the year. Flowers are plentiful and of good quality, and the recent rains have helped the outdoor varieties wonderfully. Some gladioli are being received, but they are not plentiful as yet. Sweet peas are decidedly scarce, although some of the indoor stock is offered for sale. Funeral work is about all that keeps the stores going, and many of the employes are now enjoying their vacations. Among those who are away at present are Edward Slattery, of W. J. Palmer & Son's; Miss Julia Henning, of S. A. Anderson's force, and Oliver Klinkenmeyer and George Vogt, of the Wm. F. Kasting Co. Miss May Kolbeck, of Anderson's, has returned from her trip, which included a visit at Madison, N. Y.

FLORISTS' CLUB ANNUAL OUTING.

The event of the season was the annual outing of the florists' club, which was held at the automobile club's grounds, July 23, about 200 being in attedance, and all enjoyed a delightful day. The committee in charge was untiring in its efforts to make the occasion one long to be pleasantly remembered. At the dinner, speeches were limited to three minutes. In the absence of President Palmer, E. C. Brucker was toastmaster, the speakers being ex-presidents of the club, Messrs. Werrick, Elbers, Neubeck and Adams, the latter introducing Howard Heston, president of the automobile club, who told of good roads and the pleasures of being a member of the club. The athletic events were much enjoyed and hotly contested. During the ball game, the captains, Krauss and Langley, were both young and active, but they could not "put anything over" the "original florists' umpire, Louis Neubeck. A wave of his right hand and—"back to the bench." In the contest of pitching the ball in the 12-inch pot, the prize being 50 feet of hose, the results were awful. There is no use having a pot near a greenhouseman unless there is also a bushel of soil; it might be possible for him to then hit the pot—with some of it at least. The ladies' race showed intensive training. Miss Eloy Pauly being first, with Miss Wilson and Miss Laura Kasting, close contenders, the latter taking second honors. The men's 100-yard race was a fast event. W. B. Scott surprised Longley and all the others. Next year, the Grever brothers will enter all of the races, and will probably do as their father did in the past, before he took on weight, that is, win everything. The ball throwing contest for the ladies was interesting, with Miss Bellanca certainly a winner, while Misses Karpinski and Rath were keen rivals, making it necessary to decide a tie, with Miss Karpinski in second place. In the candle race, it was a question of a steady hand and a slow but sure gait. Miss Alice Clark possessed both, and her light was far in the lead. William Legg, J. B. Weise, W. J. Peake, William Ehrmann, Andrew Jensen and M. Kruckhoff were present, showing that the get-together spirit is strong, and that the annual outing is the way to make each succeeding event better and more largely attended than the year before.

OUTING AND FIELD DAY AWARDS

Base ball game, growers vs. storemen—Won by the latter with Edward Slattery, manager, and Henry Kraus, captain. Growers: W. B. Scott, manager; James Longley, captain.

One hundred yard dash, men—W. B. Scott, 1st; L. Longley, 2nd; Earl Grever, 3rd.

One hundred yard dash, ladies—Miss E. Pauly, 1st; Miss Laura Kasting, 2nd; Miss M. Wilson, 3rd.

One hundred yard dash, boys 14 to 17 years—Carl Grever, 1st; Matthew Johnson, 2nd; Elmer Neubeck, 3rd.

Fifty yard dash, small girls—Gertrude Werick, 1st; Lillian Peake, 2nd; Martha Eiss, 3rd.

Fifty yard dash, small boys—Robert Eiss, 1st; Walter Lowendorff, 2nd; Wm. J. Peake, 3rd.

Three-legged race—J. Kramer and J. Tobin, 1st; E. Grever and P. Taylor, 2nd; C. Grever and T. Karpinski, 3rd.

Hop, skip and jump—T. Karpinski, 1st; J. Longley, 2nd; Louis Keller, 3rd.

Ladies' egg and spoon race—Miss A. Clark, 1st; Miss W. Karpinski, 2nd; Mrs. Eldred, 3rd.

Ladies' ball-throwing contest—Miss B. Bellanca, 1st; Miss W. Karpinski, 2nd; Miss M. Rath, 3rd.

Throwing ball in pot—Ed. Werick, of growers' team, 1st; Wm. L. Torge, of storemen, 2nd.

The Late Arnold Ringier.

Sack race—E. Grever, 1st; L. Keller, 2nd; J. Kramer, 3rd.

Candle race for ladies—Miss Karpinski, 1st; Miss L. Kasting, 2nd; Miss F. E. Stroh, 3rd.

Novelty contest: blindfolded, turned around three times and ordered to hit china plate with mallet—Won by Miss Grace Eldred. BISON.

Rochester, N. Y.

FUNERAL AND COUNTER TRADE BETTER.

Market conditions showed some improvement during the past week with the increased demand for funeral work and better counter trade. Carnations are still scarce, and the same is true of roses in the better grades. Sweet peas, in home grown varieties, are excellent and meet with a strong demand. Summer orchids are arriving in small numbers, but the call is light. Gladioli continue in good numbers and meet with ready favor.

NOTES.

The annual outing of the florists' association will be held, August 12, at Grand View park, Lake Ontario, on the Manitou line. The affair will be a family picnic and will include employers, employes and wives and children. There will be a good programme of sports and lunch will be provided. All retail stores and commission houses will close at noon on that day. The committee in charge consists of J. F. Sproat, chairman; George B. Hart, transportation; E. P. Wilson, luncheon; J. M. Keller, sports; Charles Vick, prizes. Everyone is invited, whether members of the association or not.

George T. Boucher has a most attractive summer window showing in miniature an old-fashioned log cabin on a hillside, with vines from the roof and on the walls, while a path, bordered with a hedge of gypsophila, leads to a rustic bridge over a small stream. In the field, at a distance, is a greenhouse with real flowers and plants growing inside. The arrangement is realistic and attracts much attention. CHESTER.

Cleveland.

MODERATE DEMAND AT GOOD PRICES.

The variety of stock arriving in this market is about the same as reported last week, both indoor and outdoor. The demand has been very good, and prices are slightly better than at this season in former years. Funeral work is the big item, with an occasional wedding. Gladioli and sweet peas form the bulk of the supply. Roses are quite plentiful and meet with a fair call as the stock is good.

FLORISTS' CLUB OUTING.

The florists' picnic at Willoughbeach park was well attended and everybody reports having had a most enjoyable day. There was an excellent programme of sports, the following being among the winners in the events:

Fifty yard dash, girls under 10 years—Ruth Henry, 1st; Marie Stehn, 2nd; Viola Conrad, 3rd.

Fifty yard dash, boys under 10 years—Carroll Schoen, 1st; Richard Ralston, 2nd; Kenneth Alexander, 3rd.

One hundred yard dash, girls under 10—Ruth Henry, 1st; Marie Stehn, 2nd; Marion Fisher, 3rd.

One hundred yard dash, boys under 10 years—Carroll Schoen, 1st; Gene Merkle, 2nd; Louis Toth, 3rd.

One hundred yard dash, boys under 14 years—Edw. Stehn, 1st; John Cahill, 2nd; Chas. Martin, 3rd.

One hundred yard dash, girls under 14 years—Marion Hippler, 1st; Ruth Henry 2nd; Elinore Schoen, 3rd.

One hundred yard dash, ladies—Miss Edith Heisy, 1st; Mrs. J. C. Hippler, 2nd; Miss Dorothy Kuehn, 3rd.

One hundred yard dash, men—Chas. Macuga, 1st; J. Schumacher, 2nd; Jas. Smith, 3rd.

Ladies' nail driving contest—Miss Naomi Hahn, 1st; Mrs. J. C. Hippler, 2nd; Miss E. J. Dunn, 3rd.

Peanut race—Mrs. J. C. Hippler, 1st, Miss Naomi Hahn, 2nd.

Running broad jump, men—G. Kloeber, 1st; Adam Graham, 2nd; Jas. Smith, 3rd.

Standing broad jump—G. Kloeber, 1st; J. Schumacher, 2nd; Floyd Mink, 3rd.

One hundred yard dash, non-members—Jas. Smith, 1st; J. Schumacher, 2nd.

Shoe race—Charles Martin, 1st; John Stephen, 2nd; Nick Hayzack, 3rd.

Fat ladies' race—Mrs. J. C. Hippler, 1st; Miss D. M. Bailey, 2nd; Miss E. J. Dunn, 3rd.

Pie eating contest—Edw. Stern, 1st; Chas. Martin, 2nd; Andrew Tornko, 3rd.

Watermelon contest—Dave Cafel, 1st; John Stephen, 2nd; Nick Hayzack, 3rd.

The big event, of course, was the ball game between the retailers and wholesalers, resulting in a victory for the former, the score being 12 to 5. W. E. Cook was the umpire and Steve Berthold scorer.

Moving pictures of the races, etc., were taken by a local concern and were shown at one of the theaters during the balance of the week.

C. F. B.

OBITUARY.

Arnold Ringier.

Arnold Ringier, for upwards of 30 years a prominent figure in the Chicago trade, was found dead in bed at the Hotel Randolph, July 25. When he came to this city as a young man, he was employed by J. Schindler, J. F. Klimmer, J. C. Vaughan and others, and finally entered the service of W. W. Barnard as a salesman. Popular and successful, he was well and favorably known from coast to coast. A man of fine appearance and talented beyond the common, he made hosts of friends everywhere. He remained with the W. W. Barnard Co. 27 years, severing the connection in March, 1917, to engage as broker in florists' and market gardens specialties, bulbs, onion sets, etc., but the war conditions were unfavorable, and for some time preceding his death, he was disheartened with the outlook. Mr. Ringier was secretary of the W. W. Barnard Co. during the latter years of his connection with the firm, enjoying the highest esteem of his business associates to the end. He was a native of Switzerland, born May 20, 1861.

Funeral services conducted by the Masons were held July 29, with interment at Memorial cemetery. The floral tributes were numerous and beautiful, conspicuous among them being a handsome spray of cattleyas, Lilium auratum and gladioli, also magnolia wreath, from Samuel Murray, Kansas City, Mo., and spray of white roses and sweet peas from J. J. Hess, Omaha, Neb. Mr. Murray attended in person, also G. C. Thomson, Minneapolis, Minn.

Mrs. Ringier survives and has the sincere sympathy of many friends in the trade.

Patrick Cudahy.

The sudden passing away of Patrick Cudahy, Milwaukee, Wis., July 25, was a great shock to the local community. Mr. Cudahy, among many other activities, was president of the Cudahy Floral Co., an institution having at present 100,000 square feet of glass devoted entirely to the growing of roses. The range was started in February, 1914, but a little over a year later, the firm was incorporated with the following members: Patrick Cudahy, president; John Cudahy, a son, vice-president, and George W. Scott, treasurer and superintendent.

Mr. Cudahy was born in Callan, Kilkenny county, Ireland, March 17, 1849. When three months old, he was brought to America by his parents, who settled on a farm in the town of Wauwatosa, now a part of the city of Milwaukee. He was a man with a large heart, who did a great deal for charity, but due to his modesty in discussing these matters, they were not made public.

The funeral took place at St. John's cathedral, July 28, at 9 a. m., with interment at the family mausoleum at Calvary cemetery. Besides Mrs. Cudahy, he is survived by two sons, five married daughters, and Edward Cudahy, of Chicago, a brother.

E. O.

Potter Family Killed in Auto Accident.

George W. Potter, age 34 years, a member of the firm of W. Q. Potter & Co., well known wholesale florists, Cleveland, O., his wife and two children, aged two years and four months respectively, were killed July 27, when the automobile in which they were riding was struck by an interurban car near their home at North Olmsted, O. W. Q. Potter, brother of the deceased, was notified, and at once took charge of the arrangements of the funeral, at which there were many handsome floral tributes from Cleveland and other cities. Mr. Potter was well known throughout the trade in the state, and was highly respected both in business circles and the community in which he lived. He is survived by his parents, who live in Pennsylvania, while Mrs. Potter's mother resides in Painesville, O.

C. F. B.

Baltimore.

LIGHT DEMAND NOT BEMOANED.

It has been said that the shortened demand for flowers at this season was a good condition and most of the local trade probably endorse this as a wedding order, for instance, cannot be delivered with credit, owing to the shortage of stock required for such an arrangement together with the poor quality in even the best that can be secured. There is a variety of miscellaneous offerings and a selection of colors to blend artistically in table work, which can be handled with fair satisfaction. There are plenty of asters and gladioli available for use in spray work and wreaths for funerals. Shipments of pond lilies have also assisted the local market, supplying the need for a change from the usual box of roses or bouquet of assorted cut blooms for the sick room. If properly handled by the retailer, these bring very good returns; a few arranged in a low bowl are better than many and a sale is often made at the same time for some of the earthenware left over from last season.

NOTES.

Most of the trade are now arising later than usual and planning where to spend their vacations and all the money they made last season. With increased railroad fares and accommodations at all resort hotels doubled over former years, it should be an easy matter. Many left early in the season and are making the entire summer one long vacation.

Harry Wagner and Fred Guerth, of the S. S. Pennock Co's. force, are inseparable friends, even to taking vacations. They are now busily engaged in catching all of the fish in Bear Creek.

Robert L. Graham has torn down five of his houses which are being replaced with new structures to be devoted exclusively to roses.

Several of the local trade attended the outing of the Florists' Club of Washington, D. C., July 28.

Albert Fiedler, one of our prosperous florists, was married July 22 to an estimable young lady.

G., Jr.

Highland Park Garden Show.

The annual flower and vegetable show of the Garden Club of Highland Park, Ill., will be held August 2, and from an inspection made during the past week some very fine exhibits will be made, despite the recent unfavorable weather conditions. It is also hoped that the six foot table decorations, a great attraction two years ago, will again be a prominent feature. An excellent display of baskets is already assured. All exhibits must be in place by 10:30 o'clock on the day of the show.

DELAWARE, O.—The management of the Cunningham Flower Shop is being congratulated on the attractiveness of the establishment, following its decoration with a dress of pure white with dashes of black and gold adding to the artistic. The window, with its lattice effect, and fine display of flowers and plants, is also the subject of much admiration.

The American Florist Convention Number August 14. Send Your Special Ads Early.

THE AMERICAN FLORIST

ESTABLISHED 1885.

Subscription, United States and Mexico, $1.50 a year; Canada $2.00; Europe and Countries in Postal Union, $2.50.

When sending us change of address always send the old address at the same time.

Advertising rates on application.

From the first issue THE AMERICAN FLORIST has accepted only trade advertisements.

Advertisements must reach us Tuesday (earlier if possible) as we go to press Wednesday.

We do not assume any responsibility for the opinions of our correspondents.

THE AMERICAN FLORIST.
440 S. Dearborn St., CHICAGO

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ATTEMPTS will be made to make wireless messages to Germany cheaper than cables.

GERMANY recently received from Russia an $18,750,000 order for farm implements.

HILL PLANT FACTORIES—Real rose plant factories must be the verdict of all those who visit the establishments of the E. G. Hill Co. and the Joseph H. Hill Co. at Richmond, Ind. All sizes of growing plants are seen, while various cut flower crops are arranged to meet the extra demand for blooms at seasonable periods during the year, yet the underlying intention is to produce young plants and such result is plainly evident. Every florist should see the Hill plant factories.

American Gladiolus Society.

The schedule of the tenth annual exhibition of the American Gladiolus Society, which will be held in Arcadia auditorium, Detroit, Mich., August 19-21, in connection with the meeting of the Society of American Florists, has been issued and copies may be obtained by addressing Professor A. C. Beal, secretary, 212 Kelvin place, Ithaca, N. Y.

In the section open to all, cash and merchandise prizes are offered in 40 classes, including a silver cup offered by Vaughan's Seed Store, Chicago, for the best 25 blooms each of Margaret, Chicago Salmon and Mrs. Brewster, or 75 blooms of any one of these varieties. A. E. Kunderd, Goshen, Ind., president of the society, offers gold, silver and bronze medals for three collections of Kunderd varieties. For non-commercial growers, there will be awards in 55 classes.

Those who cannot attend the exhibition are invited to send their flowers with necessary data attached, by express, prepaid, addressed: Exhibition American Gladiolus Society, Arcadia auditorium, Detroit, Mich., and due notice of said shipment sent to the secretary at 212 Kelvin place, Ithaca, N. Y. All such shipments will be properly staged.

Express Service Curtailed.

Warning has been sent out by the railroad administration that it is probable the express service for some time to come will be severely handicapped through the action of the war department in commandeering express cars for the purpose of transporting the equipment of troops returning to this country for demobilization. It will be remembered that a year and a half ago, a shortage of express cars made it necessary for the railroads to use box cars for the transportation of express matter and that, as a result of using cars not suitable for the purpose, the express service in many sections of the country was considerably delayed and very unsatisfactory. This condition was brought about by the demands of the war department for express cars for the transportation of the equipment of troops going overseas.

With the return of these troops, the express cars have again been taken, and already many sections of the country are suffering from the handicap given the express service by the lack of suitable equipment. There is no alleviation of the situation in sight, however, as the railroad administration declares present conditions will prevail as long as the express cars are in use by the war department.

B. F. L.

New York to Detroit.

The New York Florists' Club, for its route to the convention of the Society of American Florists at Detroit, Mich, August 19-21, has decided upon the Delaware, Lackawanna & Western railroad to Buffalo, then by boat to the convention city. The party will leave New York, August 17, at 8:30 p. m., Hoboken, 8:55 p. m., due in Buffalo 7:30 the following morning, spending the day in that city, and leaving on the 6:00 p. m, boat, arriving in Detroit Tuesday morning.

The railroad fare New York to Buffalo, is $12.85; berths, $2.16, including war tax. Boat fare, Buffalo to Detroit, is $4.32; stateroom accommodating two persons, $3.78.

Applications have already been received by the committee, which consists of A. L. Miller, Jamaica, N. Y., chairman; John G. Esler and P. W. Popp, to fill two cars, and it is most important that those who are going to travel with the club party notify the committee at once in order that the necessary reservations may be made. This is going to be the banner convention, so reservations should be arranged for at the earliest opportunity. Communicate with the chairman of the committee should any further information be desired.

Boston to Detroit.

Arrangements are being made for the transportation of the party from Boston, Mass., and vicinity, who will attend the convention of the Society of American Florists at Detroit, Mich., August 19-21. The trip will be made via Boston & Albany railroad to Buffalo, where one day will be devoted to sightseeing, thence from that city to Detroit by steamer, arriving at 8:00 o'clock Tuesday morning.

The train carrying the party will leave South station, Boston, Sunday, August 17 at 4:45 p. m.; Framingham, 5:19, Worcester, 5:55; Springfield, 7:20; Pittsfield, 9:11, and Albany at 10:40 p. m., due at Buffalo, 6:50 a. m. Monday, leaving for the convention city by boat at 6 o'clock that evening.

The fare from Boston to Buffalo is $16.11; lower berth, $2.70; boat fare, Buffalo to Detroit, $4.32; stateroom accommodating two or three people, $3.50; total, $26.63. Those wishing to go direct, may leave Boston, Monday, at 2:00 p. m., due in Detroit, 8:10 Tuesday morning. Fare, all rail, is $24.28; lower berth, $4.32.

Reservations should be made at once through E. Allen Peirce, Waltham, Mass., state vice-president for Massachusetts, East.

Chicago to Detroit.

The Wabash railroad has been chosen for the trip of the Chicago Florists' Club and friends to the annual convention of the Society of American Florists at Detroit, Mich., August 19-21. Special Pullman sleepers for the exclusive use of the party will be in Wabash train 12 leaving Dearborn station, Dearborn and Polk streets, Monday, August 18, at 11:25 p. m., due Detroit the following morning at 7:50 o'clock.

The fare one way, tax included, is $8.82. Pullman fares are: Lower berth, $2.16; upper berth, $1.73; seat, $1.08.

Other trains for those unable to accompany the party are as follows:

VIA WABASH RAILROAD.

Leave Chicago	Due Detroit
1:05 p.m.	10:25 p.m.

VIA MICHIGAN CENTRAL RAILROAD.

Leave Chicago	Due Detroit
*9:05 a.m.	3:35 p.m.
10:30 a.m.	5:55 p.m.
*3:00 p.m.	10:35 p.m.
*8:00 p.m.	2:03 a.m.
12:05 a.m.	8:00 a.m.

*—Extra fare train; rate one way, $9.09.

For further information relative to special Pullmans, tickets, etc., communicate with H. L. Purdy, Division Passenger Agent, Wabash railroad, Room 300 Royal Insurance building, 160 West Jackson boulevard, Chicago, Telephone Wabash 1920.

Delegations from the north, south and west are invited to join the party at Chicago.

Wants, For Sale, Etc.

Small Type, 12 Cents Per Line, Each Insertion. Display, $1.50 Per Single Column Inch, Each Insertion. These prices are net, cash with order. For Plant Advs., See Ready Reference Section.

Where answers are to be mailed from this office enclose 10 cents extra to cover postage, etc.

Help Wanted—Good all around florist. Carnation, chrysanthemum and general pot stock grower. Able to do funeral work and capable of taking charge. Good references. Salary $150 and room. Located West. Address
Key 403, Care American Florist.

For Sale—Two greenhouses, two acres of land with 80 bearing fruit trees and eight-room residence. $6,000; will pay for itself in three years. Retiring.
Wm. Kage, Petoskey, Mich.

For Sale—Small florist shop in Chicago; on busy north shore street; with a good lease; doing excellent business; in thickly populated district; established eight years. Lady can handle; right price.
Key 395, care American Florist.

For Sale — A small modern greenhouse and residence adjoining. Trade established and growing; no competition. A splendid opening for a young married man with small capital. Age and health reason for selling. Write me soon if you mean business.
John H. Durham, Mound City, Mo.

FOR SALE

Greenhouses, about 18,000 feet of glass, heating plant, delivery car, cash register and plant equipped; also stock if desired; must sell to settle estate; cash or liberal terms; fine opening and at a sacrifice.
W. A. RICHISON, Admr., Muncie, Ind.

THE ANNUAL MEETING
OF THE
Florists' Hail Association
OF AMERICA will be held in Arcadia Auditorium, Detroit, Michigan, at 9 a. m., on Wednesday, the 20th day of August, 1919.
JOHN G. ESLER, Secretary

Selected Boiler Tubes

Thoroughly cleaned inside and outside and trimmed. All sizes. First-class condition. Complete stock in **New and Second-hand Pipe, Fittings, Valves, Boilers, Etc.**
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3738-46 South Halsted Street, CHICAGO
Phone: Boulevard 9354.

HELP WANTED

Experienced man for a Chicago commission house — one thoroughly experienced in all branches and capable of taking complete charge of shipping department preferred. Good salary to start. Splendid opportunity for the right party.
Key 402, care American Florist.

Section Men

Four experienced growers to take charge of section in roses and carnations. Good pay to the right men.
POEHLMANN BROS. CO.
MORTON GROVE, ILL.

Foreman Wanted

Working foreman. Must be first-class rose grower. Also capable of growing carnations, chrysanthemums and general stock. Steady position and good salary to the right man who can furnish the proper references. Address
Key 391, care American Florist.

FOR SALE

Galvanized iron gutters, 50 cts. per foot.
Peter Reinberg
30 East Randolph St., Chicago

NOTICE
—OF—
STOCKHOLDERS MEETING

CHICAGO, July 19, 1919.

Stockholders of the American Florist Company,

You are hereby notified that the annual meeting of the stockholders of the American Florist Company will be held in the Statler Hotel, Detroit, Mich., Wednesday, August 20, 1919, at 3 o'clock p. m., for the purpose of electing directors and officers for the ensuing term and for the transaction of such other business as may come before the meeting.

J. C. VAUGHAN, Pres.
M. BARKER, Sec'y.

OFFICIAL S. A. F.
Shipping Labels

Actual size of leaf 2¾x5¾ inches

FOR CUT FLOWERS: in two colors gummed paper; your card, etc., in black and leaf adopted by the S. A. F. in red. Prices: Per 500, $3.35; per 1000, $5.00. Samples on request. Electro of leaf, postpaid, $2.00. Cash with order.

AMERICAN FLORIST CO.
440 S. Dearborn St., CHICAGO

NURSERYMEN
FLORISTS AND SEEDSMEN

Headquarters for first-class help, furnished free of charge to employers. Tractor hands, teamsters, general men for farms, single and married, all nationalities.

Phone Main 5074

DIAMOND AGENCY
557 W. MADISON STREET, CHICAGO, ILL.

New Business

There are many new men in the trade and they want to know now where to

LOOK FOR STOCKS

The best way to tell them is by regular advertising in these columns.

The new conditions of business demand special effort on the part of those who have goods to sell.

AMERICAN FLORIST CO.
440 South Dearborn Street
CHICAGO

DAVEY TREE SURGEONS

Estate of Mrs. A. M. Booth, Great Neck, Long Island, New York

W. G. Woodger, Garden Superintendent, Mrs. A. M. Booth Estate

The tribute of W. G. Woodger to Davey Tree Surgery

Broad Lawns, Great Neck, Long Island, New York.

The Davey Tree Expert Co., Inc., Kent, Ohio.

Gentlemen: I felt it my duty to write you a few lines in praise of the work of your representative and men on several fine trees on the estate of Mrs. A. M. Booth, most especially the very fine work done on a grand willow tree, not quite two years ago.

My employer is most gratified with the work and thinks there is no equal to The Davey Tree Expert Company. The men are extremely keen on their work and know it thoroughly. I am very interested in their work and think them worthy of great praise.

Yours truly,
W. G. WOODGER,
Garden Superintendent.

Loss of this magnificent willow would have been irreparable. Note below how Davey methods have bound the branches together with rigid steel rods, and filled the cavities sectionally with concrete to allow for the swaying of the tree

The saving of priceless trees is a matter of first importance on every estate. Davey Tree Surgery is a fulfillment of the maximum expectations of those who love and value trees. A careful examination of your trees will be made by appointment.

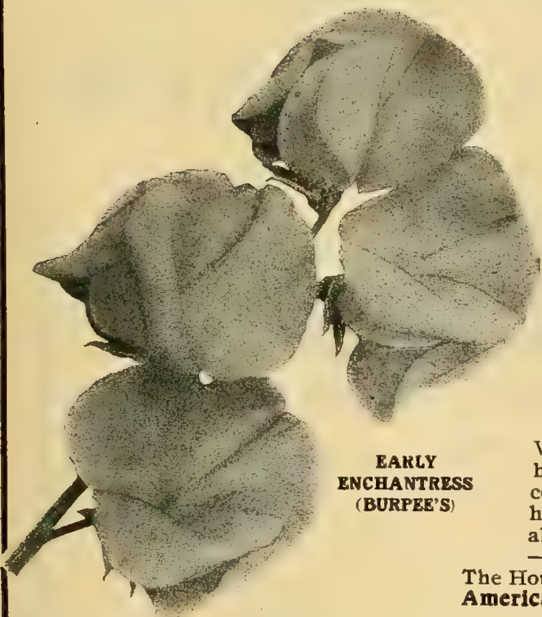
THE DAVEY TREE EXPERT CO., Inc., 2308 Elm St., Kent, Ohio

Branch Offices with telephone connections: New York City, 225 Fifth Ave.; Chicago, 814-816 Westminster Bldg.; Philadelphia, 2017 Land Title Bldg.; Boston, 19 Pearl Street, Wakefield. Write nearest office.

Permanent representatives available in districts surrounding Boston, Springfield, Lenox, Newport, Hartford, Stamford, Albany, Poughkeepsie, White Plains, Jamaica, Montclair, New York, Philadelphia, Harrisburg, Baltimore, Washington, Richmond, Buffalo, Toronto, Pittsburgh, Cleveland, Detroit, Chicago, Milwaukee. Canadian address: 252 Laugauchitere West, Montreal.

John Davey, Father of Tree Surgery

Every real Davey Tree Surgeon is in the employ of The Davey Tree Expert Co., Inc., and the public is cautioned against those falsely representing themselves



EARLY ENCHANTRESS (BURPEE'S)

Burpee's Sweet Peas

The Twenty-Two Best Winter Flowering Spencer Sweet Peas For Florists

The first Spencer Sweet Pea in existence was brought to America by W. Atlee Burpee. Since then the House of Burpee has introduced over two hundred distinct new varieties each an improvement on the past. And by constant hybridizing for the last ten years we have developed the new Fordhook Early Flowering strain of Spencer Sweet Peas. We can now offer you all the finest colors in the Early or Winter Flowering type of Spencers —everything offered is grown on our own Floradale Farm in California. The House of Burpee is recognized as the **American Headquarters** for Sweet Peas.

3351 **EARLY ENCHANTRESS (BURPEE'S).** It is a bright rose-pink, becoming deeper toward the edges of standard and wings, gradually softening in tone toward the center of the flower. Pkt. 7c; oz. $1.00; ¼ lb. $3.00; lb. $10.00.

3361 **FORDHOOK PINK AND WHITE (BURPEE'S).** This is similar to the old Blanche Ferry, having a bright, rosy-pink standard with white wings, lightly suffused rose. Pkt. 7c; oz. 60c; ¼ lb. $1.80; lb. $6.00.

3398 **YARRAWA.** The flowers average two and one-half inches in diameter, many are duplex or double. The color is a bright rose-pink with a clear, creamy base. Our stock of this popular Australian variety is absolutely true. Grown by us from seed procured direct from the introducer. Pkt. 7c; oz. 75c; ¼ lb. $2.25; lb. $7.50.

3375 **EARLY LAVENDER KING (BURPEE'S).** A first-class lavender has been much wanted in this type, therefore, we have great pleasure in offering the new Lavender King. This glorious new variety is a rich, true, deep lavender throughout. Similar in color to the summer-flowering varieties, Burpee's Orchid and R. F. Felton. The flowers are of large size, beautifully true waved form, and borne in threes and fours on stems of great length. Pkt. 7c; oz. 85c; ¼ lb. $2.50; lb. $8.50.

3399 **EARLY ZEPHYR (BURPEE'S).** This is a delightful shade of pale blue or lavender. It might be briefly described as a silvery blue self. An extremely dainty and charming variety. Pkt. 7c; oz. $1.00; ¼ lb. $3.00; lb. $10.00.

3346 **EARLY DAINTINESS (BURPEE'S).** This has always been a favorite since it was first exhibited in 1915, when it was certificated. We have only now been able to work up a sufficient stock to offer to our friends. A strong grower, with flowers of largest size and usually produced in fours. Color pure white edged rose. Similar to Summer-flowering Dainty. Pkt. 7c; oz. 80c; ¼ lb. $2.40; lb. $8.00.

3348 **EARLY DAYBREAK (BURPEE'S).** The flowers are much frilled or waved, of largest size. The color is a pleasing shade of rich rose-pink on cream ground, becoming deeper toward the edge of standard and wings. The entire flower is lightly suffused with salmon. Pkt., 7c; oz., $1.00; ¼ lb., $3.00; lb., $10.00.

3383 **EARLY PINK BEAUTY (BURPEE'S).** The color is soft rose-pink on white ground, richer toward the edges, gradually softening in color as it reaches the center of standard and wings. Pkt. 7c; oz. $1.00; ¼ lb. $3.00; lb. $10.00.

3344 **EARLY CHERRY RIPE (BURPEE'S).** A particularly bright and taking color and quite new in this section. It might be described as a glowing cherry or salmon-cerise self. Awarded Certificate of Merit at the International Spring Show, New York, March 20, 1918. Pkt. 10c; oz. $2.50; ¼ lb. $7.50; lb. $25.00.

3380 **EARLY MAUVE BEAUTY (BURPEE'S).** Color a pleasing shade of rosy mauve. The flowers are of immense size, often measuring two and one-half inches in diameter, yet exquisitely waved and of best Spencer form. A strong, vigorous grower and very free flowering. Charming under artificial light. Pkt. 7c; oz. 85c; ¼ lb. $2.50; lb. $8.50.

3381 **EARLY ORANGE BEAUTY (BURPEE'S).** Similar in color to Helen Lewis, therefore a glowing orange-scarlet with softer colored wings. Extremely free and early blooming, valuable alike for culture under glass or in the open as it withstands the sun and weather well. Pkt. 14c; oz. $3.00; ¼ lb. $9.00; lb. $30.00.

3362 **FORDHOOK ROSE IMPROVED (BURPEE'S).** Quite distinct from our original Fordhook Rose. The flowers are of immense size, usually borne in threes and fours on very long stiff stems. In color similar to the well-known George Herbert. A pleasing shade of rosy carmine. Pkt. 7c; oz. $1.00; ¼ lb. $3.00; lb. $10.00.

3393 **EARLY SPLENDOR (BURPEE'S).** A magnificent new deep rose self. The rich rose-crimson color is accentuated by the distinct white blotch at the base of standard and wings. The flowers are of great size, usually borne in fours on very long stems. Similar in color to the Summer-flowering Rosabelle. Pkt. 7c; oz. $1.00; ¼ lb. $3.00; lb. $10.00.

3374 **EARLY KING (BURPEE'S).** The finest early-flowering crimson. The flowers are of great size, perfect form, averaging fully two inches in diameter. Pkt. 7c; oz. 85c; ¼ lb. $2.50; lb. $8.50.

3388. **EARLY ROSY MORN (BURPEE'S).** Flowers grown under ordinary field culture have measured fully two inches in diameter. The flowers are usually borne in threes or fours on stiff, long stems. Color, a pleasing shade of rose with crimson-scarlet standard. Pkt. 7c; oz. 80c; ¼ lb. $2.40; lb. $8.00.

3390 **EARLY SANKEY (BURPEE'S).** This truly magnificent white was awarded a special Silver Medal when exhibited at the great International Show in New York, March 20, 1915, also Certificate of Merit at the Spring Show of the Pennsylvania Horticultural Society, Philadelphia, March 23, 1915. Black seeded. Pkt. 7c; oz. 80c; ¼ lb. $2.40; lb. $8.00.

3392 **IMPROVED EARLY SNOWSTORM (BURPEE'S).** The result of a cross between King White and Yarrawa, it embodies the best qualities of those two varieties and easily eclipses all early-flowering white Sweet Peas to date. The flowers are of Yarrawa size, but finer form, as the standard does not reflex but is magnificently bold, though charmingly waved. A vigorous grower, the immense flowers are invariably borne in fours on very long stems. Awarded Certificate of Merit at the International Show, New York, March 20, 1918. Our improved Snowstorm is so immeasurably superior to our original Snowstorm that we have now discarded the latter. Improved Snowstorm is the last word in Early-Flowering White Sweet Peas. Pkt., 10c; oz., $1.50; ¼ lb., $4.50; lb., $15.00.

3352 **EARLY EXQUISITE (BURPEE'S).** The ground color is a soft shade of primrose, the edge of the standard and wings being beautifully "picoteed" with deep rose-pink. Pkt. 7c; oz. 85c; ¼ lb. $2.50; lb. $8.50.

3376 **EARLY LOVELINESS (BURPEE'S).** The color is white, the entire flower being suffused soft pink and the edges distinctly picoteed with rose-pink. Pkt. 7c; oz. 85c; ¼ lb. $2.50; lb. $8.50.

3357 **EARLY FANTASY (BURPEE'S).** Striped and marbled with rich rose-pink on a creamy white ground. Exceedingly bright and makes a telling bunch when cut. Extremely free and a continuous bloomer, the flowers usually borne in threes and fours on long stems. Pkt., 7c; oz. 80c; ¼ lb. $2.40; lb. $8.00.

3342 **EARLY CANARY BIRD (BURPEE'S).** This is a splendid, rich, deep cream or primrose colored self. The flowers are of great size, beautifully waved, and usually borne three or four on a stem. Pkt., 7c; oz., $1.00; ¼ lb., $3.00; lb., $10.00.

3338 **EARLY BLUE-BIRD (BURPEE'S).** This is a charming shade of blue. Somewhat deeper than Wedgewood, but more of a true self, especially as the flower ages. In our opinion, the best blue for indoor culture. Pkt., 7c; oz., $1.00; ¼ lb., $3.00; lb., $10.00.

The prices quoted are net for packets as well as larger quantities, f. o. b. Philadelphia, for delivery July to December. The above varieties—each the best in its class—provide a complete range of colors. We have many other desirable varieties of Early Flowering Spencers on which we shall be pleased to quote prices upon request.

W. Atlee Burpee Co.,

Seed Growers Philadelphia.

Best Summer Roses

Russell and Columbia are in Heavy Crop with us.

BUY DIRECT FROM THE GROWER.

Ophelia, White Killarney, Sunburst, Hoosier Beauties

New Ferns

From Massachusetts. Best in the Market, $2.00 per 1000.

RUSSELL and COLUMBIA
50c to $2.00 per dozen, according to length of stems.

ROSES—OUR SELECTION.
In lots of 200 or more.....$3.00 to $4.00 per 100

Ophelia, White Killarney and Sunburst

Long		$8.00 per 100
Medium	$5.00 to	6.00 per 100
Short		4.00 per 100

Other Flowers at market prices.

Asparagus, according to length of stem.....per 100, $2.50 to $3.00.
Bronze Galax, according to quality.....per 1000, 2.00.

In buying direct from the grower you are assured of fresh stock at all times and the most even run of quality possible.
NOTICE—We close at 5 o'clock week days and all day Sunday. Week Days 8 A. M. until 5 P. M.

BASSETT & WASHBURN

LONG DISTANCE PHONE:
CENTRAL 1457.
Greenhouses: Hinsdale, Ill., and Greggs Station, Ill.

OFFICE AND STORE
178 N. Wabash Ave., CHICAGO, ILL.

Chicago.

STOCK IS IN SHORT SUPPLY.

Stock of all kinds is in short supply and is commanding high summer prices with a complete cleanup each day. Gladioli are selling at figures ranging from $4 to $8 per 100 and even higher in some of the fancier grades. The cut of gladioli in general is showing the effects of the hot weather but is moving quickly every day owing to the scarcity of all other stock. Asters are in short supply and command high prices with very little first-class stock available. American Beauty roses are good property and are in strong demand at prices ranging from $1.50 to $5 per dozen. Mrs. Chas. Russell and Columbia are being disposed of every day at good figures, some ranging as high as $20 per 100 and more. Roses in general are clearing up at high summer prices with one or two of the fancier varieties commanding very attractive summer figures. Gypsophila is quite a factor in the market, but finds ready buyers. Carnations are seen in limited numbers but do not cut much of a figure in the market. A few lilies are seen. Lily of the valley and orchids are scarce. Snapdragons, daisies, calendulas, pond lilies and other miscellaneous seasonable stock are included in the regular offerings and are coming in handy this week. Business has been good the past week with a strong demand for funeral flowers. The S. A. F. convention to be held in Detroit next month is causing much comment in the wholesale district and the closer it draws near the larger the attendance promises to be.

STREET CAR STRIKE GRIPS CITY.

The suspension of all traffic on the surface and elevated lines has caused a serious depression of the retail business and there is much difficulty delivering the few orders coming in.

Chicagoans in Wisconsin.

Fred Longren, Allie Zech, Joe Marks and P. W Peterson, Joliet, on Way to Recent Meeting of Wisconsin State Florists at Fond du Lac.

NOTES.

Mrs. Augusta Haeger, mother of Frances L. Haeger, Mrs. Otto Stolz, Fred W. Haeger and Gertrude Haeger, died July 26. The funeral was held the following Monday at 2 p. m. from the chapel at 2216 Southport avenue with interment at Concordia cemetery. Lieutenant Fred Haeger now stationed at Camp Grant, Rockford, was formerly with the A. L. Randall Co. and his sister, Gertrude, formerly in the employ of THE AMERICAN FLORIST. The sympathy of the trade is extended to the family in the loss of a loving mother.

Miss Nettie Parker, secretary of A. T. Pyfer & Co., will leave in a few days to take in the sights at Yellowstone park. She expects to return in time to attend the Detroit convention. A. T. Pyfer will return this week from his vacation, which was spent with his family at Polo.

Samuel Murray came on from Kansas City for the funeral of Arnold Ringier One of Mr. Murray's younger brothers prominent in the building trades, died in New York last week.

Charles E. Barker, formerly on the FLORIST office staff, and many months abroad with the American troops, has returned to Camp Merritt, New Jersey.

Miss Charlotte Paradise, bookkeeper at A. L. Vaughan & Co.s store, will leave this week to enjoy a well-earned vacation at Elkhart Lake, Wis.

Mrs. Chas. A. Duerr, Newark, O., passed through the city last week on her way to Wisconsin, where she is spending her vacation.

Miss Thelma Hardaway, with Johnson's Greenhouses, Memphis, Tenn., stopped off here this week on her way to Detroit, Mich.

Louis Finnermann, of Grossberg-Tyler-Finnermann, will leave this week on a business trip to the Pacific coast.

Abe Iralson is able to be about again after undergoing an operation for hernia at St. Luke's hospital.

Gust Alles is back on the job at Wietor Bros'. store after enjoying a most pleasant vacation.

Frank Oechslin and wife are enjoying their vacation at Colorado Springs, Colo.

Henry Arnold, with O. A. & L. A. Tonner, is vacationing at Eagle River, Wis.

Herbert Hansen, of the Peter Reinberg store force, is away on his vacation.

Louis Wittbold and Samuel Pearce and wife are in New York this week.

Tim Cuneen, with Percy Jones, Inc., is spending his vacation in Michigan.

PETER REINBERG

Wholesale Florist

30 East Randolph St., LONG DISTANCE PHONES CENTRAL 601 and 2846 **CHICAGO**

Russell and Ophelia

As good as you can obtain for use during the hot weather months.

Remember, when ordering, that we have the best stock obtainable in the Chicago market at the prices quoted.

Buy Direct From the Grower. **CURRENT PRICE LIST** **Subject to Change Without Notice.**

	Per 100
MRS. CHAS. RUSSELL	
Select	$15.00
Medium	$10.00 to 12.00
Shorts	5.00 to 6.00
RICHMOND	Per 100
Select	$10.00
Medium	6.00
Shorts	$ 3.00 to 4.00
Killarney, White Killarney, Killarney Brilliant, Sunburst, My Maryland, Ophelia, Champ Weiland	Per 100
Select	$10.00
Medium	6.00
Short	$ 3.00 to 4.00

	Per 100
MILADY	
Select	$10.00
Medium	6.00
Shorts	4.00
ROSES, OUR SELECTION	4.00
Valley	8.00
Adiantum	1.50 to 2.00
Asparagus, per bunch	50c to 75c
Ferns, per 1,000	$4.00
Boxwood	per bunch, 35c
Galax, bronze and green	per 1,000, $2.00
Leucothoe Sprays	1.25

They Stand the Test

"SUPERIOR QUALITY FLOWERS" stand the test particularly well during the hot summer months.

You will be interested in our display of the latest Floral Novelties and Supplies at the Trade Exhibition at Detroit.

Price List sent on request.

Poehlmann Brothers Company
66-74 East Randolph Street
Chicago, U. S. A.

The Largest Growers of Flowers in the World.

Supply your customers with the best possible stock obtainable during the summer months. You can always get it here.

JOSEPH FOERSTER CO.
WHOLESALE FLORISTS
160 N. Wabash Avenue, CHICAGO, ILL.

WIETOR BROS.
WHOLESALE FLORISTS
30 East Randolph St., L. D. Phone Randolph 2081 CHICAGO
Mention the American Florist when writing

The A. L. Randall Co. received word from Ottawa Beach, Mich., Tuesday evening, July 29, that Frank McCabe drowned there that day while in swimming. The Randall Co. immediately sent Mr. Galavan over with Mr. McCabe's brother to bring the body back home. Mr. McCabe was 29 years old and had been in the employ of the A. L. Randall Co. for over 13 years. He was one of the cleanest cut, most obliging and popular young men in the trade which had much to do in securing him the position of city salesmanager for his firm. He is survived by his mother, four sisters and a brother. No arrangements had been made for the funeral up to the time of going to press, Wednesday, July 30.

C. F. Claussen, wife and family, are Oldsmobiling eastward. They were reported Sunday at Kunderd's, Goshen, Ind. They will make Washington, D. C., and other cities.

Chas. Erne, Frank Hagen and Henry Kruchten attended the Klingel funeral at Des Plaines, July 24. The floral offerings from the trade were many and beautiful.

Wilbur Gullett, of Gullett & Sons, Lincoln, stopped off here for a few days this week on his way home from an eastern business and pleasure trip.

Vaughan's Seed Store reports good and greatly needed rains on its Michigan gladiolus fields.

Chris Pederson is planning on making a trip to Yellowstone park.

Visitors: N. Jarrett and wife, of the Fernery, Kansas City, Mo.; Sam Israel, of the Detroit Florists' Exchange, Detroit, Mich.; Sam Seligman, New York; A. M. Terrill, Calgary, Alberta, Can.; C. D. Mills, Jacksonville, Fla.; Harry White, North Manchester, Ind.; D. L. Hollinger and family, Akron, O., returning from a six weeks' visit to California.

CUT TUBEROSES
FOR IMMEDIATE SHIPMENT
Write, wire or phone.
IMPERIAL GARDENS, Sugar Land, Texas
Mention the American Florist when writing

Bahr Resigns Commissionership.

Fritz Bahr, well-known grower of Highland Park, Ill., has tendered his resignation as commissioner of streets and public improvements of that city, the action made necessary by eye trouble which makes it difficult to give the office the attention necessary. Commissioner Bahr has rendered excellent service, and it was with sincere regret that that community hears of his inability to serve longer.

JOLIET, ILL.—The Labo establishment here was badly damaged by fire last Sunday, July 27. The office, garage, potting shed and some of the greenhouses were almost totally destroyed.

BALTIMORE, MD.—Baynes & McDonald have opened a flower stand in the Lexington Market, in the location formerly occupied by James Glass, who is now devoting his entire time to his range.

Percy Jones
INC.
Wholesale Florists
30 E. Randolph St., CHICAGO, ILL.
Mention the American Florist when writing

BASKETS
Write for Catalog Now.
RAEDLEIN BASKET CO.
713 Milwaukee Ave., CHICAGO, ILL.
Mention the American Florist when writing

A. L. VAUGHAN & Co.
NOT INC.
PHONES:
CENTRAL 2571 - AUTOMATIC 48-734 - CENTRAL 2572
161 North Wabash Ave. Chicago

Good Shipping Flowers

Great care is taken so that all our shipping orders are filled properly and the stock will reach our customers in the best possible condition. Only strictly fresh flowers that will carry are selected for this purpose and is a big item to the buyer.

Beauties-Roses-Gladioli-Lilies-Orchids
Daisies--Gypsophila--Calendulas--Etc.

We also have a Complete Line of Greens

Detroit, Mich.

FAIR SUMMER BUSINESS.

While there is a perceptible improvement in business, the dull summer conditions remain with us, and no one can claim more than fair trade. The supply of flowers seems to be in keeping with the slow demand, and it is thought that if more and better stock were available, it would stimulate the demand to some extent. Gladioli are slow coming in, and asters are in meager supply and of poor quality. A few carnations, notably white, can be had, but roses are in short supply and ordinary summer quality prevails. Gypsophia is plentiful and of good quality and may be said to be used quite generally to conceal the defects in work that poor quality of other flowers make unavoidable. Many retailers are on their vacations, but the growers are obliged to remain "on the job," because of the general shortage of help, which is, if possible, becoming more acute as the factories keep increasing their already attractive wages.

CONVENTION PLANS PROGRESSING WELL.

Local preparations for the Society of American Florists convention are progressing in splendid shape. Advance hotel reservations already made, indicate a record breaking attendance. E. A. Fetters, who has in hand the work of securing these accommodations, again gives notice to all, not to delay requests for their hotel requirements, addressing him at 17 East Adams avenue, this city. A big meeting of the club, with the ladies' auxiliary, is called for August 1, at the Hotel Statler.

LOCAL PUBLICITY HONOR ROLL.

In the interests of the publicity campaign of the Society of American Florists, M. A. Vinson has placed a large banner on the wall at the Michigan Cut Flower Exchange, showing a complete list of Michigan contributors to the fund. He is touring the state soliciting subscriptions, and the new names and amounts contributed are added to the list as secured, and is an inspiration and strong argument in support of the cause, "Say It With Flowers."

NOTES.

The Michigan Cut Flower Exchange has acquired the property on the south side of their wholesale house on Randolph street and will soon erect thereon a building for the extension of their business. The new addition will be 30x100 feet and four stories high. One department will be arranged with the maximum of light to provide for the better handling of their plant trade which is becoming a big factor.

Robert Klegge, the well known grower of Mt. Clemens, Mich., who recently sold his establishment to the Doemling, Schimmel Co., has retired to his future home on the shore of Lake St. Clair, 15 miles from Detroit. Here he has two and a half acres of ground with 150 feet of lake frontage, and is building a fine residence, where he and his family will take a well earned rest.

Vice-President E. A. Fetters is home again after his trip to St. Cloud, Minn., where he spent his vacation. He made the entire trip in his Winton car with no serious mishaps. The round trip covered 2,000 miles.

Secretary John Young has taken desk room at the Bemb Floral Co., 153 Bates street, until convention time. Here he will be in close touch with affairs in connection with the trade exhibit.

Adam Bezemer, who joined the colors some time ago, has returned after seeing service, and will re-enter the employ of E. A. Fetters.

J. F. S.

ELYRIA, O.—Hodi & Ledea are to open a flower shop in the Topliff hotel building in the near future.

The Grower to get the most out of his greenhouses should also **KNOW** that he is getting the most out of his **Wholesale House.**

Poor Returns never lost us a grower. **WE** conduct our business differently than others, which is a good reason for prospective shippers to investigate our **"New Service"** in the handling of Cut Flower consignments.

YOUR
FOUNDED BY FLINT KENNICOTT
1st
PROTECTION

KENNICOTT BROS. CO.
CHICAGO
"Under Grower's Supervision"
and
"TRUE TO NAME"

YOU CAN ALWAYS RELY UPON US FOR YOUR SUPPLY OF

CUT FLOWERS

Remember when ordering that our line is so complete that it includes every item offered in the Great Chicago Market.

ZECH & MANN

30 E. Randolph St.

CHICAGO

Long Distance Phones { Central 3283 / Central 3284

Our Offerings Include:

ROSES.

COLUMBIA

RUSSELL

White Killarney

Pink Killarney

Milady Sunburst

Killarney Brilliant

Ward Ophelia

MINIATURE ROSES

Cecile Brunner

CARNATIONS

MISCELLANEOUS

ASTERS

Valley Cattleyas

Calendulas

GLADIOLI

GREENS.

Plumosus Sprengeri

Galax, bronze. Galax, green

Ferns

Adiantum Smilax

Mexican Ivy

Boxwood Leucothoe

San Francisco.

MARKET CONDITIONS GENERALLY GOOD.

Trade is reported very good for this season of the year. There is an unusually strong demand for decorations, especially weddings. Funeral work, also, keeps us steadily, thereby cleaning up the market in good shape every day. There is not a heavy supply of roses, but the selection of varieties offered is limited to Ophelia, Hadley and Ulrich Brunner. Very few Russell are to be had, and no American Beauties. Aaron Ward can be seen on some days. Cecile Brunner is off crop just now, and stock that arrives sells readily. The first chrysanthemums of the season came in during the week from the Japanese growers along the peninsula. Golden Glow is the yellow, and Early Frost are those arriving. The latter is very good: in fact, about as good as it is possible to grow it. Golden Glow is somewhat weak necked, and is not in much favor. Some of the growers are promising Monrovia by the first of the month. Very fair prices are being received as the public is always looking for something new. Asters, also, were brought into the market for the first time this week. Pink and white are the only colors offered. They sold quickly at splendid figures. The Chinese are the only growers of this flower, and we understand they will have a large acreage to offer this season. The gladioli season is now at its height, and large shipments are arriving at the market every morning. At the present time, the Santa Cruz growers are sending in the best stock. Some beautiful pink, red and white varieties of high grade quality can always be had. The carnation is about the only flower that is a glut on the market. It drags, with no reasonable offer refused. Sweet peas have come into their own again and a splendid supply of Spencers is available. The quality is of the best and very handsome returns are being made to the growers. Large quantities of hydrangeas are used here for basket work and decorations of all kinds. There is also an ample supply of blue hydrangeas at all times. Some good delphiniums and scabiosa are to be had. There are practically no cattleyas or any other orchids in the market. The call for them keeps up, however. The supply of gardenias is very short. There is a never ending inquiry for lily of the valley from the buying public, but it has been a long time since there has been anything like a supply in the market. Occassionally one comes across a small lot of violets in some of the stores. The flowers are very small, but decidedly fragrant. Buddleia magnifica is very popular for basket work. There is the usual large supply of outdoor stock of all kinds which gives quite a dash of color to the store windows. The demand for nephrolepis is very good and stock cleans up in fine shape. Small ferns in variety are also much sought after. Altogether, we may say the market is in a healthy conditon.

NOTES.

J. A. Axell, who resigned from the E. W. McLellan Company to engage in the wholesale shipping trade on his own account, has leased large quarters adjoining those of the Western Evergreen Co. He is having them fitted up with every modern convenience, suitable for the wholesale handling and shipping of cut flowers. He hopes to have them ready for occupancy at the opening of the shipping season. At present, he is visiting the different growers throughout this section, arranging for the handling of their cut this season. Mr. Axell is, without question, the best informed man on this coast in the wholesale business, and he has the best wishes of the trade in his new venture.

The Shibley Floral Co., of which Frank Shibley was owner, has sold out to the Nelligan Sisters, of Santa Rosa, who will conduct the business at the present location. The three young ladies who comprise the firm are planning great improvements in their store, and hope to make it one of the most attractive in the neighborhood. Frank Shibley has been in the business here since early days, and is going to retire for good. He expects to make a pleasure trip through the eastern states soon, accompanied by his wife.

On the first of the coming month, Ricardie Lee Murray will dispose of her flower stores on Geary street and in the Clift hotel. She has been in business here for quite a few years, and her many friends will regret to hear that ill health compels her to retire. At present, she has no immediate plans for the future, other than trying to restore her failing health. Her successors will continue the business under the old trade name of Ricardie Lee Murray.

The Art Floral Company is again making improvements in the appearance of its Powell street store. Large plate glass mirrors are being installed everywhere throughout. The most expensive quality obtainable is being used, and when completed, Manager P. Vincent Matraia will have one of the handsomest stores on the coast. This firm expects to make an announcement in the near future that will prove of great interest to the trade in this vicinity.

Charles Matraia, after being associated with the well known firm of Podesta & Baldocchi, for 20 years, has retired from that company. He entered the employ of this firm when a boy and has worked himself up to being a large stockholder in the firm by his industry and integrity. He is taking a rest now in the Yosemite valley, and upon his return, it is said he is to enter one of the largest stores in this city as a member of the firm.

Joseph Logarinossino, who is probably our largest violet grower, has over eight acres of the giant violet growing at his place for the coming season. This is the best shipper among the different varieties. It is said that the entire crop is already contracted for, and will be used by the shipping trade. He

Our Shipping Trade

is holding up because **Our Roses Lead in Quality in the Chicago Market**

FERNS We have plenty of good hardy Ferns to offer. Fancy, $2.50 per 1000; medium, $1.50 to $2.00 per 1000.

Leucothoe.....60c per 100; $5.00 per 1000

Galax.....25c per 100; 2.00 per 1000

Choice Stock of Gladioli, Feverfew, Candytuft, Daisies, Calendulas, Valley, Scabiosa, Harrisii, Gypsophila, Snapdragons and all other Seasonable Stock.

DON'T FORGET US ON GREENS, AS WE HAVE

Asparagus, Sprengeri, Ferns, Adiantum, Green and Bronze Leucothoe and Galax

If you want good stock and good treatment, buy of Chicago's most up-to-date and best-located Wholesale Cut Flower House.

J. A. Budlong Co.

Quality Speaks Louder Than Prices.

Wholesale Cut Flowers and Greens

184-186 North Wabash Ave., Corner Lake St., CHICAGO

Roses, Valley and Carnations —Our Specialty—

Prices As Low As Others.

SHIPPING ORDERS GIVEN CAREFUL ATTENTION.

WE ARE CLOSED ALL DAY SUNDAY.

We are in daily touch with market conditions, and when a decline takes place you can rely upon orders sent us receiving such benefits.

grows only a compartively small acreage of Princess of Wales for the local market.

The Thorsted Floral Co., of Oakland, has decided to go into the wholesale florists' supply business. They are putting in a large stock of everything suitable for the retail trade, and have a representative now calling upon the stores in this city. Mr. Thorsted is greatly pleased over the success of his new venture.

Henry Avensino, who has become the new manager of the wholesale department of the E. W. McLellan Company, on Bush street, has disposed of his stock in the firm of Avensino Bros. to J. Lavenzallo. The latter has been prominent in the trade here for many years, and will be a welcome addition to the firm.

Patrick Orr, manager of the A. O. Stein store, on Sutter street, has resumed his post after an enjoyable vacation among the mountains of northern California. His firm was very busy all week on weddings, and has several large decorations booked for next week.

The Jessie Seal Dahlia Gardens are now shipping a large lot of the newest commercial dahlias to this market. Only the best varieties are grown at this place. Some excellent Spencer sweet peas are also being sent in, all of which are finding a ready market.

The E. W. McLellan Company is handling the bulk of the cut of the Santa Cruz gladioli growers. Manager Avensino reports an active market for this stock. They are also shipping a lot of stock to distant points.

Martin Reukauf, representing H. Bayersdorfer & Co. of Philadelphia, Pa., is calling on the trade in the interest of his firm. He says business has been excellent all along the coast.

Luke J. Uzick, manager of the J. B. Boland store, on Lick place, has severed his connection with this firm, and will take a month's vacation before resuming up work again.

JAMES T. LYNCH.

A. T. PYFER & CO.

WHOLESALE FLORISTS

164 North Wabash Avenue, CHICAGO

Mention the American Florist when writing

Kansas City.

FAIR BUSINESS BUT SUPPLY LIGHT.

Business is fair, confined principally to funeral work and bouquets for the hospitals. Stock is scarce and of poor quality, due to the long, dry spell, there having been no rain in this section in several weeks. Pot plants are now almost a thing of the past, very few being offered. Gladioli are very plentiful, but the quality is none to good, and the wholesale price runs from eight to 12 cents. Summer roses in Ophelia, Columbia and Russsell are good for the first crop.

Tonner Wholesale Florists

Dealers in Supplies Chicago Ill.

30 East Randolph Street.

NOTES.

The Pinehurst Gardens, successors to the Geo. M. Kellogg Flower & Plant Co., are sending in a limited amount of roses, gladioli and carnations. This firm will be heavy producers of plants the coming season. This department will be in charge of William Day.

The W. L. Rock Flower Co. is featuring a striking summer window with

You've Been Waiting for Years

For a **REAL, HONEST-TO-GOODNESS PLANT STAND** that would give satisfaction, and right here it is! You can place

ANY PLANT in ANY SIZE POT at ANY ANGLE or ANY HEIGHT Desired

Just by tightening one clamp, a child can do it—and, really, it's so simple. **It cannot tip, even under the greatest strain. Comes in two sizes, as follows:**

No. 1 (extends from 3½ to 5½ feet). ..... **$4.50 each**
No. 2 (extends from 4½ to 6½ feet). ..... **5.00 each**

Let us send you a few to try them out.

THE McCALLUM COMPANY

"THE HOUSE THAT SERVICE BUILT"

Manufacturers and Importers of Florists' Supplies, PITTSBURGH, PENNA.

ERNE & COMPANY

—WHOLESALE FLORISTS—

30 E. Randolph Street, L. D. Phone, Randolph 6578. **CHICAGO, ILL.**

E. F. Winterson Co.

166 North Wabash Avenue, L. D. Phone Central 6004. **CHICAGO**

We carry the year round the best Wild Smilax, Fancy Ferns, Galax and Huckleberry. Try us on your regular orders.

an appropriate setting of decorative plants, together with an old mill, streams and live ducks and canaries.

T. J. Noll & Co. report demand far in excess of available offerings. A good line of gladioli, gypsophila and home-grown Ophelia roses are seen at this establishment.

Charles Thomas, of The Rosery, is back from a trip to Lake Tameycomo, where he reports the fishing was very good, and his party made large catches daily.

The trade sympathizes with H. H. Coffee, in the death of his mother, which occurred, July 23, at the family home, at Jane, Mo.

A. F. Barbee reports funeral work holding up well. He is now cutting good gladioli, and Columbia and Ophelia roses.

H. Kusik & Co. reports the demand for stock heavy, but the supply is scarce. Gladioli, roses and gypsophila are features

W. J. Barnes reports fair business. He is well pleased with his new Dodge delivery car.

Ray and Mrs. Millis, of the Alpha Floral Co., are on a vacation in the Ozarks.

Samuel Murray, the well known Grand avenue florist, is in Chicago this week.

Visitors: R. E. Moss, Vinita, Okla.; J. C. Steinhauser, Pittsburg, Kans.; Martin Reukauf, representing H. Bayersdorfer & Co., Philadelphia, Pa.; W. E. Tredup, with the A. L. Randall Co., Chicago.

E. J. B.

Fort Wayne, Ind.

SUPPLY OF SALABLE STOCK LIMITED.

The extreme heat of the past several weeks is having a telling effect upon the cut flowers on this market, both the greenhouse-grown, and outdoors varieties and the gladioli crop, many of which are almost unsalable. Roses are showing some improvement in size since last week, but the weather has been hard on them. Russell is leading in the summer varieties, both as a good keeper, and as a colorful rose. Carnations are still being offered, although prices are low, and the stock is not worthy of being handled by a boni fide florist. Rubrum lilies are very scarce this season. The arrival of asters on the market is being eagerly anticipated by the retailers, as they will fill a long-felt want in the market. Outdoor snapdragons are of fairly good quality, and there is a large quantity of other outdoor flowers on the market, with Shasta daisies in the lead. Greens of all kinds are plentiful, and equal to the demand.

NOTES.

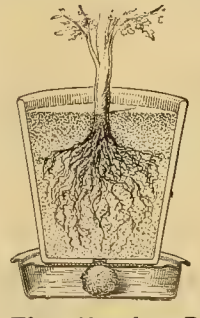
Miss Marguerite Flick has returned home after a month's vacation at Toledo Beach, where she was the guest of her aunt, Miss Helen F. Patten, of the Patten Flower Shop. She was accompanied by her two brothers, George and Joe Flick. The Flick Floral Co. sent out several handsome casket blankets of Russell roses last week.

A splendid display of foliage plants was noted in Ed. Wenninghoff's window last week. This firm was obliged to work all day last Sunday, in order to execute the funeral work.

The new Irene Byron tuberculosis hospital will be dedicated the coming week. It is expected that a large number of flowers will be used for the dedication.

H. K.

Sell More Potted Plants



You can easily double your plant trade by showing your customers how easy it is to grow potted plants with a

Little Wonder Plant Irrigator

They keep your plants watered just right. Wholesale price, **$20.00 per 100.**

If your supply house does not carry them send us their name with your order.

Sample by mail, 35c

The Wonder Plant Irrigator Co.
2544 N. Clark St., CHICAGO

Mention the American Florist when writing

SOMERSET, MASS.—Thomas Lawton has bought additional land and will make improvements at his establishment.

John Kruchten Co.

30 East Randolph Street, WHOLESALE FLORISTS L. D. Phone Central 8016-8017. CHICAGO, ILL.

Mention the American Florist when writing

E. C. AMLING CO.

The Largest, Best Equipped, Most Centrally Located

WHOLESALE

CUT FLOWER HOUSE

IN CHICAGO

169-75 N. Wabash Ave., CHICAGO

L. D. Phones CENTRAL 1977 and 1978

Mention the American Florist when writing

MILLER & MUSSER

Wholesale Florists

179-181-183 North Wabash Avenue, CHICAGO

Mention the American Florist when writing

A. L. Randall Co.,

Wabash Ave. and Lake St., CHICAGO, ILL.

Wholesale Cut Flowers, Florists' Supplies.

Mention the American Florist when writing

WEILAND-RISCH CO.

FLOWER GROWERS

TELEPHONE CENTRAL 879 154 N. WABASH AVE. CHICAGO ILLINOIS

Mention the American Florist when writing

George Reinberg

WHOLESALE FLORIST

Extra fancy Ophelia, Sunburst, Columbia, Russell, Milady, White Killarney and Killarney Brilliant Roses. All orders given prompt attention. Try us.

162 N. Wabash Av., CHICAGO

Cards For All Occasions

Labels, Stickers, Seals, Tags. Printing for Florists.

THE JOHN HENRY CO.

LANSING, MICH.

Mention the American Florist when writing

Wire Hanging Baskets

Price List, 1919. Plain Wire Hanging Baskets.

10-inch	$1.75	14-inch	$3.00
12-inch	2.25	16-inch	4.50

SHEET MOSS in bags, per bag, $2.00

Our Sheet Moss is the best value for the money in the market.

Michigan Cut Flower Exchange, 264-266 Randolph St., DETROIT, MICH.

Mention the American Florist when writing

Wholesale Flower Markets

Chicago.

CURRENT PRICE LIST.

		Dozen	100
Roses,	Beauty	$ 1.50@	$ 5.00
"	Mrs. Chas. Russell	5.00@	20.00
"	Columbia	5.00@	15.00
"	Hoosier Beauty	4.00@	10.00
"	Killarney Brilliant	3.00@	10.00
"	Killarney	3.00@	10.00
"	White Killarney	3.00@	10.00
"	Richmond	3.00@	10.00
"	Prince de Bulgarie	3.00@	10.00
"	My Maryland	3.00@	10.00
"	Mrs. Geo. Shawyer	3.00@	10.00
"	Milady	3.00@	10.00
"	Sunburst	3.00@	10.00
"	Mrs. Aaron Ward	3.00@	10.00
"	Hadley	3.00@	10.00
"	Ophelia	3.00@	10.00
"	Double W. Killarney	3.00@	10.00
"	Mrs. Moorfield Storey	3.00@	10.00
"	Champ Weiland	3.00@	10.00
"	Stanley	3.00@	10.00
"	Francis Scott Key	3.00@	10.00
"	Bayard Thayer	3.00@	10.00
"	Cecile Brunner		3.00
"	George Elgar		3.00
"	Baby Doll		3.00
"	Nesbit		3.00
"	Our selection		4.00
Carnations		3.00@	4.00
Cattleyas, per doz		10.00@	12.00
Daisies		1.50@	2.00
Gladioli		4.00@	6.00
Valley		12.00@	15.00
Calendulas		2.00@	4.00
Callas			15.00
New Ferns	per 1,000	3.00@	4.00
Galax	per 1,000	1.50@	2.00
Leucothoe		1.00@	1.25
Mexican Ivy	per 1,000	5.00@	6.00
Plumosus Strings	each	.60@	.75
Smilax	per doz.	2.50@	3.00
Sprengeri, Plumosus Sprays			3.00
Boxwood, 35c per lb., per case			9.00

ZECH & MANN

WHOLESALE FLORISTS

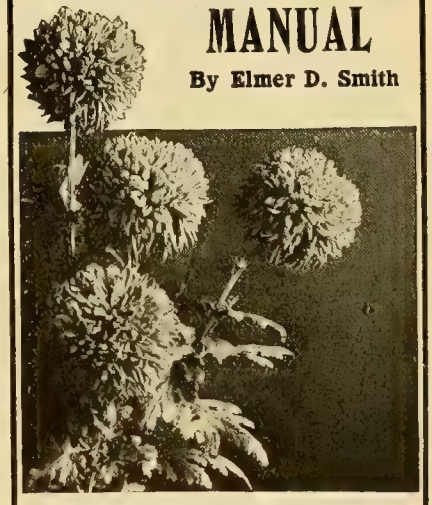
30 E. Randolph St., CHICAGO

Telephone Central 3284

Mention the American Florist when writing

THE CHRYSANTHEMUM MANUAL

By Elmer D. Smith



FOURTH EDITION

Price 60 Cents. Cash with Order.

American Florist Co.

440 S. Dearborn St., Chicago

CHICAGO FLOWER GROWERS' ASSOCIATION

182 N. Wabash Avenue

L. D. Phone Randolph 631

The Foremost Wholesale House of CHICAGO

Mention the American Florist when writing

There is no comparison as to the Quality, and no comparison in value if you buy the

Best Gladiolus

such as we offer you. Our stock consists mostly of **America, Halley, Schwaben** and some novelties in **Gladiolus.** The supply is now large enough to fill any size order. $6.00 to $8.00 per 100; some of the newer varieties $10.00 per 100.

THE LEO NIESSEN CO., 1201 Race St., Philadelphia, Pa.

Philadelphia.

GOOD DEMAND AT FAIR PRICES.

The deluge of rain is over, and there have been several successive days of sunshine. The precipitation for July broke all records of the local weather bureau, and in addition destroyed hundreds of thousands of dollars' worth of wheat. Fifteen acres of very fine quality on the farm of James Griffin, the orchid grower of Torresdale, was totally ruined, causing a loss of $1,800. Alfred Green, at Glenside, lost a large field of corn, cantaloupes and asters, the latter just coming into flower. A cloudburst of excessive rain, washed away the entire top soil, carrying off the crops, and burying them in the mud at the bottom of the field. There has been a good summer market the past week, all cut flowers of quality selling up close at very fair prices. Ophelia, Premier, Columbia, Victoria and Hadley are the leading roses. Double and Single White Killarneys are also in evidence. Just a few of the new crop of American Beauties are showing, but have no quality as yet. There are still a few carnations, which are doomed to go in a week or so, as now that the ground is drying out, a number of the growers are ready to throw out and replant. Gladioli are now the greatest factor in the market. Some very fine varieties are offered, but the really good stock is limited, at least 50 per cent of the shipments being just ordinary, which clean up or go over, depending on the scarcity of other flowers. Asters are in, some of quality, but the great majority are half-opened, runty looking flowers with many undeveloped buds, which looked as if they had been cut too soon. Shasta daisies are showy and in demand. The first of the Hydrangea paniculata was offered last week. Lilium speciosum Henryii, the orange Japanese lily, is a novelty. Cattleyas are scarce, and according to certain growers, will never be plentiful again.

COMMISSION LICENSE MEASURE ENFORCED.

When it is not one thing its another. The commission cut flower dealers are mad as March hares. It appears that some 18 months ago, when Uncle Sam's finance committee was looking around for more revenue, they sighted the men who sell vegetables, fruit and cut flowers on commission. Aha! We will charge these fellows $75 per year license fee, and $6.25 penalty if it is not paid by July 1 each year. They put this through congress with some other revenue matters, and there the measure rested, as far as the cut flower commission men of this city were concerned, until one day last week, when a very suave revenue officer with bills, all of them delinquent, and subject to the $6.25 penalty, put in his appearance, and all had to produce the license fee, which they did, and the delinquent penalty, the latter under protest. One dealer said: "The worst of it is, we cannot pass it along; it is just another expense, something that each individual dealer will have to grin and bear."

NOTES.

One of the large commission dealers, in speaking of the great quanity of inferior stock in the market, that constantly keeps down the average in returns, in commenting on the gladioli that are now so plentiful, said there is a good demand for all the choice varieties at better prices than ever before. Many growers, however, keep on planting the old, back numbers, that cost just as much to cultivate, are as much trouble to pack and ship, with higher express rates and much more expensive boxes, but do not bring one half the price of the improved sorts. They had much better grow one-fourth as many, but all of the choice up-to-date varieties, when they would have less work and get just as good returns.

EDWARD REID

Roses, Carnations, Gladioli. All Seasonable Flowers.

This is the exclusive shop, only one block from Express Depots.

1619-1621 Ranstead Street, PHILADELPHIA, PA.

Wholesale Flower Markets

BUFFALO, July 30. Per 100

Roses, Beauty, Special	30.00@	40.00
" Fancy	20.00@	30.00
" Extra	10.00@	20.00
" 1st	8.00@	10.00
" Killarney	3.00@	10.00
" My Maryland	3.00@	10.00
" Sunburst	3.00@	10.00
" Ward	3.00@	10.00
" Ophelia	3.00@	10.00
" Russell	6.00@	10.00
" Shawyer	3.00@	10.00
" Bon Silene	3.00@	4.00
Cattleyas	75.00@	85.00
Carnations	1.00@	2.00
Sweet Peas	.50@	1.50
Asparagus Sprengeri, .35@z.50		
Ferns per	1,000	2.00
Calendulas	2.00@	3.00
Smilax		25.00
Gladioli (indoor)	8.00@	10.00
Asters (Indoor)	4.00@	5.00

BOSTON, July 30. Per 100

Roses, Beauty	12.00@25.00
" Killarney Queen	2.00@ 6.00
" White and Pink Killarney	2.00@ 6.00
" Double White Killarney	6.00@12.00
" Killarney Brilliant	2.00@ 8.00
" Hadley	6.00@12.00
" Mock	2.00@ 4.00
" Mrs. Chas. Russell	6.00@12.00
" Taft	2.00@ 8.00
" Milady	2.00@ 8.00
" Ward and Hillingdon	2.00@ 8.00
" My Maryland	2.00@ 8.00
Carnations	12.00@15.00
Easter Lilies	10.00@20.00
Valley	6.00@10.00
Gladioli	4.00@ 8.00

CINCINNATI, July 30. Per 100

Roses, Killarney	4.00@12.00
" Frs. Chas. Russell	6.00@18.00
" Ophelia	4.00@10.00
" Richmond	4.00@10.00
" Sunburst	4.00@10.00
" Shawyer	4.00@10.00
" Columbia	6.00@18.00
Lilium Giganteum	12.50@15.00
Cattleyas	1.00@ 3.00
Carnations	4.00@ 12.00
Callas	10.00@ 12.00
Calendulas	1.50@ 3.00
Easter Lilies	12 50@15.00
Sweet Peas	.50@ 2.00
Tulips	4.00@ 8.00
Daffodils	5.00@ 6.00
Iris Tingitana	12.00@15.00
Jonquils	4.00@ 6.00
Snapdragons	6.00@10.00
Gladioli	3.00@ 5.00
Asters	2.00@ 4.00

Write For Our

Price List

On Cut Flowers

H. G. BERNING

1402-4 Pine St., St. Louis, Mo.

Mention the American Florist when writing

BERGER BROS.

Roses, Orchids, Sweet Peas, Carnations.

GLADIOLUS

1225 Race St. Philadelphia, Pa.

Pittsburgh Cut Flower Co.

WHOLESALE FLORISTS

116-118 Seventh Street,

PITTSBURGH, - PA.

Growers of Quality Flowers.

Prepared Cycas Leaves

Best quality Prepared Cycas, pliable, perfect color and full length. Neatly packed, 10 of a size to a package. 100 assorted Cycas, up to 40-inch lengths, for $6.50. Also complete list of other supplies free.

GEO. H. ANGERMUELLER CO.,

Wholesale Florists, 1320 Pine St., ST. LOUIS, MO.

Wholesale Florists' Supplies

THE HOUSE OF MERIT

Staple Baskets and Seasonable Novelties in Quantity.
Send for Our Catalogue.

JOS. G. NEIDINGER CO.

1309-1311 N. 2nd St., Phila., Pa.

Frank Ross is making extensive changes in his Fifty-second street store. Having been able to purchase additional ground in the rear, he is turning his store, which had a wide

C. C. POLLWORTH CO.
EVERYTHING in the line of Cut Flowers, Plants and Florists' Supplies.
MILWAUKEE, WIS.

HOLTON & HUNKEL CO.
462 Milwaukee St., Milwaukee, Wis.
Wholesalers and Growers of Choice Cut Flowers and Greens

H. Bayersdorfer & Co.
The Wholesale Supply House of America ...
EVERYTHING THE BEST IN FLORISTS' SUPPLIES
1127 Arch St., Philadelphia, Pa.

double front, into two large and handsome retail shops, one of which he will rent. When completed, his will be one of the finest of the West Philadelphia cut flower shops. Accompanied by his wife, he left July 25 for a two-weeks' vacation trip to the Thousand Islands and Canada.

Alfred M. Campbell, in one of his philosophic musings, said recently: "It takes a lot of men working together to boost prices, but mighty few to bring them down." Right you are, Alfred, but let us see to it that the few do not get their work in the coming season.

Dennis Koehane, of the H. F. Michell Co.'s force, is optomistic plus over the florist business of the coming season. He finds the trade anxious to buy all the staples. In the item of field carnations, they have had to turn down orders for over 300,000 plants.

Carl Corts, of the Jos. Heacock Co., says work on the new houses at Roelofs is now under way. The roses in the old houses are coming away fine, especially Premier.

James Griffin declares the day of the $1 cattleya is past; next winter they will be sure to bring at least double the price, as the supply will be much curtailed.

Robert Craig, Harry Faust, and his daughter, Dorothy, who are motoring to Maine, spent July 23-24 in Boston, Mass. They report a delightful time.

Gladioli are the feature with the Philadelphia Wholesale Florists' Exchange. Cut roses and early dahlias are also prominent.

Very choice gladioli are the feature of the Berger Bros. stock. Carnations, sweet peas and roses are also leaders.

The S. S. Pennock Co. had such a wonderful season's business that the floor of the store has had to be renewed.

Wm. Leonard is summering at Avalon, N. J.

K.

VINCENNES, IND.—Paul C. Schultz, prominent florist here, who recently returned from the meeting of Rotary clubs at Salt Lake City, Utah, gave an interesting account of his trip at a meeting here, July 14.

SPRINGFIELD, MASS.—Mark Aitken, well known florist of this city, is making an extended vacation trip through the Canadian northwest, with stops at the principal cities and a visit to Yellowstone park. The business during his absence is ably conducted by his daughter, Miss Effie Aitken.

GUST. RUSCH & CO.
Wholesale Florists
Jobbers in FLORISTS' SUPPLIES.
Phone Main 1245. P. O. Box 206
444-446 Milwaukee St., Milwaukee, Wis.

Wholesale Flower Markets

PHILADELPHIA, July 30. Per 100

Roses, Beauty, special	30.00@	40.00
" " fancy	10.00@	15.00
" Mrs. Chas. Russell	6.00@	20.00
" Killarney	2.00@	8.00
" Hadley	6.00@	15.00
" Sunburst	4.00@	10.00
" Wards	3.00@	6.00
" Ophelia	4.00@	12.00
" Columbia	6.00@	20.00
Carnations	2.00@	4.00
Easter Lilies	15.00@	20.00
Snapdragons	4.00@	10.00
Calendulas	2.00@	3.00
Adiantum	1.00@	1.50
Smilax		.25
Asparagus Strings	.50@	.75
Asparagus bunches		.50
Dagger and Fancy Ferns, per 1,000	3.00@	4.00
Sweet Peas	.50@	1.50
Gladioli	4.00@	12.00

ST. LOUIS, July 30. Per 100

Roses, Hadley	2.00@	4.00
" Killarney	1.50@	4.00
" White Killarney	1.50@	5.00
" Hoosier Beauty	2.00@	8.00
" Russell	2.00@	8.00
" Ward	1.00@	2.00
" Mrs. Shawyer	2.00@	4.00
" Sunburst	2.00@	6.00
Ferns	2.00	
Carnations	1.00@	2.00

PITTSBURGH, July 30. Per 100

Roses, Beauty, special	30.00@	41.00
" " fancy	25.00@	30.00
" " extra	15.00@	20.00
" " No. 1	4.00@	10.00
" Hadley	4.00@	20.00
" Killarney	3.00@	12.00
" Sunburst	3.00@	12.00
" Mrs. Aaron Ward	3.00@	12.00
" Russell	6.00@	20.00
" Columbia	6.00@	20.00
" Ophelia	4.00@	15.00
" Hilda	3.00@	12.00
Cattleyas		50.00
Carnations	2.00@	3.00
Ferns, per 1,000	2.50@	3.00
Sweet Peas	1.00@	2.00
Gladioli	8.00@	10.00
Phlox	3.00@	4.00
Delphinium	8.00@	10.00
Coraopsis		2.00
Daisies	1.00@	2.00

DULUTH, MINN.—John Freeman, formerly of Minneapolis, is now with J. J. Leborius, of this city, and reports good business, notwithstanding extremely warm weather.

FANCY (Special Picked) FERNS
Leave us your order for regular shipments.
C. A. Kuehn, WHOLESALE Florist
All Seasonable Cut Flowers | Mfr. and Dealer in "Florists" (Brand) Supplies
1312 Pine Street, ST. LOUIS, MO.
Mention the American Florist when writing

McCALLUM CO.
Florists' Supplies
PITTSBURGH, PA.
Mention the American Florist when writing

Philadelphia Wholesale Florists' Exchange
Roses, Dahlias, Achillea
Up-to-the-Minute Service. Satisfaction Guaranteed.
1615 Ranstead St., Philadelphia, Pa.

MINNEAPOLIS, MINN.
RICE BROTHERS
Wholesale Florists and Supplies
218 North Fifth St.
Send list in for quotations.

MILWAUKEE, July 30. Per 100

Roses, Killarney, W. Killarney	3.00@	8.00
" Ward	3.00@	6.00
" Mrs. Chas. Russell	6.00@	15.00
" Ophelia	3.00@	8.00
" Columbia	6.00@	15.00
" Hoosier Beauty	4.00@	8.00
Carnations, assorted	2.00@	3.00
Cattleyas, per doz.	7.50@	9.00
Sweet Peas	.50@	.75
Snapdragons	4.00@	6.00
Gladioli, per doz.	.75@	1.00
Daisies	1.00@	1.50
Gypsophilia	.25@	.35

New York.

LIGHT SUPPLY ESPECIALLY ROSES.

As befitting the time and season, business was quiet during the past week. On account of weather conditions, the supply of roses has been lighter, and everything approaching good quality in tea roses brought fair prices, for the season. Aside from the fact that the city is practically deserted by society people, the call for fine stock is light. Funeral work, and an occasional box or bunch of flowers make up the largest part of the trade. A few steamer orders have been reported, and from this time on, there is likely to be an increase in that branch of trade. The asters are now leading factors in the wholesale district, and much good stock is arriving with an inevitable decline in prices from what was paid for the first scattering lots. There is also a heavy stock of gladioli, which for inferior stock, sells cheap, though the choice varieties bring better prices. The supply of orchids, lilies and lily of the valley is light.

July 28.—The market is not a particularly cheerful subject on which to write. Many of the roses arriving are so open as to be practically worthless. Necessarily there is some activity on Monday morning, but most of the buyers are satisfied with cheap stock—the cheaper the better it suits them. There is an exception in orchids, as so few are about that most any kind of a cattleyea brings all that it is worth. The weather is hot, with a high percentage of humidity and any kind of a cooling drink costs three times what it did "befo de wah," so conditions are not particularly satisfactory.

NOTES.

On July 24, Stephen Masur, the Brooklyn retailer, and several friends, journeyed by automobile to the Rowayton Greenhouses, Rowayton, Conn., of which the well known firm of Traendly & Schenck are the proprietors. As Partner Traendly is summering there, he was right on hand to dispense hospitality of the well known Traendly heartiness and liberality. The stock in the greenhouses was inspected, and the visitors report an exceptionally fine crop of the leading varieties of roses coming on.

Louis E. Canstant, formerly a florist of this city, has returned safe and sound from the great war. He went through the memorable Verdun campaign and other desperate engagements in the French army, and was later transferred to the American forces. He is a Frenchman by birth, but likes the United States.

Maurice Kleinmann, manager for Myer, Madison avenue and 58th street, is receiving congratulations on the arrival, July 26, of an eight pound son at his home. Mrs. Kleinmann is also well known in the trade, as before her marriage she was bookkeeper for Fulterman Bros., wholesalers.

The florists of this and neighboring cities, are warned against a crook who represents himself as manager for some leading house, leaves an order for funeral work and collects a commission. That scheme is so old that we hope but few of them will be taken in.

Miss Ethel Frankel, bookkeeper for Mrs. Leikens, recently gave a party at which her engagement to Jack Shink, a commercial traveler, was announced. The date of the wedding will be made public later.

A force of men have been busy for the past week repainting and decorating the interior of the Dards store, Madison avenue and 44th street.

Extensive improvements are being carried out in the flower department of the Bloomingdale Bros.' store, Lexington avenue and 59th street.

Sam Gilbert, the "Traveling Wholesale Florist, Inc.," of 133 West 28th street, is receiving exceptionally fine asters.

Myer, the retailer of Madison avenue and 58th street, is on a western tour and will take in the Detroit convention.

Mrs. J. A. Snyder and daughter, Miss Loretta, of 423 Ninth avenue, are spending the month at Elberon, N. J.

J. K. Allen's family is summering at Ocean Grove, and he makes frequent trips there to visit them.

Leo Klein and wife, of Lexington avenue and 60th street, will join the party going to Detroit.

Late reports indicate that a large party will go from here to Detroit.

John Curry has taken a house at Caldwell, N. J., for the summer.

E. J. Hession and family are at Atlantic City. A. F. F.

Baltimore Notes.

BUSINESS MAINTAINS GOOD SUMMER TONE.

Business in this city in both retail and wholesale lines, is reported very satisfactory for the summer season. There is a better assortment of stock than ever before seen during the third week in July. The rose offerings include Russell, Prima Donna, Radiance, Double White Killarney, Sweetheart and a few others. Gladioli, of which there is a good assortment, are next in importance. Astermums are seen in quantity, mostly pink and lavvender. A number of the growers complain that asters are badly affected by stem rot. There is an assortment of dahlias which find ready buyers.

WITH THE GROWERS.

This market is now well supplied with roses by local growers, who find a very good demand. Stevenson Brothers, at Towson, about eight miles out in the suburbs, have an up-to-date and beautifully located range of glass, devoted entirely to roses with the exception of two tables, or about one-half of one house. All stock is grown in ground beds with cement borders. Heating is with steam, condensation going back to boilers by gravity. There is also an auxiliary hot water boiler with a pipe or two in several of the houses, which prevents a too sudden change in the temperature when the steam boiler fires are banked in the morning. They believe this to be of considerable importance in keeping their plants always in condition. They find that air slaked lime dusted underneath the plants just below the foliage, together with additional watering, is good at the first sign of mildew.

One large house was planted with Ward, Double White Killarney and Shawyer. It is aimed to keep this at 62-65 degrees at night, as all of these varieties appear to like this higher temperature. Mrs. Shawyer, which with many is so subject to mildew, is, under this treatment, entirely free and one of their best producers. Sunburst has done well; the first two years it is grown on tables, then transferred to the ground, when the plants take hold at once with scarcely any check. Keeping beds well saturated with water is the practice here. They have followed the Budling method of superwatering, which Mr. Budlong had learned from nature, as he had noticed wild or native roses always did best in low, swampy situations. Higher temperature, without more water, is almost certain to produce mildew. They believe, however, there is still room for improvement in greenhouse construction. While none of the present houses were so built, they have had experience with one with a nearly straight span to the south which caught the winter sun almost at right angles, this proving most beneficial to the stock. Ventilators should be larger in wide houses, but appeared to be one standard size, not graduated to meet the larger areas covered. Sweetheart has been one of their best roses. It is planted in ground beds in a corridor house and kept growing all the year round. The first bud of the cluster, when well advanced, is pinched, which generally brings the others all in at one time. Columbia

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KENTIA FORSTERIANA and BELMOREANA

2 in... .$1.25 per doz. 3 in... .$2.00 per doz. This stock is well rooted and
5 in., made up..... $10.00 and $12.00 per doz. ready for shipping.

LATANIA PALMS

	Per doz.		Per doz.
3 in.....	$2.00	5 in.....	$6.00
4 in.....	3.00	6 in.....	9.00

Exceptionally strong plants especially suited for porch and window box planting and decorating.

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2¼ in.....	15c	4 in.....	$0.35
3 in.....	25c	5 in.....	.50
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Well established and nicely colored leaves.

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5 in..... $30.00 per 100

Strong healthy plants and plenty of them. Buy now for next season.

ASPARAGUS PLUMOSUS

2 in..... $35.00 per 1000

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USED FLOWER POTS

We can save you money on pots. We are not using many of our small pots as we are growing larger stock. Note prices.

2¼ in.....	$4.15 per 1000	3 in.....	$6.34 per 1000
2½ in.....	4.87 "	3½ in.....	7.80 "

GEORGE WITTBOLD CO.

L. D. Phone: Graceland 1112. **745 Buckingham Place, CHICAGO**

has been a success here, and the stock has been increased to 3000 plants. Five hundred Premier were coming along, growing freely, and looked very promising. The Stevenson Bros. have the distinction of being the first to grade and tie roses in bundles of 25 and wrap with paper which projects beyond the buds to protect them, but open so they can be seen. The idea occurred to them when shipping to the Growers' Exchance, in Baltimore, 14 years ago, where their carefully grown flowers were, at times, tossed about in the handling, and many of the buds broken. Returns were immediately better, and this method is now the practice in nearly all the large markets of the country. An old time kiln on the place has been made into an excellent storage cellar, never going below 45 degrees in winter or above 60 degrees in summer.

W. G. Lehr, Brooklyn, Md., has the largest range of glass devoted to rose growing, forcing something over 22,000 plants. His best producer is Double White Killarney, which is kept growing with the exception of two weeks in early August, when they are not watered. They are not cut back, except that some of the summer buds have a trifle more of the old wood with them. Prima Donna has been a winner, bringing $2 per plant the first year or two. There are quite a few Russell, which make a better flower, but do not seem to do so well in this section. Ophelia, Killarney, Maryland, Columbia and Premier, of which new varieties he has several promising beds are the principal sorts. The question of space between plants had been a matter he had looked into. He had seen them elsewhere doing wonderfully well 12 inches apart each way, but had brought his down from 14-16 inches to 13 inches each way, which had been found more profitable, but this he felt was as close as he could put them. As near 60 as possible, is his best night temperature. He graded and tied his roses in bundles of 25 as soon as cut, but does not wrap in paper until the next morning, when being packed for market, for if the bottoms of the papers were wet buyers thought they were a day old. The best bituminous coal costs $5.40 on siding, and with 90 cents per ton for hauling. K.

Boston.

SUMMER BUSINESS IS QUITE GOOD.

Business holds up quite well, despite the hot weather and the fact that flowers are showing the effect of summer conditions. Roses took a jump from two cents to four cents during the last few days and the demand is greater than the supply. Sweet peas are scarce and bring 75 cents per 100, Rubrum lilies move fast and go as high as $2 a dozen. Gladioli are very plentiful and sell slowly.

NOTES.

Max Truckman, buyer for H. M. Robinson & Co., will leave soon, accompanied by his family, for a vacation at Oak Bluff, Mass.

George Hamer, assistant manager at the flower market, is taking a two-weeks' vacation in the White Mountains.

The Meyer Florist Thread

Comes put up 16 oz. of actual thread to the lb., 2 oz. to the spool. Compare our thread with any other you are using and you will see a vast difference in the quality as well as the price and yardage of each spool. Manufactured by the

JOHN C. MEYER FLORIST THREAD WORKS,
1500 Middlesex Street, LOWELL, MASS.

J. J. Cassidy, reports good business in funeral orders, and says this year has been the best in his business career.

Penn, The Florist, now has his duck farm in the show window, and as usual, it attracts great attention.

Henry Comley, is taking advantage of the summer dullness, and is having his store redecorated.

After August 1, Maurice Hambro will sell all of the gladioli from the Tracy estate at Wenham. S. K. G.

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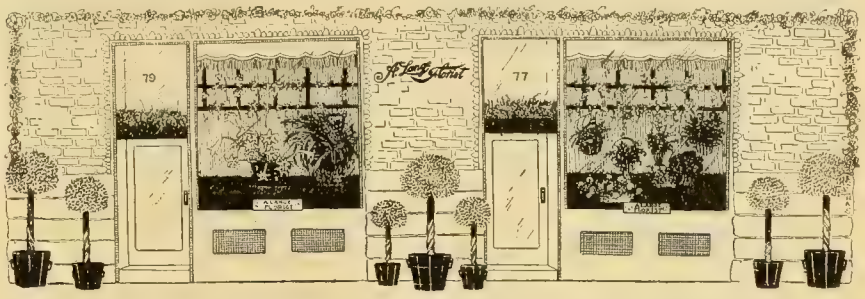

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38 State Street, Newburyport, Mass.
Covers All New England Points
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Hession
Madison Ave. and 76th St.
NEW YORK
Quality Flowers
TWO GREENHOUSES
ON PREMISES
Plant Specialists Phones { 107 / 420 / 775 } Lenox
Member of Florists' Telegraph Delivery.
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—FLOWERS—
Mail and Telegraph orders carefully filled.
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will take care of all telegraphic orders.

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2077 Broadway, near 72nd St.

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The name "Malandre Brothers" on a box of flowers is a Guarantee of Quality.

Orders from other cities receive our personal attention.

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— The —

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250,000 Square Feet of Modern Glass.

First-Class Stock and Service. Usual Discount.

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N. E. Cor. Taylor and Olive Sts.

Flowers delivered in City and State on short notice.

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DULUTH FLORAL CO.

200 miles in any direction. We are the center of the great Northwest. Daily deliveries **DULUTH, MINN.** to Superior, Wis.

FREY & FREY,

1338 O Street, LINCOLN, NEB.

Wholesale and Retail

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C. H. FREY Wholesale and Retail Florist

1133 O St., LINCOLN, NEB.

Will fill orders for the West on short notice

Trade discounts. First-class stock.

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3343 W. MADISON ST.

NEAR GARFIELD PARK

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WIRE YOUR ORDERS TO HARRY PAPWORTH

The Metairie Ridge Nursery Co's FLORISTS 135 Carondelet St.

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ROSES ORCHIDS VIOLETS

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Orders Carefully Executed

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The Smith & Fetters Co.,

LEADING FLORISTS

735 Euclid Ave. CLEVELAND

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Michigan. **Orders will be carefully cared for by**

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Wholesale and Retail Florists of Grand Rapids.

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Albany, N. Y.

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The Best Service

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Chicago.

BRIGGS FLORAL CO.

228 W. Madison St.

801 Sheridan Road.

Special attention paid to telegraph orders in Chicago and vicinity. One of our stores is located in the heart of the city and the other in the select north side residential district.

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Established over 30 years.

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1214 Main Street, Dallas, Texas.

Write or wire headquarters for flowers for Texas, Oklahoma, Louisiana, New Mexico. No orders too large, none too small.

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ALFRED LOZIER ROSERY

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Elks' Building, 4 South Jefferson Street, Dayton, O.

Telegraph orders for Dayton will receive our immediate and careful attention.

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GRAND RAPIDS FLORAL CO.

ALFRED HANNA & SONS will fill your orders for Designs and Cut Flowers in Michigan.

"SAY IT WITH FLOWERS"
Max Schling Flowers
Schling Service Nothing Better
785 Fifth Avenue
NEW YORK CITY

Yonkers, N. Y.
New York Floral Co.
Cor. Manor House Square and North Broadway
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.:.:.FLOWERS.:.:.
522 SO. MICHIGAN BLVD., Auditorium Annex, CHICAGO

Galesburg, Ill.
Pillsbury's Flower Stores
For Central Illinois
Member of Florists' Telegraph Delivery.

CINCINNATI
HENRY W. SHEPPARD
532-534 RACE STREET
Successor to the HILL FLORAL CO.
Good Stock and Good Service.

Cleveland, O., and Vicinity.
BRAMLEY & SON
1181 E. 71st. St.
The Largest Growers of Flowers in the City.

Pittsburgh, Pa.
MRS. E. A. WILLIAMS
621 Penn Ave.
Member of Florists' Telegraph Delivery.

CHARLES L. SCHMIDT
313 Market St., Harrisburg, Pa.
Night and day service in all Central Pennsylvania.

CHICAGO
Central Floral Co.
DETROIT
132 N. State St., CHICAGO, ILL.
35 Broadway, DETROIT, MICH.
Best service in both cities and adjoining territory. Member of Florists' Telegraph Delivery.
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"Penn, The Telegraph Florist"
Member of Florists' Telegraph Delivery Ass'n.
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Randall's Flower Shop
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Orders in or around WASHINGTON, D. C.
Geo. C. Shaffer
FLORIST
900 Fourteenth Street

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224-226 Grand Avenue
Mail or telegraphic orders promptly and most carefully executed.
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WASHINGTON, D. C.
GEO. H. COOKE
Florist
Connecticut Avenue and L Street
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Washington, D. C.
BLACKISTONE, Inc.
14th and H Streets, N. W.
Exceptional Service

For St. Louis.
WIRE
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St. Paul, Minn.
L. L. MAY & CO.
Order Your Flowers for delivery in this section from the
LEADING FLORISTS OF THE NORTHWEST
Mention the American Florist when writing

LOUISVILLE, KY.
AUGUST R. BAUMER,
MASONIC TEMPLE
Member of Florists' Telegraph Delivery.
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IN THE HEART OF Newark, N. J.
The Rosery Floral Co.,
167 Market St., at Broad St.
Everything in Flowers
Prompt Deliveries to any town or city within 150 miles of Newark.
Telephone Market 494
Mention the American Florist when writing

"WE NEVER SLEEP"
IDLEWILD GREENHOUSES Memphis, Tenn.
89 South Main St.
"Up-to-the-Minute" Service and Execution.
Every Flower in Season
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Kansas City, Mo.
Samuel Murray,
1017 Grand Avenue
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Mangel
The Palmer House Florist
17 E. MONROE ST.
Members of Florists' Telegraph Delivery.
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The Seed Trade

American Seed Trade Association.

E. C. Dungan, Philadelphia, Pa., President; Wm. G. Scarlett, Baltimore, Md., First Vice-President; David Burpee, Philadelphia, Pa., Second Vice-President; C. E. Kendel, 216 Prospect Avenue, S. E., Cleveland, O., Secretary-Treasurer.

The thirty-eighth annual meeting will be held June, 1920.

THE price of bags at Chicago, July 30, was $62.00.

MANY onion seed fields in the Sacramento delta, are reported damaged 80 per cent.

THE death of Arnold Ringier, Chicago, is recorded in our obituary column this week.

COMMISSION box seedsmen will abandon the 10-cent packet in 1920, returning to the 5-cent packet.

MINNEAPOLIS, MINN. — Edwin B. Northrup, of Northrup, King & Co., and wife, are making a lake trip from Duluth to Buffalo.

J. C. VAUGHAN, Chicago, has returned from Indiana, where he visited Richmond and other points with S. W. Pike, St. Charles, Ill.

SAN DIEGO, CALIF.—T. C. Young and Mrs. M. C. Waid, formerly with the Harris Seed Co., have purchased the business of the Nearpass Seed Co., 522 Sixth street.

VISITED CHICAGO: George H. Dicks and F. B. Dawson, representing Cooper, Taber & Co., London, Eng.; George C. Thomson, of Northrup, King & Co., Minneapolis, Minn.

NORTH CAROLINA growers of tuberoses and caladiums report the severest drought for many years, but recently broken by a flood. The latter will benefit cannas.

GRASS SEED.—Prices for grass seed on the Chicago Board of Trade, July 30, were as follows: Timothy $10.50 to $11.50 per 100 pounds; September $13.60; October $12.75.

NAPLES, ITALY.—Allesandro Squadrilli has issued a disclaimer stating that all rumors that he is planning to dispose of his (M. Herb) establishment are without foundation.

LOUISVILLE, KY.—The National Seed Co., is planning to enlarge its present quarters by purchasing the adjoining building at First and Main streets. The Louisville Seed Co. will also make improvements costing $2,000.

ROCHESTER, N. Y.—James Vick's Sons report a record-breaking season's business, both in seeds and plants. The acreage of asters is smaller than in former years due to storms, but about 70 acres are in splendid condition.

FLORENCE, ALA.—The North Alabama Seed Co., recently organized with a capital stock of $20,000, has elected the following officers: W. J. Blankenship, president; W. L. Holland, treasurer; D. P. Durban, secretary and manager.

TOLEDO, O.—December clover opened 10 cents higher and October advanced 25 cents, July 29, with cash holding firm at $29.50, a gain of 75 cents during the week. Timothy suffered no change, cash being offered at $5.40, September $5.80, October $5.70, December $5.80 and March $6.00.

French Bulbs.

French advices indicate that government inspection of narcissus and other similar bulbs is much more strict than usual, each case being examined. No hyacinths were passed for the first steamer, but it is thought they will come later. Many bulbs are aboard the S. S. Patria.

It is reported some dealers are packing Paper Whites as small as eleven centimeters. Florists will do well to get their grading measures ready for use.

Package Mail Return Plan Proposed.

Under the terms of a bill which has been introduced in Congress by Representative Steenerson, of the committee on the postoffice, mail matter of the

Bodger's Tractor Cultivator.
This is One of the Cultivators Employed by the John Bodger & Sons Co. on Their California Seed Farms. Capacity 20 Acres Per Day, Taking Four Rows at Once.

second, third and fourth classes will be accorded the same privileges of forwarding and return as is mail matter of the first class, with the exception that the forwarding or return of such matter will require the payment of additional postage.

The bill provides that the sender may place on his packages a request for the return thereof if undeliverable for any reason, accompanied by his pledge that the postage cost thereof will be paid upon delivery. This system would eliminate the present necessity for the sending of a report by the postmaster to the addressor of a parcel remaining undelivered, asking for instructions as to its disposition, which requires several days for an answer, and in many businesses renders the contents of the package unfit for further use.

This privilege would be of inestimable value to florists, who claim they have been unable to avail themselves of the parcel post service because of the delay attendant upon undelivered packages. Shipments made by express, it is declared, can be forwarded or returned without delay, but this privilege has never been accorded matter sent by parcel post and, it is claimed, has operated to prevent the maximum growth of that service.

Philadelphia Seed Trade.

The H. F. Michell Co., reports an unusually heavy demand for seeds of cyclamens, pansies and winter flowering sweet peas, also perennials. All flower seeds are reported scarce and higher in price. Nothing from Germany has been offered as yet, but such stock is likely to appear in the American market before long. The Harrisii lilies are in from Bermuda, but the shipment is so small as to be almost negligible.

The Henry A. Dreer Co., Inc., expects to have their order for French bulbs filled in full. Manager Clark, of this department, states people who want bulbs this year will have to pay well for them, as prices are much higher, at least twice as much as before the war. Flower seeds were in great demand, and are bound to advance, although it was a little early to talk about next winter's prices. There were the usual rumors pro and con from the seed centers of California, but he expects these to even up, and that production will be normal. K.

Pieters-Wheeler Seed Company
Growers of High Grade SEED
Gilroy, California
Beet, Carrot, Lettuce, Onion, Radish.
Correspondence Solicited.

THE W. C. PRESSING SEED COMPANY
NORWALK, OHIO.
— Growers Exclusively of —
Sweet Corn Seed

Alfred J. Brown Seed Co.
Growers of
Peas and Beans
Grand Rapids, Mich.

The Best Color Chart
PRICE $1.00 POSTPAID.
AMERICAN FLORIST CO.
440 S. Dearborn St., CHICAGO

Braslan Seed Growers Company
Grower for the Wholesale Trade Only. ONION, LETTUCE, CARROT, PARSNIP, PARSLEY, CELERY, ENDIVE, SALSIFY, NAMED AND MIXED GRANDIFLORA AND SPENCER SWEET PEA AND SUNFLOWER.
SAN JOSE, CALIFORNIA

—— We are headquarters for the **BEST OF EVERYTHING** in ——

VEGETABLE SEEDS

With our Stock Seed Farms at Grass Lake, Mich., and our growing stations in every part of the United States where seeds are grown successfully, all in charge of capable and experienced men, we are equipped for and are producing

PEAS, BEANS, CORN and VEGETABLE SEEDS

of all kinds in quantity and of highest quality.

Glad to quote for present delivery or on growing contract for crop of 1919.

JEROME B. RICE SEED CO., CAMBRIDGE, N. Y.

Mention the American Florist when writing

Lily of the Valley Import Regulation.

The federal horticultural board in a communication dated July 14, 1919, calls attention to Regulation 3 of the rules and regulations supplemental to Plant Quarantine No. 37, which provides that nursery stock and other plants and seeds specifically mentioned therein, including lily of the valley, may be imported under permit when free from sand, soil or earth.

Since lily of the valley clumps practically always carry more or less sand, soil or earth, importers are warned by the board that such clumps imported under the provisions of this regulation will be thoroughly inspected upon arrival in this country, and if sand, soil or earth is found adhering to the roots, the shipment may be refused entry. It is suggested that lily of the valley be imported in the form of pips rather than clumps, and that they be throughly cleaned by washing, so as to insure their freedom from sand, soil or earth.

Seed Potato Selection at Harvest.

The custom of using as seed, potatoes left from the previous season's crop, after having disposed of the best, must be discontinued if the present quality and yield of the crop is to be materially improved, say specialists of the United States department of agriculture. The grower can not expect to get maximum yields from inferior seed stock any more than the dairyman can expect to get maximum milk yields from scrub cows. The best time to select seed potatoes, according to the specialists, is in the fall when the crop is being harvested. Then the yield of the individual plant and the quality of the tubers can be considered.

Good seed is pure in respect to the variety; is produced by healthy, vigorous, heavy-yielding plants grown under favorable climatic conditions; is somewhat immature; reasonably uniform in size and shape; firm and sound. The first sprouts should begin to develop at planting time.

Imports at New York.

Imports were received during the week ending July 26 as follows:

From Hamilton, Bermuda, via S. S. Charybdis—

Henry & Lee, 213 cases and 14 crates bulbs.

From Rotterdam, Holland, via S. S. Rotterdam—

F. B. Vandergrift & Co., five bags vegetable seed.

G. Fait & Sons, 16 bags vegetable seed.

Hirsch Bros., 42 bags vegetable seed.

Livingston Seed Co., 16 bags vegetable seed.

J. Mauri & Co., 46 bags vegetable seed.

United States Seed Co., 61 bags vegetable seed.

W. Atlee Burpee Co., 65 bags flower and vegetable seed.

From London, Eng., via S. S. Michigan—

Vaughan's Seed Store, eight cases mushroom spawn.

PEACOCK BRAND SEEDS STANDARD OF QUALITY

Quality Seed

PEACOCK BRAND SEEDS STANDARD OF QUALITY

FOR THE

MARKET GARDENERS

OF

AMERICA

EVERETTE R. PEACOCK CO.

4013 Milwaukee Ave., (Near Irving Park Blvd.) **CHICAGO**

Mention the American Florist when writing

C. C. MORSE & CO.

Seed Growers

San Francisco, Calif.

GROWERS OF SELECTED STOCKS OF

Onion, Lettuce, Radish, Carrot, Sweet Peas, Etc.

Mention the American Florist when writing

THE

J. C. ROBINSON SEED CO.

WATERLOO, NEBRASKA

ROCKY FORD, COLORADO.

Contract growers of Cucumber, Cantaloupe, Watermelon, Squash and Pumpkin Seed; Sugar, Flint and Field Seed Corn.

Mention the American Florist when writing

Western Seed & Irrigation Co.

Seed Growers and Dealers

FREMONT, NEBRASKA

SPECIALTIES:

Cucumber, Muskmelon, Watermelon; Pumpkin and Squash; Sweet, Flint and Field Corn.

Write for Special Contract and Spot Prices.

Mention the American Florist when writing

I. N. Simon & Son

Garden Seeds

438 MARKET STREET

Philadelphia - - Pa.

FREESIA BULBS

PURITY (Improved)

Size ⅛-⅝ inch (large).....$ 8.50 per 1000
Size ⅝-¾ inch (mammoth)... 13.50 "

NOW READY

CALLA LILY BULBS

Size 1½-2 inches.....$9.00 per 100

Cash with order, less 2%.

McHUTCHISON & CO.

The Import House

95 Chambers Street, NEW YORK

Get Quotations From

LANDRETH

SEEDS WHICH SUCCEED

Bloomsdale Farm. Bristol, Pa.

JUST OUT

BOLGIANO'S 1919 SUMMER AND FALL CATALOG OF "BIG CROP" SEEDS

Special prices for Florists and Market Gardeners. Write for a copy at once—it will save you money.

J. BOLGIANO & SON, Baltimore, Md.

We carry a reserve stock of the important varieties of

Vegetable and Flower Seeds

Try us for Quick Supply.

The W. W. BARNARD CO.

231-235 W. Madison St., Chicago

ROUTZAHN SEED CO.

Arroyo Grande, Calif.

Sweet Pea and Nasturtium Specialists.

Wholesale Growers of full list of

FLOWER and GARDEN SEEDS

TOMATO SEED

Grown for the Wholesale Seed Trade

HAVEN SEED CO.

SANTA ANA, CALIFORNIA

BURPEE'S SEEDS

Philadelphia

Wholesale Price List for Florists and Market Gardeners

GEORGE R. PEDRICK & SON

PEDRICKTOWN, N. J.

Pepper, Egg Plant, Tomato, Okra, Asparagus, Rhubarb, Celery, Spinach, Beet, Onion, Beans, Cabbage, Cauliflower, Sweet Corn and Vine Seeds.

Correspondence Solicited.

WHOLESALE SEED GROWERS

PAPER WHITE NARCISSUS

Are AFLOAT So Are

Chinese "Joss" Lilies

Dutch Bulbs and Lilium "Gigs"

Future prices on these will interest you and everybody. We are doing our best to care for these important items. Our prices show only a fair and reasonable profit.

Freesia

Fine Bulbs Now in Stock.

PURITY (Improved)	1000
⅜-½ inch	$ 6.00
½-⅝ inch	10.00
⅝-¾ inch	15.00

PURITY (Improved) Vaughan's Special Strain.	1000
⅜-½ inch	$ 7.00
½-⅝ inch	12.00

This may be a good season to TIE UP with a house that has a RECORD.

Midsummer Seed List Now Ready.

CHICAGO **VAUGHAN'S SEED STORE,** NEW YORK

Mention the American Florist when writing

R. C. McGILL & CO.

WHOLESALE SEED GROWERS

SPECIALTIES IN VARIETY

ONION - CARROT - BEET - RADISH - PARSNIP

CONTRACT PRICES MAILED ON REQUEST

SAN FRANCISCO CABLE ADDRESS, "McGILL-SEED" SAN FRANCISCO CALIFORNIA

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Register your name for our Wholesale Catalogue of French and Holland Bulbs, ready shortly.

Also **PERENNIALS** for Florists, Ask for special prices.

J. M. THORBURN & CO.

53 Barclay Street, thru to 54 Park Place

NEW YORK CITY

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For SEEDS

Flower, Vegetable and Farm

Send your inquiries to

HURST & SON

152 Houndsditch

LONDON, - - ENGLAND

The Premier British Wholesale and Exporting Seed House

75 YEARS UNRIVALLED REPUTATION

Mention the American Florist when writing

PEDIGREE AND SELECTED STOCKS OF RUTABAGA, TURNIP, CABBAGE, SAVOY CABBAGE, BEET AND MANGEL.

KELWAY & SON

A LEADING

British Wholesale Seed Growing House

have specialized for THREE GENERATIONS in the selection and production of choice improvements in the above, as well as in many other

Vegetable, Farm Root Seeds and Flower Seeds

[Copyright Kelway.]

Rutabaga. Kelway's Perfect Model, Purple Top (New)

Write for SPECIAL PRICES, if possible giving quantities required, spot or after harvest, to

KELWAY & SON, LANGPORT, ENGLAND

Cable Address: "Kelway, Langport," Codes: A B C 5th Edition, American Seed Trade and Marconi International Code

IMPORTED SEEDS

CYCLAMEN

Per 1000 seeds.

Persicum Giganteum Kiausch strain, white, white with carmine eye, pink.. $ 8.00
Salmoneum 12.00
Rococo and **Butterfly** 10 00
Mixed Colors 8.00

PANSY SEEDS

Per Oz.

Giant Non Plus Ultra Mixture $7.50
Special Giant Mixture 7.50
Giant Trimardeau, mixed 3.00
Fire King, Emperor William, Golden Queen, Hortensia, red; King of the Blacks, Lord Beaconsfield, Snow White, Yellow w. black, white w. purple, each at 4.00
Large-flowered **Pansy,** mixed 1.25

Danish Seed Import
CHRIS MOSBERG
210 No. Seventh St., Minneapolis, Minn.

Mention the American Florist when writing

NEW EARLY-FLOWERING or WINTER-BLOOMING

GIANT PANSIES

An entirely new and distinct strain of Pansies. The main advantage of these new Pansies over all hitherto existing Pansies is the extreme earliness of flowering and its unusual hardiness, which enables them to withstand quite severe Winters and to bloom right on into the Summer. Sown at the same time as other Pansies, they begin flowering the early part of March or as soon as the snow is off the ground, many times having four or five large flowers to a plant, when all other Pansies are only showing buds. The flowers are large, well formed and fragrant.

14. **WINTER SUN.** Golden yellow, eye.
15. **ICE KING.** Silvery white, with eye.
16. **CELESTIAL QUEEN.** Light or sky blue.
17. **CHARM OF MARCH** Dark velvety blue.
18. **MIXED.** The above four colors with other shades and variations. 500 seeds, **25c;** 1000 seeds, **40c;** ⅛ oz., **$1.10;** ¼ oz., **$2.00;** oz., **$7.50.**

10. **KENILWORTH GIANT EXHIBITION** is the very finest complete mixture ever sent out. Seed carefully saved only from marked plants of all varieties, with the largest and best shaped flowers and richest coloring. It is impossible to convey an adequate idea of the delightful variations in color and markings of this unrivalled mixture. 500 seeds, **30c;** 1000 seeds, **50c;** ⅛ oz., **$1.35;** ¼ oz., **$2.50;** oz., **$10.00.**

12. **KENILWORTH GIANT PRIZE** is undoubtedly the largest flower and longest stemmed Pansy in the world The enormous flowers are of perfect form and of great substance. Petals overlapped and undulating. The rich colorings and markings are widely varied, some flowers being almost self-colored. 500 seeds, **30c;** 1000 seeds, **50c;** ⅛ oz., **$1.35;** ¼ oz., **$2.50;** oz., **$10.**

For description and prices of other Pansy Seed send for list.

CHAS. FROST Kenilworth N. J.

Mention the American Florist when writing

Atascadero Seed Company

ATASCADERO, CALIF.,
Wholesale Growers of

HIGH GRADE SEEDS

We specialize in **Beans, Carrots, Lettuce, Onions, Parsnip, Radish, Salsify, Spinach,** and **Named** and **Mixed Nasturtiums,** and **Grandiflora** and **Spencer Sweet Peas.**

Write for Our Growing Contract Price List.

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General Bulb Company

(Westerbeek & Klyn, re-organ.)

110 Water St., New York, N. Y.

BUY QUALITY. IT PAYS.

Ask for our quotations on

Holland and French Bulbs

Mention the American Florist when writing

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SWEDESBORO, N. J.

Grower of High-Grade Seed.
TOMATO, Pepper, Eggplant, Squash, Pumpkin, Cucumber and Watermelon Seed and Field Corn on contract.

CORRESPONDENCE SOLICITED

GARDEN SEED

Beet, Sweet Corn, Garden Beans, Onion Sets and Sweet Potatoes in variety. Also other items of the short crop of this past season, as well as a full line of Garden Seeds, will be quoted you upon application to

S. D. WOODRUFF & SONS, 82 Dey St., NEW YORK
and ORANGE, CONN.

The Everett B. Clark Seed Co.

GROWERS FOR THE TRADE

Beans, Peas, Sweet Corn, Onion, Turnip, Radish, Beet, Carrot, Spinach, Etc.

Branches: Wisconsin, Colorado, Montana, Idaho, Washington. Milford, Conn.

Otaheite Oranges

Out of 2¼-in. pots, at $10.00 per 100.

BEGONIA LUMINOSA

True stock, out of 4-in. pots, at $10.00 per 100; and

DRACAENA INDIVISA

Exceptionally fine stock, out of 4-in. pots, at $25.00 per 100.

A. L. MILLER, Jamaica, N. Y.

Seed Packets

FLOWER SEED SIZES TO CATALOGUE ENVELOPES—RETURN ENVELOPES

Brown Bag Filling Machine Co.
FITCHBURG, MASS., U. S. A.

JAMES VICK'S SONS

Growers of

Flower and Vegetable Seeds

Get the benefit of our 69 years' experience.
All seasonable varieties.
Our stocks are very complete.

ROCHESTER, N. Y. The Flower City

If you are interested in

POINSETTIAS

and four and five inch

BOSTON FERNS

for July delivery, write

GEO. A. KUHL, Wholesale Grower, PEKIN, ILL.

Before Placing Orders for

SWEET PEAS, Spencers, Grandifloras, etc., ASTERS and FLOWER SEEDS in general; TOMATO, LIMA and POLE BEANS, write

JOHN BODGER & SONS CO.,
Contract Seed Growers
LOS ANGELES, CALIFORNIA

Michell's Flower Seeds

Daisy, Double English

		Tr. pkt.	Oz.
Monstrosa Pink	¼ oz., $1.50	$0.50	
Monstrosa White	¼ oz., 1.50	.50	
Monstrosa Mixed	¼ oz., 1.25	.50	
Longfellow Pink		.40	$2.00
Snowball White		.40	2.00
Mixed		.30	1.50

Myosotis

Alpestris Victoria	.25	1.00
Eliza Fanrobert	.25	1.00

Pansy Seed

Michell's Giant Exhibition, Mixed, a giant strain, which for size of bloom, heavy texture and varied colors and shades cannot be surpassed. Half tr. pkt., 30c; 50c per tr. pkt.; ⅛ oz., $1.25; $7.00 per oz.

Giant Sorts in Separate Colors

	Tr. pkt.	Oz.
Azure Blue	$0.40	$2.75
Black Blue	.40	2.75
Emperor William, blue	.40	2.75
King of the Blacks	.40	2.75
Peacock, blue, claret and white	.40	2 75
Snow Queen, pure white	.40	2.75
Striped and Mottled	.40	2.75
White with Eye	.40	2.75
Pure Yellow	.40	2.75
Yellow with Eye	.40	2.75

Also all other Seasonable Seeds, Bulbs and Supplies. Send for Wholesale Catalog.

DON'T FORGET THE S. A. F. CONVENTION At DETROIT, AUG. 19th to 21st.

Henry F. Michell Co.

518 Market St., Philadelphia, Pa.

Mention the American Florist when writing

Sweet Peas for Fall Sowing

Winter-Flowering Spencer Varieties

Trade Packets contain ¼ oz.	Trade pkt.	Oz.	Lb.
Apricot Orchid. A delightful and charming shade..	$0.25	$0.65	$8.00
Asta Ohn. Identical in color and size of blossom to the popular late flowering Asta Ohn. This is sure to be the most popular lavender.....	.25	.80	10.00
Bohemian Girl. Deep pink, standard orange blush..	.20	.50	6.00
Columbia. This is the most profitable pink and white winter-flowering Sweet Pea. While it is not quite as early as the "Pink and White" (below) it produces 50 percent more flowers, a fact which every grower appreciates.....	.50	1.50	20.00
Cream. Identical in color and size of blossom to Dobbie's Cream. It has immense blossoms very frilled and duplexed.....	.20	.50	6.00
Fordhook Pink and White.	.20	.50	6.00
Heather Bell. The color is a rich but pleasing mauve, but after standing in water the color becomes a beautiful mauve lavender	.20	.65	8.00
Helen Lewis. Very fine shade of salmon pink.....	.25	.80	10.00
Hercules. Of the same lovely shade of pink as Countess Spencer. Long stem and a free producer	.25	.85	10.00
Liberty. Brilliant red.....	.20	.65	8.00
Melody. This is a deeper shade of pink than "Early Song Bird" on white ground, closely resembling Countess Spencer	.20	.65	8.00
Miss Louise Gude. One of the largest and best in the shell pink class	.20	.65	8.00
Morning Star. Deep orange scarlet or flame color in standard, with rich orange pink wings. Under glass it is magnificent.....	.25	.85	10.00
Mrs. A. A. Skaach. Flowers bright shell pink. Sow in late fall and winter for spring blooming.....	.20	.65	8.00
Mrs. Chas. A. Zvolanek. One of the largest and best clear lavender	.20	.65	8.00
Mrs. M. Spanolin. Black-seeded white.....	.20	.65	8.00
Mrs. William Sim. Apricot pink.....	.20	.65	8.00
Pink and White. Blanche Ferry type. Our strain of this is superior and we recommend it to everyone with greatest confidence	.20	.65	8.00
President Woodrow Wilson. Magenta rose.....	.20	.65	8.00
Rose Queen. A splendid commercial pink, best seller on Chicago market. Sow in summer for winter blooming	.30	.90	12.00
Song Bird. The flower is the same color as Florence Moore Spencer and a bit lighter than Elfrida Pearson	.20	.65	8.00
Songster. Giant early lavender.....	.25	.80	10.00
Spring Maid. Light pink on a cream ground. It is a most effective flower and carries a great wealth of blossoms borne in fours on long stems.....	.20	.65	8.00
Snow Flake. This is the best early-flowering white-seeded Spencer. The blossoms are very large and of the best waved Spencer form. The flowers are borne in wonderful profusion on long stems.....	.25	.80	10.00
The Beauty. The flowers are more apart, making very large bunches; the color is a very dark fiery rose. The flowers are larger than those of the Orchid Beauty, of which it is an improvement...!	.20	.65	8.00
Venus. Standard white, slightly blushed pink wings	.20	.65	8.00
Warbler. Rich mauve purple.....	.25	.80	10.00
Wedgewood. Identical in color and size of blossom to the late flowering Wedgewood, and is a magnificent clear blue	.25	.80	10.00
White Orchid. White flowers of good substance....	.20	.65	8.00
Yarrawa. The color on opening is rose, changing as the flower develops to a light pink standard, tinted buff with blush wings	.20	.65	8.00
Zvolanek's Blue. Very large, of the brightest blue, or Blue Jay color	.20	.65	8.00
MIXED. Winter Flowering Spencers, many kinds..	.15	.50	6.50

WINTER-FLOWERING—Unwin Types.

	Oz.	¼ Lb.	Lb.
Blue Jay. Bright blue self color.....	$0.30	$1.00	$4.00

WINTER-FLOWERING—Grandiflora Types.

	Oz.	¼ Lb.	Lb.
Anita Wehrman. Lavender.....	$0.50	$1.25	$5.00
Canary Bird. Early yellow.....	.15	.35	1.40
Christmas Countess, Mrs. C. H. Totty.. Sky blue.....	.15	.35	1.20
Earliest of All, Christmas Pink. Pink and white.....	.15	.35	1.20
Christmas Prima Donna, Mrs. F. J. Delansky.... Daybreak pink	.15	.35	1.20
Mrs. Alexander Wallace. Lavender.....	.15	.35	1.20
Christmas White, Mont Blanc....., Florence Denzer.. Pure white	.15	.35	1.20
Snowbird....., Burpee's Earliest White Black-seeded white.....	.15	.40	1.40
MIXED. Winter-Flowering Grandiflora Type.....	.15	.35	1.20

CHICAGO **Vaughan's Seed Store,** NEW YORK

Yokohama Nursery Co., Ltd.
Woolworth Building,
NEW YORK CITY
IMPORTERS
Japanese Bulbs, Plants and Seeds
Mention the American Florist when writing

Waldo Rohnert
GILROY, CAL.
WHOLESALE SEED GROWER
Specialties:
Beet, Carrot, Endive, Lettuce, Onion and Radish.
Correspondence Solicited.
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Alonzo J. Bryan
WHOLESALE FLORIST
Abundance of Plants Always on Hand.
See our display adv. in June 7th issue.
Correspondence solicited.
WASHINGTON, NEW JERSEY
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THE C. HERBERT COY SEED CO.
VALLEY, Douglas County, NEB.
Contract Growers of
HIGH GRADE SEEDS
Cucumber, Muskmelon, Squash and Pumpkin, Sweet, Flint and Dent Seed Corn.
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R. & M. GODINEAU
SEED GROWERS
Angers, - - France
Specialties: Beets, Mangoes, Carrots, Cabbages, Celeries, Parsleys, Parsnips, Turnips.
Growing Crops Given Personal Attention.
Mention the American Florist when writing

Dracaena Indivisa
Good thrifty plants for growing on from 2-inch pots, $2 50 per 100; any quantity.
Smilax, from 2-inch pots, $2.00 per 100; $18.00 per 1000.
Salvia Splendens, good strong plants from seed bed, $5.00 per 1000.
Alyssum Double Giant, 2-in. pots, $2.00 per 100.
Elmer Rawlings, Wholesale Grower, ALLEGANY, N. Y
Mention the American Florist when writing

The Nursery Trade

American Association of Nurserymen.

J. Edward Moon, Morrisville, Pa., President; Lloyd C. Stark, Louisiana, Mo., Vice-President; Curtis Nye Smith, 19 Congress Street, Boston, Mass., Counsel; J. W. Hill, Des Moines, Iowa Treasurer.

Forty-fifth annual convention will be held at Chicago, June, 1920.

TITUSVILLE, N. J.—C. Ely Blackwell, a veteran nurseryman of this city, died July 9, age 78 years.

Quarantine on Gypsy and Browntail Moth.

The secretary of agriculture has announced a quarantine, effective on and after July 1, and placed restrictions on the movement of coniferous trees, forest-plant products, field-grown florists' stocks, including trees, shrubs, vines, cuttings and other plants and plant products for planting or propagating, excepting fruit pits, seeds of ornamental trees and shrubs, field, vegetable and flower seeds, and other herbaceous plants and roots, in sections of Maine, New Hampshire, Massachusetts, Rhode Island and Connecticut, it having been determined that the gypsy moth and the brown-tail moth exist in the towns and territory in such states shown in Notice of Quarantine No. 33.

Box-Barberry Supply Short.

The question whether the liberal investment of money for publicity in introducing a horticultural novelty pays, arises perennially in the commercial field, according to the Elm City Nursery Co., New Haven, Conn., in a recent communication telling of experiences in introducing box-barberry to the public during the past three or four years, which may prove of interest. The company was firm in its conviction that a large portion of the country had experienced for years the need of a plant especially adapted to dwarf hedge and edging purposes, and with the general knowledge of its existence known, the demand would be, without doubt, heavy.

The nursery trade was first appealed to, a limited amount of stock being offered for propagating purposes, and attention called to the fact that as soon as the general public realized what it really was, the demand would be assured. Later, the garden-loving public were told in a comparatively moderate way of the advantages of the shrub. While the trade accepted the introduction of box-barberry at the firm valuation, and bought rather freely for propagating, the results, as a whole, brought the conviction that the nurserymen, as a body, required to be shown by actual inquiries that there would be an assured demand before they were willing to invest any considerable amount of time or money in the proposition. As a result, however of last spring's publicity campaign to interest the retail buyer, the firm found this field seemingly just waiting for a plant such as the box-barberry and the liberal purchases practically cleaned up its entire available stock of sizes suitable for hedge and border purposes, while orders which continue to arrive, together with inquiries, indicate proposed liberal plantings during the coming fall and spring garden activities.

The superintendent of one of the largest estates in the vicinity of Chicago, recently told a representative of the Elm City Nursery Co., that it was his intention to discard practically all of the edging stock now planted, and replace them with box-barberry next spring, being fully convinced of its merit for this purpose. On being asked where he intended to get this supply, he replied that he would buy them. This leads to the question as to where the stock for the ensuing spring's demand is coming from, as a reasonably careful canvass of the trade warrants the statement, according to a representative of the firm, that there is comparatively little stock in field grown sizes, which will be available at that time with the exception of what is owned by two concerns, and from present indicatons, many who would like to use box-barberry for various purposes during the coming year, at least, will be unable to secure their requirements on account of the limited supply. The introducers express regret that the nursery trade generally, were not able a few years ago to visualize the immense demand that is now rapidly taking shape following its introduction, for had it been propagated as freely as possible, all would have profited. The other extreme of over-production may be possible in a few years, but not nrobable. As far as the company is concerned, however, its investment up to the present time, has been a profitable one, with assured prospects of further satisfactory returns from this plant for several years to come.

In the matter of the new hardy privet, Ibolium, which the Elm City Nursery Co. is at present introducing, it hopes that history will not repeat itself, as in the case with box-barberry. Ibolium is hardy over an extended range of country, and as it resembles California privet very closely in general habit, a very heavy demand is predicted following its introductoin, as soon as sufficient stock can be worked up.

Summer Flowering Shrubs.

Many shrubs with conspicuous flowers bloom in the Arboretum during the summer months. The list includes the heathers (Calluna vulgaris), and several species of genista and cytisus. Of this European group the handsomest which can be grown here is the bright yellow-flowered Cytisus nigricans, the yellow-flowered C. capitatus, the white-flowered C. leucanthus and the yellow-flowered Woad wax and its varieties (Genista tinctoria), too well known in Essex county, Massachusetts, where escaped from cultivation it has ruined many hundred acres of hillside pastures. The lespedezas with their abundant purple, pea-shaped flowers, and the handsomest of the Chinese buddleias are still to bloom, as is the very hardy Acanthopanax sessiliflorum, a vigorous shrub of eastern Siberia, most conspicuous in winter when the compact, round clusters of the shining black fruits are on the ends of the branches. The Japanese Hydrangea paniculata and its varieties, and the hydrangeas of North America produce here the showiest July and August flowers. The early-flowered forms of Hydrangea paniculata (var. praecox) which is the handsomest of the group, is already in flower; and all the American species are blooming or just opening their flower-buds. The most popular of these American plants is the form of H. arborescens (var. grandiflora) with snow-ball-like heads of white sterile flowers. There is a similar abnormal form of another of the American species, H. cinerea. More beautiful, and one of the handsomest of the genus, H. quercifolia will flower this month in the shrub collection. This is an unusual event for this shrub, which is a native of the southern states, it being frequently killed to the ground here. In the middle and southern states it is an important and valued garden ornament. Of the American hydrangeas which are perfectly hardy in the north, the handsomest is H. radiata, a native of mountain slopes in North and South Carolina, once a popular garden plant but now rarely cultivated. It is a broad, round-topped shrub with leaves of ample size, dark green above and silvery white below, and broad flat heads of flowers surrounded by a ring of white neutral flowers.—Arnold Arboretum Bulletin, July 17, 1919.

—THE—
Storrs & Harrison Co.
PAINESVILLE NURSERIES
Catalogues and Price Lists Free on Application.
PAINESVILLE, - OHIO
Mention the American Florist when writing

Hill's Evergreens
BEST FOR OVER HALF A CENTURY
Small, medium and large sizes supplied. Price list now ready.
The D. Hill Nursery Co.
Evergreen Specialists — Largest Growers in America
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Mention the American Florist when writing

For the Best New and Standard
DAHLIAS
Address
PEACOCK DAHLIA FARMS,
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STAR BRAND ROSES
"American Pillar" and nearly every other good hardy climber.
Send for our list.
The CONARD & JONES CO. — WEST GROVE PENNA.
Robert Pyle, Pres. — Ant. Wintzer, Vice-Pres.

IBOLIUM The new Hybrid **HARDY PRIVET.** (L. Ibota x Ovalifolium)
To be sent out in the Fall of 1919. More about it later.
THE ELM CITY NURSERY CO., WOODMONT NURSERIES, Inc., Introducers of BOX-BARBERRY NEW HAVEN, CONN.

GERANIUMS

A special lot of as fine stock as any one could want
2½ inch Rose pots.

		100	1000
1500	**Ricard**	$5.00	$45.00
1500	**Poitevine**	5 00	45.00
500	**S. A. Nutt**	4.00	35.00

GENISTAS

1500 fine well grown stock, 3 inch pots ... 15 00 120.00
Will make extra fine Easter stock.

Asparagus Plumosus

3½ inch, very heavy, as good as 4 inch, $10.00.

C. U. LIGGIT

Office: 303 Bulletin Bldg., Philadelphia, Pa.

Milwaukee, Wis.

SUPPLY IS VERY LIMITED.

Market conditions remained unchanged the past week; not much doing, and rather difficult to obtain sufficient good stock to fill what orders there were. Most of the outdoor stock showed the effects of the unfavorable growing weather. While a few asters are coming in, plenty more would be welcome at this time.

NOTES.

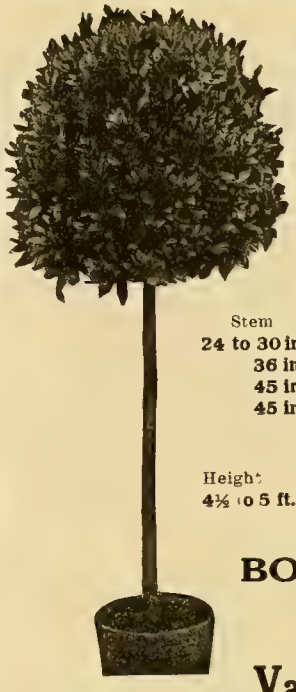
Nic Zweifel, as state vice-president of the Society of American Florists, with Wm. R. Schroeder and the writer, as guests, paid the growers on the north end a visit, July 24. Most of them are members of the mother society, but after the interview, became life members. Those of the growers who specialize in carnations, were busy changing the soil. Plants in the field, due to the extreme heat and lack of rain, are not as large as in former seasons, with touches of red spider here and there.

At the Holton & Hunkel Co.'s Brown Deer range, they ran short of water last week, and had to lay a pipe line to a nearby creek during the emergency. This firm has about 25,000 cyclamen, which are being shifted into large pots. They are all being grown indoors, and are the picture of health. Mr. Hunkel, who, accompanied by Mrs. Hunkel and family, is east on an auto trip, is expected back by the first of August.

Although the notice to kindly omit flowers at the Cudahy funeral was printed, the funeral offerings were many and very elaborate. Nearly all the downtown florists had their share of the work. The family order was in form of a casket cover made of orchids, Ophelia roses and adiantum, made by J. M. Fox & Son.

The next regular meeting of the florists' club will be held August 7. A large attendance is desired, as the committee in charge of the Detroit convention plans, will report and complete details. A strong delegation is assured from present indications.

The climax of the heat wave was recorded, July 26-27, when the thermometer nearly reached the 100-in-the-shade mark. On July 27, at 5 p. m., the wind shifted to the northeast, and accompanied by rain, gave us the longed for relief.



BAY TREES

New Stock, Scarce

Now Ready. F. O. B. Chicago

Standards.

Stem	Crown	Per Pair	Stem	Crown	Per Pair
24 to 30 in.	30 to 32 in.	$24.00	48 in.	32 to 34 in.	$32.50
36 in.	24 to 28 in.	22.00	48 in.	36 to 38 in.	45.00
45 in.	20 in.	23.00	48 in.	40 to 42 in.	50.00
45 in.	30 in.	25.00	48 in.	46 to 48 in.	60.00

Pyramids.

Height	Base	Per Pair	Height	Base	Per Pair
4½ to 5 ft.	22 to 24 in.	$23.00	5½ to 6 ft.	24 in.	$25.00

Crating (if ordered) extra at cost.

		Each
BOXWOODS PYRAMIDS	30 inches high	$2.25
	42 inches high	4.50
	48 inches high	5.00

Packing at cost. Tubs 50 to 75 cents extra.

Standard Bay Tree.

Vaughan's Seed Store, Chicago

Poinsettias

True Type. 2½-in. Pot Plants.

August delivery .... $8.00 per 100; $75.00 per 1000
September delivery . 8.00 per 100; 75.00 per 1000

A. F. LONGREN,
4249 West Monroe St.; CHICAGO, ILL

Robert Craig Co...

High Class PALMS
and Novelties in Decorative Plants.
Market and 49th Sts., Philadelphia, Pa.

CHRYSANTHEMUM SPECIALISTS

Elmer D. Smith & Co.
Adrian, Mich.

Rud Preuss is building a new dwelling house at his North Milwaukee place. As the two sons who conduct this plant under the name of Rud Preuss & Sons are both eligible, we may soon hear the wedding bells ringing.

Little did we realize, that in announcing the reappointment of Patrick Cudahy, president of the Cudahy Floral Co., as a member of the county park board, that this week's issue would contain his obituary.

The C. C. Pollworth Co. just closed a good season in the sale of young chrysanthemum stock. The past week, they were busy filling shipping orders for cyclamens out of three and four inch pots.

The suburb of Wauwatosa has appointed its first park board, consisting of five, and Alexander Klokner has been chosen for a term of five years.

GERANIUMS

S. A. Nutt in almost any quantity for July a few for August and none for September or early October, so it is wise to make yourself safe by buying right now.

Price $15.00 per 1000 with postage added if by parcel post. Please state which, post or express.

ALBERT M. HERR, LANCASTER, PA.

CARNATIONS R. C.

LADDIE

$75.00 per 1000.
Orders booked now for January 1920 delivery.

F. DORNER & SONS CO.
LAFAYETTE, - - - INDIANA

Jos. Heacock Co.,

Wyncote, Pa.

Grower of Kentias.

CHAS. H. TOTTY

MADISON, NEW JERSEY

WHOLESALE FLORIST

Chrysanthemum Novelties My Specialty

Chas. Simonson, wife and son, McPherson, Kan., were visitors the past week.

E. O.

Market Gardeners

Vegetable Growers' Association of America.

H. W. Selby, Philadelphia, Pa., President; C. W. Waid, Grand Rapids, Mich., Vice-President; S. W. Severance, Louisville, Ky., Secretary; Eugene Davis, Grand Rapids, Mich., Treasurer.

Next annual convention will be held at Detroit, Mich , September 9-12, 1919.

DES MOINES, IA.—Dominick Eposeto, a truck gardener, was shot to death by an unknown assailant while driving his truck wagon to the city market, July 22. Police believe he was a black-hand victim.

Prices of Indoor Fruits and Vegetables.

Chicago, July 29.—Cucumbers, Climax baskets, 25 to 75 cents; celery, Michigan, crate, 50 to 75 cents; leaf lettuce, per tomato box, 15 to 25 cents; radishes, per 100 bunches, $1.50; tomatoes, 4 baskets, 50 cents to $1.00.

New York, July 28.—Celery, per doz. roots, 25 to 85 cents; cucumbers, 40 to 65 cents per dozen; mushrooms, $2.50 to $4.50 per two-pound basket; tomatoes, per pound, 10 to 30 cents; lettuce, per package, 50 cents to $1.50; radishes, per 100 bunches, $1.50 to $2.50.

Consumers Offered Gov't Food Surplus.

Bids for the purchase of the surplus army supply of canned tomatoes in carlots were received from a number of employe groups of Chicago corporations, including the American Railway Express, the Chicago Telephone Co., and others, by the quartermaster's department in that city, July 21, in accordance with a plan of the government to allow the consumer to take advantage of the lowered prices on the huge stocks of government foods. While tomatoes are the only product offered for sale at Chicago in this manner at present, employe groups are making an effort to have restrictions on other foods, both meats and vegetables, removed. The bids which were opened and forwarded to Washington for approval covered 850,000 one-pound cans of tomatoes, the price range being from 11 to 12 cents.

Acting on authority from Washington, the quartermaster's department at Chicago has sent letters to municipalites in the eight states represented in the Chicago zone, offering canned corn beef, roast beef, corned beef hash and bacon, in carlots, at greatly reduced prices, a credit of 10 days being allowed where orders are signed by the mayor of the city or a constituted official.

Truck Crops Acreage and Production.

The monthly Crop Reporter of the United States department of agriculture for July gives comparison of acreage and production of truck crops in the United States for 1918-1919 as follows:

	Acreage		Production	
	1918	1919	1918	1919
Cabbage, (early) tons	39,800	23,100	142,900	92,500
Cantaloupes, cars	42,400	62,400	16,500	28,200
Celery	14,400	10,400		
Lettuce	13,633	10,917		
Onions, bus.	35,800	35,000	13,438,200	
Peppers	9,827	9,390		
Potatoes, cars	255,000	187,500		
Strawberries, cars	88,500	62,000	11,500	9,500
Spinach, bus.	12,500	10,600	1,585,000	1,175,000
Watermelons, cars	75,697	114,200	27,500	39,500

Canteloupe Movement and Markets.

From reports received by the bureau of markets, United States department of agriculture, published in a report dated July 22, California has an enormous cantaloupe crop of good quality which will probably exceed the early estimated which indicated a production of about 7,000 carloads, compared with between 7,000 and 8,000 carlaods in each of three preceding seasons. Notwithstanding the heavy yield, prices have sustained a fairly high level. Arizona forecasts double its production in 1918, which will be about one-third of the California crop. Prices early in July ranged somewhat lower than for California stock. Colorado has, in recent years, produced from 1,700 to 2,000 cars annually. One of the leading varieties, known commercially as the Colorado Green Meat followed a general jobbing range of $2-$3.25 in 1918, declining in September to $2.25-$2.75. The Georgia estimate for this year exceeds 1,000 cars as compared with 485 last year, but this state approached 3,000 cars in 1917 and 2,000 cars in 1916. The Georgia Green Meat may be considered the representative eastern variety. The early range in 1918 was $2-$3.25 per standard crate 45's and the low price of the season, $1.50-$2 was reached in July. South Carolina should produce about 425 cars this year, about the average as compared with 1916 and 1917. Most eastern and middlewest sections have declined in production in recent seasons. Shipments to July 7 from all sections of the country were 8,640 cars, with Imperial valley, Calif., far in the lead. This stock early in the season reached top prices in New York at $7-$12 per standard crate 45's compared with $6-$12 in Philadelphia, $7.50-$10 in Pittsburgh, $6-$8.50 in Chicago and $7.50-9.50 in Boston. Prices were sustained at a fairly high level throughout June but declined sharply in July.

Vegetable Markets.

The price trend of vegetable markets was irregular and generally downward during the period July 22-29, according to reports to the bureau of markets, United States department of agriculture. In potatoes, prices moved unevenly and closed with the average somewhat low, with middle-western markets stronger than eastern and showing some gains. Eastern shore of Virginia Cobblers closed about 25 cents lower than the previous week at $6-$6.50 per barrel f. o. b. shipping points and followed a wide range in the eastern markets. Norfolk stock was dull and weak at $5.75 top per barrel to consuming markets. New Jersey Cobblers were quoted $3-3.15 per 100 pounds from wagon and ranged $3.25-$3.50 sacked in New York. North Carolina Cobblers weakened to $7.15-$7.50 per barrel in Cincinnati but strengthened at $5-$7.50 in Detroit. Onion prices were lower. Supplies were liberal in New York but moderate in other markets. New Jersey yellow stock declined in New York about 50 cents, closing at $2.65-$2.75 per hamper, but strengthened to $2.25-$3 in Pittsburgh. Virginia yellow varieties weakened about 25 cents in eastern markets, but reached $3-$3.50 in Boston. Kentucky stock weakened to a range of $3.25-$4 in consuming markets. Iowa Yellow Globe continued to decline, closing at $4.40-$4.95 at shipping points and $4-$4.25 per 100 pounds at Chicago, but ranged $5.25-$5.50 in most other middle-western markets. California yellow varieties were steady at $2.75-$3.50 per 100 pounds, but weakened about $1 in the middle-west, closing $4.75-$5.25 at Chicago. Tomato shipments decreased in volume.

Sweet Potato Storage Houses.

As a result of the introduction of modern sweet-potato storage houses in many parts of the south, farmers have become more interested in increasing their sweet potato acreage this year, according to the United States department of agriculture. Particularly is this true in Louisiana, according to a number of reports received from agricultural agents in that state. The agent in Quachita parish writes that 38,000 sweet potato plants were received on a co-operative order in lots ranging from 500 to 5,000 to the individual. Additional orders have been secured from growers who intend to use a total of 200,000 plants. A local concern in Caddo parish has completed plans to erect a 30,000 bushel sweet-potato curing house according to plans recommended by the department. In Allen parish a number of farmers are considering installing small curing houses for their own use. Already 10 or 12 growers have planned to build these houses, which will have a capacity of from 500 to 1,000 bushels each. Members of the Lafourche Parish Truck Growers' Association each will plant an acre of sweet potatoes, several thousand slips of the same variety having been ordered co-operatively. This crop, reports the agent, has been very much neglected in this section.

Cincinnati.

GOOD DEMAND WOULD CLEAN MARKET.

Business is inclined to be somewhat slow and is running in spurts. The supply of stock is fair, but with any kind of a brisk demand there would be a decided shortage. Rose receipts are somewhat limited, but the few that come into this market are of an excellent quality. The aster supply is fairly good, but not as large as it might be. Gladioli are fairly plentiful. Easter lilies and rubrum meet with a good demand. Water lilies have been meeting with an active market. Snapdragons have been selling fairly well.

NOTES.

William C. Schaefer, who has been operating the Hoffmeister Floral Company's greenhouses for the past year, has purchased Henry Koester's range and will take possession at once.

Gus Adrian and wife have gone to their cottage at Les Chenaux, Mich., for the summer.

C. E. Critchell has been getting in many fine gladioli.

H.

KANSAS CITY, MO.—N. Jarrett, of The Fernery, and wife, are spending several weeks in Chicago.

"Market Gardening"

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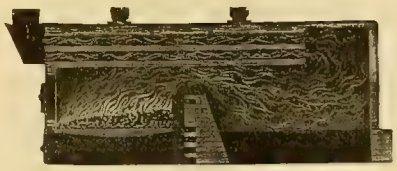

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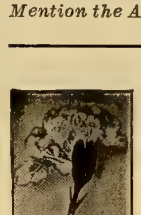
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Vol. LIII. **CHICAGO AND NEW YORK, AUGUST 9, 1919.** **No. 1627**

THE AMERICAN FLORIST

ESTABLISHED 1885
Copyright 1919 by American Florist Company.
Entered as Second Class Matter Nov. 11, 1891 at the Post Office at Chicago, Illinois, under act of March 3, 1879.

PUBLISHED EVERY SATURDAY BY

AMERICAN FLORIST COMPANY,
440 S. Dearborn St., Chicago.
Long Distance Phone: Harrison 7465.
Registered Cable Address: Ameflo, Chicago.

Subscription, United States and Mexico, $1.50 a year; Canada, $2.00; Europe and Countries in Postal Union, $2.50. Volumes Half Yearly From August 3, 1901.
Single Copies, 10 cents.

Address all correspondence, subscriptions, etc., American Florist Co., 440 S. Dearborn St., Chicago

SOCIETY OF AMERICAN FLORISTS AND ORNAMENTAL HORTICULTURISTS.

OFFICERS—J. F. AMMANN, Edwardsville, Ill., President; E. A. FETTERS, Detroit, Mich., Vice-President; JOHN YOUNG, 1170 Broadway, New York, Secretary; J. J. HESS, Omaha, Neb., Treasurer.

The thirty-fifth annual convention will be held at Detroit, Mich., August 19-21, 1919. Thirty-sixth annual convention at Cleveland, O., 1920.

Convention Number

NEXT WEEK

Send Ads Early

AMERICAN FLORIST CO.
440 S. Dearborn Street,
CHICAGO.

SUGGESTIONS FOR PLANT GROWERS.

Marguerites.

The marguerites for winter flowering will soon have to be potted in their blooming pots. This can be done now at any time, and if they are becoming pot-bound the sooner the better. Nine and ten-inch pots are none too large if good flowers are to be grown, and the soil should be good and rich. Pot firmly, using a rammer that the soil can be made solid, and use good drainage and keep the buds picked off until cool weather sets in; the blooms that are made during the warm weather are of inferior quality and no good flowers will be produced until the plants get a good hold in the new soil. The plants are far better plunged in frames for some time yet than in the houses, for they may become infested with red spider under the glass. The plants in the benches will need to be frequently sprayed to keep them free from insects and the blooms should be kept picked off of them for some time yet. When cool weather approaches, allow the flowers to come along. Cuttings can be made at this time, which will make nice flowering plants about the turn of the year, at a time when the large plants seem to take a rest and do not bloom profusely. This will insure a cut throughout the season.

Decorative Plants.

The return of the customers from their country and seaside summer homes will create an immediate demand for palms, ferns and other decorative stock, and the retailer or grower who has not already prepared himself, should do so at once. Plants can be purchased at this time and shipped safely, and in order to save expense they should be purchased at once before colder weather sets in, for they can be transported by freight now and after freezing weather it will be necessary that they be forwarded by express and the difference in the charges of these two methods is considerable, adding materially to the cost of the plant shipped by express. A fine assortment of palms is a necessity at this season and should be obtained at once in the salable sizes as befits the trade. Kentias and arecas from two to four feet high can be bought from $1 to $5 each, and are the sizes most in demand. Phoenix Roebelenii is a very decorative palm, and in the smaller sizes finds a good sale, but the larger sizes are still quite expensive, and can be handled only by high class trade. Ferns of the nephrolepis family and dracænas will be in demand; in fact, a full line of good decorative stock is a necessity at this time in any up-to-date establishment having a retail trade. The stock on hand should now be in active growth and should not receive any check. It is well to be prepared to give these plants a little fire heat as soon as the nights become so cool that the temperature in the houses drops much below 60 degrees.

Geraniums.

All the cuttings that can be taken should be secured now, for a frost that will cut everything down may be expected before many weeks in the northern part of the country at least. In making the cutting all the large leaves should be removed, leaving only the small leaves and the top. The most economical way to propagate these fall cuttings is to insert the cuttings in 2½-inch pots filled with sifted soil, into which a liberal amount of sand has been mixed. After the cuttings have been placed in the pot, they should be given a good watering and placed on shelves, preferably near the glass, and shaded with papers for a couple of weeks. The papers will prevent too rapid evaporation, and consequently continual watering, as the stem is likely to rot if the cuttings are kept too wet. It is much better not to wet the cuttings, after the first watering, until they show signs of wilting. A sprinkling of the foliage in the morning will carry the plants along for some time before watering the pots will be required. If cuttings enough cannot be secured the plants should be lifted and potted that a good supply of cuttings may be secured early in the winter.

Stevia.

All stopping of stevia should cease by the middle of August and the tall-growing varieties should be potted in their blooming pots, or if to be grown in a bench, planted out. The potting of these plants should be done carefully, for the plant is very brittle where the branches break from the main stem and are easily broken. The better way is to tie a piece of raffia around the plant, and if it is very large two or three pieces before removing the plant. As soon as potted or benched place a stake in the center to keep the plant erect. Pot firmly, ramming the soil down hard with a stick or other tool. After potting, water thoroughly, any place in a shady location; the plants will wilt more or less and a light syringing will help them to recover from this, but do not keep the soil soaked, yet daily watering for those in pots will be required. As soon as the plants begin to grow, remove all shade and the pots can be plunged again outside in a frame. The dwarf varieties will not require to be potted outside until early in September if planted outside, but if grown in pots should be shifted in their blooming pots, generally 6-inch, before becoming badly pot-bound.

Winter-Blooming Geraniums.

The late cuttings that were saved for plants for winter blooming should now be thrifty, well-branched plants in 3-inch or 4-inch pots, and should be shifted to 5-inch pots. If they have been kept disbudded, as soon as they become well established in the 5-inch pots they will come into flower. There will be a demand for these plants as soon as the first frosts kill the outside stock and a few with flowers on them at that time will be wanted. The larger number of the plants will not be in demand until later, and by that time the pots will be full of roots and a constant blooming plant will be assured. There may be some small shapely plants in the field that will do for winter blooming; if so, they should be lifted and potted, but they will not bloom as well as the pot plants grown for this purpose.

Peonies.

Now is the best time to move or divide peony roots. Plants that have been in one location for a number of years grow too thick, and will not produce either so many or so good flowers as younger plants, although the peony does not produce the best quality flowers the year after transplanting. The ground on which peonies are to be planted should be well enriched and deeply spaded in preparing it for the young plants. In digging the plants, dig all around the plants, and then carefully insert the spade underneath and lift the plant, taking pains that the large roots are not broken, for these pieces of root if left in the soil sometimes start new growths and if other varieties are later planted in the ground, cause a mixture. The roots can be cut up into quite small pieces, but it is better to leave three strong eyes to each piece and not divide into too small plants. Set the plant good and deep and firm and if the ground is dry, give it a good watering.

FREEPORT, L. I.—George Hildebrand, of John Young & Co., New York, has moved into his new residence here.

SOUTH SUDBURY, MASS.—James Tulis, a well known grower of this city, is going to retire.

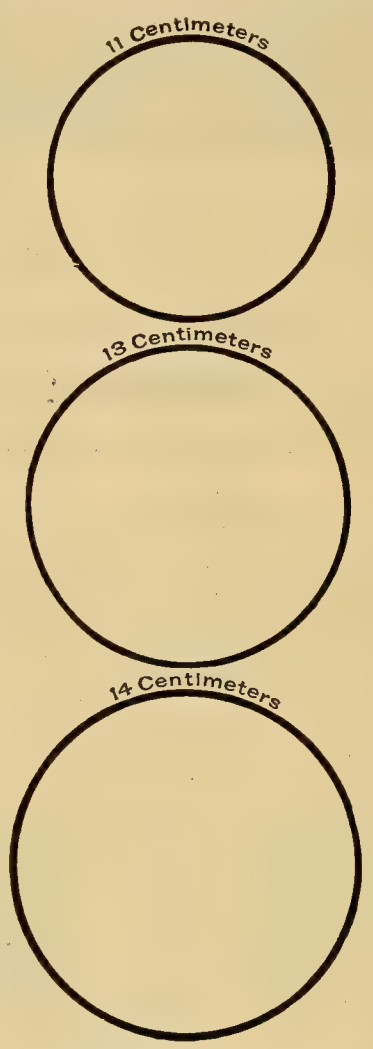
THE RETAIL TRADE

Conducted by Robt. Kift, Phila., Pa.

Next Week in the Flower Shop.

When the shop is opened up these summer mornings, there is often a close, musty smell that requires the admission of all the air or draft possible to change the atmosphere and freshen things at once. Frequently, a jar or two have been overlooked, which if filled with soft stemmed flowers, such as zinnias, asters, rudbeckias, etc., in which the water fouls very quickly, the odor is then very objectionable. It is always best to look over all cut flowers or foliage in jars of water the last thing before closing time. All should be emptied, and those necessary for the stock refilled. The flower stems should be clipped and bad foliage removed. All empty jars should be placed right end up outside the case to air. A few drops of formaldehyde, from a dash bottle, containing one tablespoonful of formaldehyde to a pint of water, will prevent fouling of the foliage in any jar.

The first job in the morning is to set the store to rights. After putting out the pavement display, give the few decorative features a look over, and rearrange, if necessary. Learn to do these things quickly; the effect is likely to be as good, or better, than if a half hour is spent on the job. But do it, somehow. It will have its effect on the first customer.



French Bulb Measurements.

Paste on Heavy Cardboard and Cut Out the Holes With a Sharp Knife, Then Pass the Bulbs Through.

The principal work at this season is for funerals, and the spare time between customers or other store duties, can be well employed in preliminary preparations for this class of business. There should always be a full line of made up wreaths of magnolia or oak leaves, which are then ready at a moment's notice to be decorated. A few fancy pieces, such as a casket cross with short arms to fit the ordinary sized case, can often be sold if it is there to be shown, as can the extra sized wreath to be brought out when the committee calls who want something larger than the usual. A good salesman can make these pieces look very important by the addition of a few flowers and green quickly laid on, together with a bow of ribbon. How much better it is to be thus prepared than to have to try and describe them to the customers?

If the store is in a shopping center, do not neglect the windows. A successful retailer stated to the writer recently, that he always kept his window up to standard the year round. Each of the summer flowers, as they came along, were always featured. He did not believe in a vase of something and a few palms and ferns, just to relieve the bareness. He always found people were interested in water lilies, lotus flowers, choice gladioli, and other of the summer flowers, and when they came in, he had the best roses in the case, to show them. Some of his finest trade had originated from inquiries about the window display.

In all stores where there is a plant and decorative department, a part of whose work is the filling of window boxes, now is the time to look out for the fall business in this line, which is that of renewing the summer flowers with winter evergreens. In addition to the work of the firm's own customers, a record can be made of all other boxes, their size and position, what evergreens would look best in them, and the manner of filling best suited to the location. A visit to the nurseries will then give a line on the best stock suitable for this work, quantities, varieties and prices. Letters and descriptions are then to be written, accompanied with estimates of the cost of the work to be done. Dates are left open to be filled in, when the time comes for sending them out. If this matter is taken up and carried out with any degree of enthusiasm, it is sure to land some worth while orders, and gradually establish and extend the trade of the house in this line. A strong feature in exploiting these boxes is that every new one that goes into place, encourages this form of house or porch decoration. People do many things because they see others do them. The boxes that "Mrs. Brown" has just put in place, have added so to the front of the house, that "Mrs. Smith," across the street, calls up to inquire what they cost, which likely results in another sale.

If a certain line of boxes is determined on, they can be made at the factory in quantity at this season at quite a reduction. Made in units of two and three feet, they will, by fitting end to end, fill almost any space. A circular, illustrated with photos of filled boxes, should also be prepared now. All this

preliminary work adds to the earning power of the store, creating new and profitable business, that without these efforts, would be lost.

Keep Your Customers Posted.

A weekly card telling of the various new stocks as they come along is good advertising. In the early fall season, as soon as the house is opened, the fernery is first to receive attention.

A line or two regarding the best ferns for the purpose, the good assortment on hand, as well as a few words about the care of the dish in the house, is timely and sure to be interesting.

The best plants for the house, a word or two about their care, and the good assortment in stock follows later.

News of the first chrysanthemums will be well received, together with something of the other cut flowers in season.

Window boxes and the fine stock on hand to fill them furnish an interesting item for another card.

Little live matters of store news, such as those calling attention to the various seasonable plants and cut flowers as they appear, is sure to be appreciated by customers and can be extended to a selected list of people whose trade would be desirable and new patrons obtained in this way. All printers can furnish cards a trifle larger than the stock postal, square or any desired shape, and in a great variety of colors. These require but a penny stamp, are sure to be read and form one of the cheapest and most effective methods of keeping customers in touch with the store.

Cyclamen Seed.

J. A. Peterson, Cincinnati, O., the noted cyclamen grower, who also makes a specialty of cyclamen seed, has been successful after years of selection in securing an improved strain of this valuable flowering plant. Mr. Peterson says that growers who desire to save their own seed should exercise the greatest care in the selection of the plants, setting aside only those showing a good and robust growth. The flowers should be borne on erect stems of good length, which open out well above the foliage in the center of the plant. Long, broad-petaled flowers of distinct shades of color are most desired. The fancy frilled or butterfly varieties, while good for the exhibition table, are not desirable commercial varieties. Best results are obtained by hand fertilization. There are from 2,000 to 2,500 seed to an ounce, about 35,000 to a pound.

THE S. A. F.

Secretary in Convention City.

The secretary duly arrived in the convention city, and reported "ready" to the advisory committee, Vice-President E. A. Fetters, Philip Breitmeyer and Wm. Dilger, who were not only anxious to advise, but to lend material assistance, making the work of preparing for the big trade exhibition comparatively easy.

The secretary's first day was spent in Arcadia auditorium, making final decisions as to extra space. The unprecedented demand for space in the trade exhibition made it necessary to amend the preliminary plans somewhat. It has been decided to hold the convention sessions on the second, or balcony floor, where permanent seats are arranged to accommodate 1,000.

The exhibition of the American Gladiolus Society will be held on the same floor, two long tables being provided to extend the full length of the balcony on both sides. A good supply of water is handy for use of the exhibitors in this organization.

As the auditorium opens its regular season for dancing on the Saturday following the convention, August 23, exhibits must all be removed from the exhibition hall on Friday, as per our lease and contract. This being the case, the local interests have decided to comply with the wishes of exhibitors that the entertainment on Friday, the fourth day, be curtailed, so there will be very little doing on that day. In addition, many of those who will attend have signified their intention of leaving for home on Thursday night, so the entertainment features will be allowed to take up whatever time may be available during the three days of the convention.

The changes outlined above permit of a little more space being given to the trade exhibition, so there is still time, if orders are sent in at once, to obtain a favorable location.

It is most impressive to see the slogan, "Say it with Flowers," displayed in every flower store in the city, and also on the windshields of the florists' automobiles and delivery cars. This is the result of the good work of the special publicity representative for Michigan, M. A. Vinson.

In the evening the secretary had the pleasure of attending a meeting of the Detroit Florists' Club, presided over by President J. F. Sullivan, at which the ladies of the local S. A. F. auxiliary were present. There was a good attendance and the meeting was most enthusiastic. The reports of the chairmen of the different committees showed that all arrangements were well in hand, and that every visitor will be well taken care of; therefore, if everyone does not have an enjoyable time it will not be the fault of the Detroit Florists' Club.

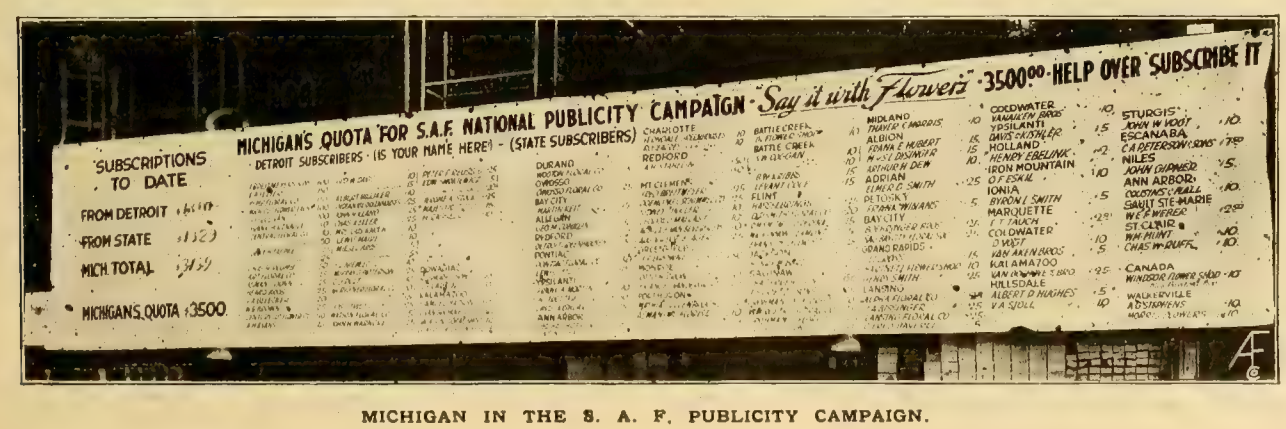
Henry Goetz, a member of the club, journeyed from Saginaw, a distance of 96 miles to show that there was much interest in the convention in that section of Michigan. Mr. Goetz is also an enthusiastic booster for a Michigan state organization, and at the time of the convention, a state society will be established, there being hope that the proposed affiliation amendments will be adopted at the convention, in which case, the state will be entitled to representation on the executive board.

Albert Pochelon, the energetic secretary of the F. T. D., in his usual forcible manner, reported arrangements that had been made to enlighten retail florists who are not F. T. D. members as to the wisdom of joining the organization. Although Mr. Pochelon has said much in the past of the good work of the F. T. D., he still has a little "dope" left in reserve, and there is no doubt that at the convention, a goodly number will be added to his list of members. The goal for membership for the coming year has been placed at 2,000, and there is no doubt as to the possibility of this number being listed.

I would again urge upon everyone going to the convention, the importance of applying for hotel reservations to E. A. Fetters, 17 East Adams avenue, Detroit, at once. The hotels are all close together and near the Arcadia auditorium. If Mr. Fetters is unable to locate you at any hotel specified, he will do the next best thing, but all will be taken care of in good shape somewhere. Do not miss the convention; it will be different from any that has preceded it, and there is a good time in store for all who come.

At present the weather is very cool and clear, making the use of a blanket necessary at night when sleeping.

How could this convention be anything but a success, when every one in the trade in Detroit is trying to do, or suggest something, which will help to make the stay of the visitors profitable and enjoyable? Even the president of the society, J. F. Ammann, has announced his intention of being in the city a week ahead of the convention to see that the secretary and the advisory committee have overlooked no important detail, but he will find that Vice-President Fetters has all the work well in hand.



MICHIGAN IN THE S. A. F. PUBLICITY CAMPAIGN.

In the official programme published in the society's "Journal," President Sullivan of the Detroit Florists' Club, was erroneously listed as "secretary" of the club. The error, of course, has been recognized.

The Trade Exhibition.

All exhibitors are advised to ship their displays by express in ample time, marking them distinctly, "Convention of the Society of American Florists, Arcadia Auditorium, Woodward Avenue and Stinson Street, Detroit, Mich.," and prepaying all express charges.

The list of exhibitors is now quite large, but, owing to some important changes in the floor plan, a few good locations for exhibitors are still available ,if immediate application for same is made. Any firm dealing in florists' supplies or accessories, which is not represented at the exhibition, should not overlook the opportunity afforded to bring its products before the trade, as there is every evidence that visitors from all sections will be at the convention to buy their season's supplies.

Exhibitors desiring signs, desks, etc., should write the secretary at once, in order that their requirements may be met in good time.

The following exhibitors are in addition to those previously announced: J. C. Moninger Co., Chicago; F. R. Pierson Co., Tarrytown, N. Y.; Farnsworth Co., Conshohocken, Pa.; Promotion Bureau, S. A. F. Publicity Campaign, Michigan Cut Flower Exchange, Detroit; Earl L. Hempstead, Burlington, Ill.; H. V. Pearce, Detroit; The Greening Nursery Co., Monroe, Mich.

The secretary's address is Hotel Statler, Detroit, Mich.

National Publicity for Flowers.

The improvement in the support of our campaign fund noted in these columns in the last two weeks is sustained, the aggregate of contributions in this article being greater than for some time reported. Our committees are pleased indeed at the showing made, and feel greatly encouraged. They are going ahead with their plans for a lively campaign this fall, and hope to mature them for presentation at a joint meeting to be held some time during the Detroit convention.

With many of the contributions come hearty endorsements of the work of the committees. The efficacy of the campaign is no longer doubted, and from all over the country come assurances that its influence for good has been felt. Still, our promotion bureau has a long list of florists who have not yet made a contribution to the fund. If these business men would decide what they are going to do, our committees could plan intelligently, for they would know what was likely to be behind them when completing plans. As has been said a number of times, contracts for magazine space must be made weeks ahead of publication, and it is not in our best interests to be cut out of some prominent publication because of unpreparedness. In other lines of trade, money for publicity work is quickly forthcoming, and plans consequently matured and put into execution without uncertainty such as we have had to experience. The jewelers have now resolved to raise a fund of $300,000, and are offering a substantial money prize for a slogan.

We are approaching the half-way stage of the fund, but considerably over a month late. Shall we reach our goal? We believe we shall, but we must have more support. Our subscription list to June 28 has been published and distributed. Do not withhold a subscription because you do not see Mr. So-and-So's name on it. He may be waiting to see yours. Look over our lists published in the trade papers each week, and notice how now and then some community makes a clean-up. Observe, for instance, how Texas shows up in the list this week. Why not round up your fellow craftsmen in your own neighborhood? You would certainly be doing them a favor. We want your help, and it could hardly come at a better time than now.

The following subscriptions have been received and are in addition to those previously announced, annually for four years, unless otherwise stated:

Anton Fiehe, Tampa, Fla.	$ 5.00
H. L. Chadwick, Houlton, Maine	5.00
Fischer & Burkland, Youngstown, O.	5.00
John Schoepfle, Chicago	5.00
Louis H. Kyrk, Cincinnati, O.	25.00
Burlington Willow Ware Shops	25.00
Springfield Seed Co., Springfield, Mo.	10.00
Hugo Busch, Jefferson City, Mo.	20.00
Carl Brehmer, Chillicothe, O., (1 yr.)	10.00
Colorado Seed Co., Denver, Colo. (1 yr.)	5.00
Geo. Ball, Glen Ellyn, Ill.	10.00
Pulverized Manure Co., Chicago	100.00
Edw. Schmeltchopf, Park Ridge, Ill.	5.00
Miller Bros., Chicago	15.00
Kennicott Bros. Co., Chicago	50.00
Batavia Greenhouses, Chicago	12.00
Emil Blameuser, Niles Centre, Ill.	10.00
Gustave Stege, Park Ridge, Ill.	5.00
Evans Floral Co., Salt Lake, Utah	10.00
Donnelly Co., Wichita Falls, Tex. (1 yr.)	25.00
Carroll Florist, Houston, Tex.	15.00
E. W. Judge, Tyler, Tex.	10.00
Edward Green, San Antonio, Tex.	5.00
H. Kaden, Gainesville, Tex.	5.00
Denison Greenhouses, Denison, Tex.	5.00
Edw. Green, San Antonio, Tex. (add'l.)	20.00
Baker Bros., Ft. Worth, Tex. (add'l.)	25.00
Mrs. M. O. Nauman, Paris, Tex.	5.00
Aliff, The Florist, Austin, Tex.	7.50
Hyde Park Floral Co., Austin, Tex.	10.00
E. Friedrich, Austin, Tex.	5.00
Greenwood Floral Co., Ft. Worth, Tex.	50.00
Mrs. J. Jung, San Antonio, Tex.	5.00
Mrs. D. H. McNaughton, Palestine, Tex.	5.00
Mrs. H. Zincke, Palestine, Tex.	5.00
Chas. H. Aliff, Austin, Tex.	5.00
Mrs. Chas. Albrecht, San Antonio, Tex.	15.00
Brown's Floral Co., Brownwood, Tex.	10.00
Texas State Florists' Assn.	50.00
R. S. Wolf, Troy, N. Y.	5.00
Fred Rousley, Chicago	5.00
Keenan & Co., Chicago	10.00
John Zech, Oak Park, Ill.	5.00
E. J. Hull, Olyphant, Pa. (1 yr.)	5.00
M. B. Krugman, Amherst, Mass.	5.00
Clara Brown & Co., Jackson, Mich.	25.00
R. G. Bowersox, Lewiston, Pa.	5.00
West View Fl. Co., Elkhart, Ind. (1 yr.)	5.00
A. E. Crooks, Benton Harbor, Mich.	5.00
Williams, The Florist, So. Bend, (add'l.)	25.00
Beyer Floral Shop, So. Bend, Ind.	15.00
Goshen Fl. Co., Goshen, Ind. (1 yr.)	5.00
The Redline Co., Niles, Mich.	10.00
C. L. Powell, Mishawaka, Ind.	10.00
Heaven Flower Shop, Benton Harbor	10.00
Butterworth Flo. Co., Muskegon, Mich.	5.00
C. A. Traendly, Brooklyn, N. Y. (1 yr.)	10.00
Lohr & Fritze, Baltimore, Md.	10.00
Bramley & Son, Cleveland, O.	10.00
Daisy Hill Co., Cleveland, O.	50.00
H. T. Miller, Alliance, Ohio	10.00
Ralph W. Ward, Cameron, Mo.	10.00
Kebrer & Sons, Martins Ferry (1 yr.)	5.00
Kring Bros., Fairburg, Ill.	10.00
A. L. Randall Co., Chicago	200.00
East Side Floral Co., Milwaukee, Wis.	5.00
Mary J. Skinner, Milwaukee, Wis.	5.00
Geo. Bischoff, Ft. Wayne, Ind.	5.00
J. H. Small & Sons, Washington, D. C.	100.00
Alexander Dallas, Waterbury, Conn.	25.00
W. J. Cowee, Berlin, N. Y. (1 yr.)	10.00
Julia Pelletier, St. Louis, Mo.	5.00
Herbert A. Pennock, Jupiter, Fla.	5.00
Henry M. Robinson, Boston, Mass. (1 yr.)	100.00
F. Macrae Sons, Providence, R. I.	25.00
Fisher Florist, New London, Conn. (1 yr.)	10.00
Edward Winkler, Wakefield, Mass.	10.00
Estate of F. F. Crump, Colo. Springs	25.00
Whitcomb & Son, Lawrence, Kan. (1 yr.)	5.00
G. Messeberg, Brooklyn, N. Y.	10.00
Eric Buchholz, Muncie, Pa.	10.00
Geo. H. Angermueller, St. Louis, Mo.	10.00
	$ 1,449.50
Previously reported	43,269.50
Total	$44,719.00

JOHN YOUNG, Sec'y.

Texas State Florists' Association.

MEMORIAL RESOLUTIONS.

The Texas State Florists' Association at its annual convention held at Austin, July 9-10, 1919, adopted the following resolutions on the deaths of its members during the year:

THE LATE SETH A. MILLER.

Whereas, Almighty God has seen fit to remove from our midst one of our beloved members, Seth A. Miller, of Dallas, Tex.,

Be it resolved, that the Texas State Florists' Association, in convention now assembled, expresses sincere sympathy to the beloved wife and other members of the family.

Be it further resolved, that a copy of these resolutions be sent to the family, and copies to each of the trade papers, and a copy be spread on the minutes of this association.

THE LATE THOMAS J. WOLFE.

Whereas, Almighty God has seen fit to remove from our midst one of our beloved members, Thomas J. Wolfe,

Therefore, be it resolved, that the Texas State Florists' Association, now assembled in convention, offers its sincere sympathy to the beloved wife, and sister, and other members of the family.

We all miss our deceased brother at this convention, and will continue to miss him at all gatherings, as he was always active and a leader among us.

Thomas Wolfe was past president of this association and a life member, and during his administration, accomplished great results for his fellow florists.

Be it further resolved, that a copy of these resolutions be sent to the bereaved family, and a copy to each of the trade papers and a copy be spread on the minutes of this association.

THE LATE JOHN STUPPY.

All things in Nature have their seasons, and though man by his superior mind, often changes the time of the blooming of the flowers, yet, before the great facts of life, man is powerless and Death claims all seasons for his own. During the past year, there has gone from our midst a man whom all loved to honor; a modest, retiring man, not seeking the public places, but working along quietly and unobtrusively in his chosen line.

This man was John Stuppy, a life member of the Texas State Florists' Association. It is not given to us who are left to understand why this one was taken, but we know that the Master needed him for the gardens of Paradise, and though we miss his presence sorely, yet we bow our heads to the will of Almighty God, knowing that He doeth all things well.

Therefore, be it resolved by the Texas State Florists' Association now assembled, that we extend our heartfelt sympathy to the family of the deceased, assuring them that we share their grief, and be it further resolved that copies of these resolutions be sent to the family, to the trades papers for publication, and a copy be spread on the minutes of this association.

THE LATE E. E. STONE.

No man can give more than he who gives his life for you. He who dares face the perils of war, with his face to the foe, commands the respect and admiration of all men. We offer these resolutions in behalf of our fellow florist, E. E. Stone, of Dickinson, Tex., who met death upon the battle fields of France.

Therefore, be it resolved that this convention of florists of Texas, miss his

presence and his personal work in promoting the cause of floriculture in our state.

Also, be it resolved, that this convention extend to his family our sincerest sympathy in the loss of this good man, and to his beloved wife, we share with you your sadness in this your greatest loss, and may God in His mercy of love temper your sorrow of grief.

Be it further resolved, that a copy of these resolutions be furnished his beloved wife, and the trade papers and a copy be spread upon the minutes of this association.

Baltimore.

BUSINESS NORMAL WITH SMALL SUPPLY.

The market has been normal for the past week, nothing being shipped in abundance from the growers, consequently no glut on the market, the small shipments being used up quickly by all the retailers, each getting his share of the orders, which are principally for funeral work. Asters are getting better every day and give the grower the most concern at present to keep their roots wet during these hot, blistering days.

NOTES.

George Eberle has taken hold of an idea which we hope will make him rich. He has gone into the confectionery business, soft drinks and ice cream being in such demand at this time, but we are glad to know that he has still continued in the florist business for we cannot lose him, whom we have known so long as an up-to-date, reliable florist.

Now that the war is over, and high wages are decreasing in the ammunition and shipbuilding plants, the fern man is seen again at the retail store. Mr .Garriott is one who decided there was more money in ferns and laurel than there was in steel, for he left the Bethlehem Steel Co., and went back to his old occupation.

Robt. Halliday is still confined to his home on Woodbourne avenue, but can receive callers at all times. Go out and see our old friend Bob and talk to him about how he made the Baltimore S. A. F. convention the biggest one ever held in the country.

Mrs. James Glass, of Erdman avenue, is still in poor health. Now that Mr. Glass is entirely well, and feels better than he ever did, we sincerely hope that his wife will soon be on the road to recovery.

The firm of Lohr & Fritz is one of the best shippers of roses to the S. S. Pennock Co. just now, good quality Ophelia, Maryland and Double White Killarney being received.

John Wagner must have received an inspiration to advertise at our last club meeting, for his insertion was noticed on the front page of the Sun last week.

Gus Loetz, of Glenburnie, has a very good strain of assorted asters, daily shipments being made to the Leo Niessen Co.

By a little misunderstanding, Harry Wagner, of the S. S. Pennock Co., returned one week too soon from his vacation.

Mrs. Hildebrecht, of East Baltimore, is closing out her stock of decorative palms. G. JR.

Toronto.

EXCELLENT SUMMER BUSINESS.

Taking into consideration the heated season, and the scarcity of stock in all lines, there is at times a scurrying to secure enough flowers to fill orders. Roses are now being cut from the new plants and asters and gladioli are beginning to arrive. Carnations are expected to make their appearance in a short time.

NOTES.

All are looking forward to the coming Canadian Horticultural Association's convention at the Prince George hotel in this city, August 12-15, and from reservations already made, there will be a large number of visitors from distant points. Tre retailers' organization, which is being formed, has the promise of many members.

Most of the stores are running shorthanded on account of vacations. Decorating is now in order and preparations are being made for a big business the coming season.

The new rose, Frank W. Dunlop, is holding up its reputation and some excellent blooms are being cut. These, with Ophelia, are the leaders on this market.

Visitor: A. M. Terrill, Calgary, Alta. H. G. D.

Providence, R. I.

GOOD FUNERAL DEMAND PREVENTS SURPLUS

Trade during the past week was good. Stock is moving well, the demand for flowers of all kinds being surprising. There were several busy days of funeral work which helped to take care of any surplus. Roses are good but several local growers are off crop. Asters are coming in fast and a drop in price resulted during the week. Gladioli still move well and the call for these flowers both as cut stock and for funerals is unusually good. There were several weddings durings the week that called for some decorative stock.

home again. H. A. T.

The Westminster Greenhouses are changing their heating plant over to the oil system, installing a large tank holding over 40,000 gallons of fuel oil. The system was used by several large establishments in this vicinity last winter with good results. Jerry Trottier, formerly with this firm, has returned from an absence of two years overseas. He is looking well and is glad to be

Horticultural Society of New York.

There will be a gladiolus exhibition, August 23-24, in the Museum building, New York bontanical garden, Bronx park. Schedules are now ready for distribution and will be sent on application to the secretary, George V. Nash, New York, bontanical garden, Bronx park, New. York.

In this connection, attention is called to the large collection of gladioli in the horticultural gardens of the New York botanical garden, in the south part of the grounds, only a short distance from the south gate. Here are brought together about 250 kinds; about 21,000 corms were set out. The primulinus hybrids have been in bloom for some time, and are still flowering. The other kinds are now blossoming. In addition to the above there is a collection of about 40 kinds of cannas. Here is an opportunity for a comparative study of both gladioli and cannas. Each kind is plainly labelled.

GEORGE V. NASH, Sec'y.

Holton and Hunkel Co., Milwaukee, Wis.

The Holton & Hunkel Co. in its big range (a quarter of a million feet of glass) north of Milwaukee has done its best fairly solving the problem of filling the houses with substitutes for palms, azaleas, araucarias, etc., shut out by the federal horticultural board.

This very large stock comprises a wide range of home grown and well grown Boston ferns, cyclamens, dracænas, peppers, pandanuses, cherries, crotons, etc., in short the entire range of florists' plants for every-day decorative work and not overlooking the quantity requirements of the Christmas holidays and Easter.

Every class shows technical skill in the growing. For the shipping trade the firm undoubtedly carries the largest general stock of these classes of plants in the west.

OBITUARY.

The Late Robert Karlstrom.

Robert Karlstrom, who died at Cromwell, Conn., July 24, was a skillful landscape gardener, and personally, an excellent man. He was born in Sweden about 50 years ago. A graduate of the Stockholm College of Horticulture, he later held a high position in the Stockholm park department. He came to this country in 1893 and held various important positions, one being with the Hartford, Conn., park department. For a number of years he was in charge of landscape work for W. A. Manda, South Orange, N. J. Later, he went to A. N. Pierson, Inc., Cromwell, Conn. For a number of years he has been a well known and popular figure at the shows held in New York and other cities. A wife and four daughters survive him.

A. F. F.

J. Fred Lembke.

J. Fred Lembke, who for the past 14 years had represented the W. W. Barnard Co., in Ohio, Pennsylvania and adjoining territory died in Mercy hospital, Canton, O., August 3, following an operation for appendicitis two days before. Mr. Lembke's thorough knowledge of the requirements of the trade, his fairness in all his dealings and his good humor and kindly disposition won for him a host of friends and the high respect and affection of his business associates. The remains were taken to the home of his sister at Milwaukee, Wis., and he was laid to rest in that city August 7.

Reinhard Muller.

Reinhard Muller, died, July 31, at his home, 2104 Metropolitan avenue, Middle Village, N. Y., age 44 years. He was one of the many florists of that section of New York City that are engaged almost exclusively in cemetery work, and was a member of the Florists' Protective Association of Middle Village.

A. F. F.

MONTREAL, QUE.—Hall & Robinson are adding one house, 130 feet long, to their range which will be devoted to sweet peas.

KANSAS CITY, MO.—A flower show, at which vegetables will share in the awards, will be held at the Hotel Muehlebach, September 27.

HOUSTON, TEX.—The Houston Horticultural Society, following its custom, has suspended meetings during the summer months, resuming in October.

EL PASO, TEX.—H. W. Bierhorst, who recently purchased the flower shop of John D. Stalker, 104 Texas street, has taken charge of the business.

NEW ALBANY, IND.—Anders Rasmussen, the well known grower, has been appointed a member of several committees of the local chamber of commerce.

KALAMAZOO, MICH.—Van Bochove & Bro. are enlarging their establishment, the improvements giving more space for the wholesale department and a better equipped office.

RUGBY, N. D.—Nels P. Lindberg, proprietor of the Rugby Greenhouses, reports this has been the best season in his history. He is preparing to add two houses to his present range of 13.

CALDWELL, N. J.—Henry M. Robinson, Jr., son of the well known wholesaler of Boston, Mass., is now managing editor of the Caldwell Progress, devoted to the promotion of rifle practice in the United States.

SOCIETY OF AMERICAN FLORISTS.

Programme of the Thirty-Fifth Annual Meeting and Exhibition to Be Held in Arcadia Auditorium, Detroit, Mich., August 19-21, 1919.

FIRST DAY—OPENING SESSION—2:00 P. M.

Invocation by Rev. J. M. Barkley.
Convention called to order by J. F. Sullivan, president, Detroit Florists' club.
Address of Welcome by E. A. Fetters, vice-president S. A. F.
Address of Welcome by The Hon. James Couzens, mayor of Detroit.
Response by E. Gurney Hill, Richmond, Ind.
President J. F. Ammann's address.
Reading minutes of the executive board.
Report of the secretary.
Report of the treasurer.
Report of the Washington representative.
Reports of the state vice-presidents.
Reports of the standing committees.
Report of committee on development of American products.
Report of committee on school gardens.
Report of committee on nomenclature.
The publicity committee and the national flower show committee will report at subsequent sessions.
Reports of special committees.
Miscellaneous business.
Judging of trade exhibits.

FIRST DAY—EVENING SESSION—8:30 P. M.

President's Reception—The function will take place in the Hotel Statler. President Ammann wishes it to be distinctly understood that the reception will be informal, and that the most comfortable clothing will be the most appropriate to wear.

SECOND DAY—MORNING SESSION—9:30 A. M.

Nomination of officers for 1920.
Report of committee on president's address.
Report of committee on national credits and collections bureau by R. C. Kerr, chairman.
Discussion.
Report of committee on extension of the affiliation plan by Joseph H. Hill, chairman.
Discussion.
Address: "Selling Flowers by Telegraph," by F. C. W. Brown, Cleveland, O.
Discussion of Amendments to Constitution and By-Laws, and voting on same.

Amendments:

In accordance with instructions given to the Executive Board at the Baltimore Convention, August, 1911, regarding the appointment of a permanent committee to govern the Society's flower shows, the Board, at a meeting held in Detroit, on January 12, 1912, formulated the following by-law, presenting the same in its report to the Chicago Convention, August, 1912. The report was adopted in convention, but the by-law was not ordered to be inserted in the Constitution and By-Laws of the Society. To correct this over-sight the by-law is now presented in regular order, and its inclusion in the Constitution and By-Laws should be authorized by the Society.

To amend Article II, Sec. 4, Standing Committees and their duties, by adding the following paragraph:

(a) National Flower Show Committee:

The committee shall consist of six members, with the president and secretary as exofficio members. The present chairman shall hold membership for a term of six years from January 1, 1912. The balance of the committee shall cast lots to determine the retirement of one member annually, beginning January 1, 1913, and the vacancy so made shall be annually, on January 1, filled by the appointment of one member by the president taking office. On January 1, 1919, and annually thereafter the president shall appoint one member to serve for a period of six years. The president shall also fill vacancies arising through death or other causes. The chairman shall be elected by the committee under such rules as the committee may formulate. Members may be removed for cause on the affirmative vote of seven members of the executive board. The treasurer of the Society shall be exofficio treasurer of the committee, and the secretary of the Society the secretary. Money appropriations for the use of the committee made by the Society, or monies coming into the committee's hands during the course of its work, shall be subject to expenditures by the committee under such rules as it may adopt. The committee shall have full charge of all matters relating to exhibitions held by or on behalf of the Society, or under its auspices, excepting the trade exhibition at the annual convention, subject to the control of the executive board; and shall control the offering and awarding of medals, trophies and certificates. The members of the committee shall be reimbursed for traveling expenses, when traveling on business of the committee under call of the chairman. The committee shall make a full report to the executive board each year on August 1st.

And by changing the alphabetical reference to paragraphs (a) (b) (c) and (d), to (b) (c) (d) and (e) respectively.

To further amend Article II, Sec. 4, Standing Committees and their duties, by striking out paragraph (a) reading as follows, entirely:

"(a) Standing Committee on Convention Garden: The president, assuming office January 1, 1917, shall appoint three members, one serving three years, one two years, and one one year. Each next elected president, when taking office, shall appoint one member to serve three years. This committee shall have full charge of all Convention Garden arrangement work under the direction of the executive board. The members shall elect their own chairman, and shall be subject to the call of the president and the executive board."

To amend Article II, Sec. 2, Elections and Appointments, paragraph (b) reading:

The president shall appoint on the first day of January of each year, or as soon afterward as may be possible, one or more State vice-presidents from each State and Territory represented in the membership, to serve for a term of one year. Clubs, societies or kindred organizations of professional florists, gardeners and horticulturists, having paid up membership of one hundred or more members in the S. A. F. and O. H. shall be entitled to one representative on the board of directors. Such representative shall be the president of such organization and must be a member of this Society. Any elective officer or appointed director shall not be eligible as a representative of such organization. When the president of any such organization is already a director, the vice-president shall be eligible for the office. Any organization applying for representation shall submit to the secretary of this Society a certified copy of the resolution adopted by their organization that they wish such representation on the board of directors, together with a complete list of its membership. It shall be the secretary's duty to confirm same and submit it to the president for final confirmation. Announcement of such director shall be made by the president. The president shall also appoint on the first day of January of each year a representative at Washington, D. C., who shall as such also be a member of the board of directors, and whose term of office shall be for one year.

By merging the opening sentence, "The president shall appoint on the first day of January of each year, or as soon afterward as may be possible, one or more State vice-presidents from each State and Territory represented in the membership, to serve for a term of one year," with the concluding sentence "The president shall also appoint on the first day of January each year a representative at Washington, D. C., who shall as such also be a member of the board of directors, and whose term of office shall be for one year," And by striking out the remainder of the paragraph and substituting as a separate paragraph:

(c) "Societies or kindred organizations of professional florists, gardeners and horticulturists, national in character, whose membership includes one hundred or more members of the S. A. F. and O. H. in good standing, shall be entitled to one representative on the board of directors. Clubs and other organizations of professional florists, formed within a State, and not national in character, shall be entitled to one representative on the board of directors provided that any such club or organization shall include in its membership the number of S. A. F. and O. H. members in good standing prescribed in the following specifications: CLASS A: 100 S. A. F. and O. H. Members:—Massachusetts, New York, New Jersey, Pennsylvania, Ohio, Illinois, California. CLASS B: 75 S. A. F. and O. H. Members:—Indiana, Michigan, Iowa, Missouri, Texas, Maryland, Wisconsin. CLASS C, 50 S. A. F. and O. H. Members:—Minnesota, Kansas, District of Columbia, Kentucky, Tennessee, Colorado, Connecticut. CLASS D. 25 S. A. F. and O. H. Members:—Maine, New Hampshire, Vermont, Rhode Island, North Dakota, South Dakota, Nebraska, Delaware, West Virginia, Virginia, North Carolina, South Carolina, Georgia, Florida, Alabama, Mississippi, Arkansas, Louisiana, Oklahoma, Montana, Idaho, Wyoming, New Mexico, Arizona, Utah, Nevada, Washington, Oregon.

Any such representative shall be the president of the organization represented, and must be a member of this Society. Any elective officer or appointed director shall not be eligible as a representative of any such organization. When the president of an organization is already a director, the vice-president shall be eligible for the office.

Any organization applying for representation shall submit to the secretary of this Society a certified copy of the resolutions adopted by their organization expressing its desire for such representation on the board of directors, together with a complete list of its membership. It shall be the secretary's duty to confirm same and submit it to the Society's president for final confirmation. Announcement of the acceptance of such representative as a member of the board of directors shall be made by the president. The expenses of any such representative in connection with his attendance at any meeting of the board of directors shall be borne by the organization represented."

And by changing and extending the paragraphical references in such section to provide for the inclusion of the new paragraph.

As amended, the section to read:

(b) The president shall appoint on the first day of January of each year, or as soon afterward as may be possible, one or more State vice-presidents from each State and Territory represented in the membership, to serve for a term of one year. The president shall also appoint on the first day of January of each year a representative at Washington, D. C., who shall as such also be a member of the board of directors, and whose term of office shall be for one year.

(c) Societies or kindred organizations of professional florists, gardeners and horticulturists, national in character, whose membership includes one hundred or more members of the S. A. F. and O. H. in good standing, shall be entitled to one representative on the board of directors. Clubs and other organizations of professional florists, formed within a State, and not national in character, shall be entitled to one representative on the board of directors, provided that any such club or organization shall include in its membership the number of S. A. F. and O. H. members in good standing prescribed in the following specification: CLASS A. 100 S. A. F. and O. H. Members:—Massachusetts, New York, New Jersey, Pennsylvania, Ohio, Illinois, California. CLASS B. 75 S. A. F .and O. H. Members:—Indiana, Michigan, Iowa, Missouri, Texas, Maryland, Wisconsin. CLASS C. 50 S. A. F. and O. H. Members:—Minnesota, Kansas, District of Columbia, Kentucky, Tennessee, Colorado, Connecticut. CLASS D. 25 S. A. F. and O. H. Members:—Maine, New Hampshire, Vermont, Rhode Island, North Dakota, South Dakota, Nebraska, Delaware, West Virginia, Virginia, North Carolina, South Carolina, Georgia, Florida, Alabama, Mississippi, Arkansas, Louisiana, Oklahoma, Montana, Idaho, Wyoming, New Mexico, Arizona, Utah, Nevada, Washington, Oregon. Any such representative shall be the president of the organization represented and must be a member of this Society. Any elective officer or appointed director shall not be eligible as a representative of any such organization. When the president of an organization is already a director, the vice-president shall be eligible for the office. Any organization applying for representation shall submit to the secretary of this Society a certified copy of the resolutions adopted by their organization expressing its desire for such representation on the board of directors, together with a complete list of its membership. It shall be the secretary's duty to confirm same and submit it to the Society's president for final confirmation. Announcement of the acceptance of such representative as a member of the board of directors shall be made by the president. The expenses of any such representative in connection with his attendance at any meeting of the board of directors shall be borne by the organization represented.

To amend Article IV, Section 2, reading:

"Fees and Assessments:—Any eligible person may become a member of the Society on the payment of $5.00, and such payment shall cover the annual dues for the balance of the calendar year.

The annual dues shall be $3.00 per year, payable in advance on the first day of January. Any annual member in good stand-

SOCIETY OF AMERICAN FLORISTS.

Preliminary Programme Continued From Preceding Page.

ing may become a life member on payment of $25.00, and be exempt from all future assessments."

By striking out the sentence reading:

"The annual dues shall be $3.00 per year" and substituting "The annual dues shall be $5.00 per year;" and by striking out the sentence reading, "Annual member in good standing may become a life member on payment of $25.00, and be exempt from all future assessments," and substituting, "Any annual member in good standing may become a life member on payment of $50.00, and be exempt from all future assessments."

As amended, the section to read:

Fees and Assessments:—Any eligible person may become a member of the Society on the payment of $5.00, and such payment shall cover the annual dues for the balance of the calendar year. The annual dues shall be $5.00 per year, payable in advance on the first day of January. Any annual member in good standing may become a life member on payment of $50.00 and be exempt from all future assessments.

To amend Article V, Sec. 1, Meetings, reading:

"At the thirty-second annual meeting to be held August 15th to 18th in Houston, Texas, the meeting places for the years 1917 and 1918 shall be selected by ballot, and at the meeting of 1917 and at every meeting thereafter, the meeting place for the second year following that meeting shall be so selected, except in such cases when the convention is held in such sections of the United States where the month of August is not considered the best time for the convention. The change in date will not be considered, however, unless a petition is sent by the convention city in time for the mid-Lent meeting of the executive board and setting forth its reasons for such change of date. In such event the board will have the power to change the dates of the meeting. The balloting shall be done at the evening session of the first day of each annual convention. The time for the annual meeting shall be the third Tuesday of August in each year, continuing for three days, or until all business is completed. The city applying for the meeting shall, with its written application, provide the free use of a place for the purposes of a Convention Garden, which place shall be available, if desired, from the early Spring of the year before the meeting to the late Fall of the year of the meeting."

By striking out the lines reading:

"At the thirty-second annual meeting to be held August 15th to 18th in Houston, Texas, the meeting places for the years 1917 and 1918 shall be selected by ballot, and at the meeting of 1917 and at every meeting thereafter, the meeting place for the second year following that meeting shall be so selected, except in such cases when the Convention is held in such sections of the United States where the month of August is not considered the best time for the convention. The change in date will not be considered, however, unless a petition is sent by the convention city in time for the mid-Lent meeting of the executive board and setting forth its reasons for such change of date." and substituting:

"At the thirty-sixth annual meeting to be held August 17th to 19th in Cleveland, Ohio, the meeting place for the year 1921 shall be selected by ballot, and at every annual meeting thereafter the meeting place for the following year shall be so selected, covering dates equivalent to the third Tuesday in August and two following days, or until all business is completed, except in cases when the convention is to be held in such sections of the United States where the month of August is not considered the best time for the convention. A change in date will not be considered, however, unless a petition is sent, by the convention city chosen, in time for consideration at the mid-Lent meeting of the executive board, and setting forth its reasons for such change in date." And, further, by striking out the concluding portion of the section, reading:

"The time for the annual meeting shall be the third Tuesday of August in each year, continuing for three days, or until all business is completed. The city applying for the meeting, shall with its written application, provide the free use of a place for the purposes of a Convention Garden, which place shall be available, if desired, from the early Spring of the year before the meeting to the late Fall of the year of the meeting."

As amended, the section to read:

At the thirty-sixth annual meeting to be held August 17th to 19th in Cleveland, Ohio, the meeting place for the year 1921 shall be selected by ballot, and at every annual meeting thereafter the meeting place for the following year shall be so selected, covering dates equivalent to the third Tuesday in August and two following days, or until all business is completed, except in cases when the convention is to be held in such sections of the United States where the month of August is not considered the best time for the convention. A change in date will not be considered, however, unless a petition is sent, by the convention city chosen, in time for consideration at the mid-Lent meeting of the executive board, and setting forth its reasons for such change in date.

The following recommendation of the executive board is to be voted upon:

That the sum of $5,000 be appropriated to the Publicity Campaign Fund, to be used only if needed during the year's Campaign.

AFTERNOON SESSION—2.00 P. M.

Report of Committee on Publicity. By Henry Penn, Chairman.
Report of Publicity Finance Committee. By George Asmus, Chairman.
Discussion.
Addresses—"Publicity." By Major P. F. O'Keefe, Boston, Mass.; Payne Jennings, Chicago, Ill.

THIRD DAY—MORNING SESSION—9:30 A. M.

Election of officers. Polls open from 10:00 A. M. to 11:00 A. M., or until all in line have voted. Voting will be conducted under the new system. There will be four voting places, "A" to "D" inclusive; "E" to "K" inclusive; "L" to "R" inclusive; "S" to "Z" inclusive. Please vote promptly. Only members in good standing can vote.

Report of Judges of Trade Exhibition.
Report of the National Flower Show Committee. By George Asmus, Chairman.
Discussion.
Question Box.
Deferred Business.

AFTERNOON SESSION—2:00 P. M.

Address—"Quarantine Order No. 37." By Dr. C. L. Marlatt, Federal Horticultural Board, Washington, D. C.
Address—"Opportunity of the Society of American Florists in Present day Plant Propagation." By Prof. L. C. Corbett, Bureau of Plant Industry, United States Department of Agriculture.
Discussion.
Report of Committee on Memorials, Michael Barker, Chairman.

FOURTH DAY—FRIDAY, AUGUST 22ND.

On this day the members, with their families, will be the guests of the Detroit Florists' Club.

SPECIAL MEETINGS

FIRST DAY—TUESDAY, AUGUST 19TH.

9:30 A. M. Meeting of the Florists' Telegraph Delivery Association.
10:30 A. M. Opening of the office of the Ladies' Society of American Florists in Convention Hall. Registration of members.

SECOND DAY—WEDNESDAY, AUGUST 20TH.

9:00 A. M. Annual meeting of the Florists' Hail Association of America.
10:00 A. M. Annual meeting of the Ladies' Society of American Florists.

THIRD DAY—THURSDAY, AUGUST 21ST.

9:00 A. M. Meeting of the Board of Directors of the American Carnation Society.
9:00 A. M. Meeting of the College Section of the S. A. F. & O. H.

The Secretary's office is in Convention Hall, to the left of the entrance. All members should register there upon arrival at the Hall.

Visitors desirious of becoming members should apply at the Secretary's office for the necessary form. The fee is $5, which covers dues for the current year.

A further fee of $25.00 will entitle a new member to a life membership, with exemption from payment of all future assessments.

Dues may be paid and membership cards obtained at the Secretary's office.

A Bureau of Information continually maintained will be found near the entrance to the Hall.

PAST PRESIDENTS OF THE S. A. F. and O. H.

1884-1886	*John Thorpe	1902-1903	John Burton
1887	Robert Craig	1904	Philip Breitmeyer
1888	E. G. Hill	1905	J. C. Vaughan
1889	J. N. May	1906	*Wm. F. Kasting
1890	*J. M. Jordan	1907	*Wm. J. Stewart
1891	M. H. Norton	1908	F. H. Traendly
1892	*James Dean	1909	*J. A. Valentine
1893	*William R. Smith	1910	F. R. Pierson
1894	*J. T. Anthony	1911	George Asmus
1895	*Edwin Lonsdale	1912	Richard Vincent, Jr.
1896	*William Scott	1913	J. K. M. L. Farquhar
1897	Adam Graham	1914	Theodore Wirth
1898	W. F. Gude	1915	Patrick Welch
1899	W. N. Rudd	1916	D. MacRorie
1900	*E. M. Wood	1917	Robt. C. Kerr
1901	Patrick O'Mara	1918	Chas. H. Totty

* Deceased.

WELCOME TO THE CONVENTION.

Dear Fellow Members:—

You have, doubtless, read the programme prepared for our Convention, and have noticed that some important matters are set down for discussion. But the programme does not cover all the business of the Convention—it sets out only those matters we know will come up. Always, there are other subjects of importance, generally unforeseen, which engage the attention of a Convention.

So, everything considered, it looks as though we are in for some very entertaining sessions.

Will you not try your best to be with us for at least three days, August 19th, 20th and 21st? You can help us by your very presence. Your vote counts in all things, and any advice or suggestions you might feel prompted to make would be cheerfully received. Nobody who attends one of our Conventions for the first time need feel shy—our gatherings are democratic in the extreme, not a soul ever feels timid.

Come! Mix with your fellows in the trade, swap experiences, exchange ideas, and enjoy the hospitality of your brethren in the beautiful city we are to visit. No matter whether you "keep shop" or carry on your shoulders the cares of a greenhouse establishment, your business kindred, in great numbers will greet you, and you will feel just as much at home as you do in your own surroundings.

Think of the very comprehensive exhibits you will see, and which the manufacturers, and their agents, of the various articles used in our trade will display—the store supplies, such as baskets, vases, ribbons, fountains, wedding auxiliaries, prepared wreath material, paper boxes, and the like; and greenhouse requisites, such as boilers, construction material, ventilating apparatus, fertilizers, and equipment; then the bulb displays, the plant exhibits and other exhibits of interest. If you want to, you can talk business right on the convention floor—the exhibits are not dead ones, there are live representatives in charge of each.

Bring your troubles, if you have any, right to the convention. We will make your problems our own, and help solve them.

Stay over an extra day, August 22nd. It is Friday, practically week end, so you may as well make a good finish. Of course, you will have your wife, and perhaps other members of your family with you. On this day all will enjoy especial entertainment at the hands of the Detroit florists, noted for the fine way in which they do things. A trip to a beautiful summer resort, Belle Island, on the River Detroit, with a lengthy programme of athletic sports and games, and prizes galore, are among the attractions arranged.

If you are a bowler, you can take part in the bowling tournament scheduled for the Thursday evening.

There will be lots of fun, in addition to our hard, honest-to-goodness business.

The Society welcomes you. Your Detroit brethren welcome you. Come!

J. Fred Ammann, President.

THE AMERICAN FLORIST

ESTABLISHED 1885.

Subscription, United States and Mexico, $1.50 a year; Canada $2.00; Europe and Countries in Postal Union, $2.50.

When sending us change of address always send the old address at the same time.

Advertising rates on application.

From the first issue THE AMERICAN FLORIST has accepted only trade advertisements.

Advertisements must reach us Tuesday (earlier if possible) as we go to press Wednesday.

We do not assume any responsibility for the opinions of our correspondents.

THE AMERICAN FLORIST,
440 S. Dearborn St., CHICAGO

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THE New York Times, in a dispatch from Coblenz, says that British and French commercial interests have an enormous start on those of America in the race for German business. British and French military authorities for the last three months have permitted the passing into Germany of business men of their nations, while American military authorities have not permitted this travel into Germany.

Personal.

J. D. Eisele, president Henry A. Dreer, Inc., Philadelphia, Pa., and wife, are making a trip to the Pacific coast.

Thanks.

Mrs. Arnold Ringier, Chicago, desires us to convey her heartfelt thanks to the many kind friends, for the beautiful floral offerings and other courtesies on the occasion of her late husband's funeral, all of which were gratefully appreciated.

Ladies Society of American Florists.

THEATER CLUB AT DETROIT.

A theater club is being formed for the pleasure of the ladies attending the convention at Detroit, Mich., August 19-21. Any lady is eligible, and invited to join upon payment of the dues, 50 cents.

Mrs. C. H. Maynard, who has the arrangements in charge, can be seen at the convention hall, Arcadia auditorium, Detroit, August 19. The date of the entertainment will be announced later.

Fertilizer Prices.

As a result of the United States department of agriculture's communications with fertilizer manufacturers, farmers should obtain their mixed fertilizers for the fall season of 1919 at an average price of about 30 per cent lower than the prices which prevailed for the spring season of 1919. This statement applies to the territory north of Arkansas, Tennessee, Virginia and West Virginia, but including the Ohio river counties of West Virginia. Fertilizer prices for the southern states have not yet been put out.

American Dahlia Society.

The list of premiums to be awarded at the exribition of the American Dahlia Society in conjunction with the American Institute of the City of New York has been issued, and copies may be had upon application to W. A. Eagleson, secretary board of managers, 324 West 23rd street, New York.

In the dahlia section for commercial growers only, prizes are offered in 12 classes, while 33 classes will be open to all. Premiums are offered for the best 25 and best 10 varieties of named gladioli and for miscellaneous cut flowers, including roses and carnations. A fruit and vegetable display will also be a feature of the exhibition.

Canadian Horticultural Association.

TORONTO CONVENTION, AUGUST 12-15.

The twenty-second annual convention of the Canadian Horticultural Association, brief mention of which appeared in previous issues, will be held in the Prince George hotel, York and King streets, Toronto, Ont., August 12-15. The gardeners' and florists' clubs of that city have been busy for some time preparing a welcome for all who attend that will make the occasion one long to be remembered, the entertainment features including a picnic and field day at Long Branch, an automobile tour of the city and vicinity, visits to the estates of Sir J. C. Eaton and Sir Henry Pellett, the association banquet, and a boat trip across the lake to Queen Victoria park, Niagara Falls.

At no previous meeting of the organization, has there been offered a programme embracing more interesting and timely topics. One entire session will be given over to the retailers, a feature of which will be the report on the questionnaire sent out some time ago regarding proposed organization. Among the papers and discussions announced for the several sessions are the following: "Private Gardening," by Geo. Thompson, Toronto, and W. C. Hall, Montreal; "Modern Greenhouse Construction," by W. O. R. Cobb, New York; "Landscape Gardening and Hardy Shrubs," by W. F. Harries, Buffalo, N. Y.; "Bulbs and Their Future," by Herman Simmers, Toronto; "Report on Plant Registration," by H. J. Moore, Niagara Falls.

The present officers of the association are: George Douglas, Toronto, president; E. B. Hamilton, London, Ont., first vice-president; James McKee, Ottawa, Ont., second vice-president; Herbert J. Eddy, 4425 Sherbrooke street, Westmount, Que., secretary-treasurer.

Coming Meetings.

Society of American Florists, Detroit, Mich., August 19-21. John Young, secretary, Hotel Statler, Detroit.

American Gladiolus Society, Detroit, Mich., August 19-21. Professor A. C. Beal, secretary, 212 Kelvin place, Ithaca, N. Y.

Canadian Horticultural Association, Toronto, Ont., August 12-15. H. J. Eddy, secretary, 4425 Sherbrooke St., Westmount, Que.

International Apple Growers' Association, Milwaukee, Wis., August 12-15.

National Association of Gardeners, Cleveland, O., August 26-28. Martin C. Ebel, secretary, Madison, N. J.

American Association of Park Superintendents, Hartford and New Haven, Conn., August 26-29. Jacob F. Foster, president, Chicago.

Vegetable Growers' Association of America, Detroit, Mich., September 9-12. S. W. Severance, secretary, Louisville, Ky.

American Dahlia Society, New York, September 23-25. John H. Pepper, secretary, Hempstead, N. Y.

American Association of Cemetery Superintendents, Cincinnati, O. W. B. Jones, sec'y, Highwood, Pittsburgh, Pa. Pa.

Chicago to Detroit.

The Wabash railroad has been chosen for the trip of the Chicago Florists' Club and friends to the annual convention of the Society of American Florists at Detroit, Mich., August 19-21. Special Pullman sleepers for the exclusive use of the party will be in Wabash train 12 leaving Dearborn station, Dearborn and Polk streets, Monday, August 18, at 11:25 p. m., due Detroit the following morning at 7:50 o'clock.

The fare one way, tax included, is $8.82. Pullman fares are: Lower berth, $2.16; upper berth, $1.73; seat, $1.08.

Other trains for those unable to accompany the party are as follows:

VIA WABASH RAILROAD.

Leave Chicago	Due Detroit
1:05 p.m.	10:25 p.m.

VIA MICHIGAN CENTRAL RAILROAD.

Leave Chicago	Due Detroit
*9:05 a.m.	3:35 p.m.
10:30 a.m.	5:55 p.m.
*3:00 p.m.	10:35 p.m.
*8:00 p.m.	2:03 a.m.
12:05 a.m.	8:00 a.m.

*—Extra fare train; rate one way, $9.09.

For further information relative to special Pullmans, tickets, etc., communicate with H. L. Purdy, Division Passenger Agent, Wabash railroad, Room 300 Royal Insurance building, 160 West Jackson boulevard, Chicago. Telephone Wabash 1920.

Delegations from the north, south and west are invited to join the party at Chicago.

Wants, For Sale, Etc.

Small Type, 12 Cents Per Line, Each Insertion. Display, $1.50 Per Single Column Inch, Each Insertion. These prices are net, cash with order. For Plant Advs., See Ready Reference Section.

Where answers are to be mailed from this office enclose 10 cents extra to cover postage, etc.

Situation Wanted—Experienced saleslady and designer. Chicago preferred. Address:
Key 407, care American Florist.

Help Wanted—Good all around florist. Carnation, chrysanthemum and general pot stock grower. Able to do funeral work and capable of taking charge. Good references. Salary $125 and room. Located West. Address
Key 403, Care American Florist.

For Sale—Established retail store in Chicago. South side. Bargain. For further particulars address:
Key 408, care American Florist.

For Sale.—A retail establishment of 8,000 feet of glass; with store. Everything in first class condition. Address
Key 405, care American Florist.

For Sale—Two greenhouses, two acres of land with 80 bearing fruit trees and eight-room residence. $6,000; will pay for itself in three years. Retiring.
Wm. Kage, Petoskey, Mich.

For Sale—Small florist shop in Chicago; on busy north shore street; with a good lease; doing excellent business; in thickly populated district; established eight years. Lady can handle; right price.
Key 395, care American Florist.

For Sale — A small modern greenhouse and residence adjoining. Trade established and growing; no competition. A splendid opening for a young married man with small capital. Age and health reason for selling. Write me soon if you mean business.
John H. Durham, Mound City, Mo.

Situation Wanted.

Position by high class florist; manager or other responsible retail store work. Life experience; age 42; married. State salary and full particulars.
Key 406, care American Florist.

Help Wanted.

Competent man to handle two houses of about 6,000 sq. ft. total. General greenhouse business, principally in bedding and vegetable plants; some cut flowers.
OSCAR H. WILL & CO., Bismarck, N. D.

Section Men

Four experienced growers to take charge of section in roses and carnations. Good pay to the right men.
POEHLMANN BROS. CO.
MORTON GROVE, ILL.

Foreman Wanted

Working foreman. Must be first-class rose grower. Also capable of growing carnations, chrysanthemums and general stock. Steady position and good salary to the right man who can furnish the proper references. Address
Key 391, care American Florist.

FOR SALE

Galvanized iron gutters,
50 cts. per foot.

Peter Reinberg
30 East Randolph St., Chicago

NOTICE
—OF—
STOCKHOLDERS MEETING

CHICAGO, July 19, 1919.

Stockholders of the American Florist Company

You are hereby notified that the annual meeting of the stockholders of the American Florist Company will be held in the Statler Hotel, Detroit, Mich., Wednesday, August 20, 1919, at 3 o'clock p. m., for the purpose of electing directors and officers for the ensuing term and for the transaction of such other business as may come before the meeting.

J. C. VAUGHAN, Pres.
M. BARKER, Sec'y.

Selected Boiler Tubes

Thoroughly cleaned inside and outside and trimmed.
All sizes. First-class condition.

Complete stock in New and Second-hand Pipe, Fittings, Valves, Boilers, Etc.

LEVINE & CO., 3738-46 South Halsted Street, Phone Boulevard 9354. **Chicago**

NURSERYMEN
FLORISTS AND SEEDSMEN

Headquarters for first-class help, furnished free of charge to employers. Tractor hands, teamsters, general men for farms, single and married, all nationalities.

Phone Main 5074

DIAMOND AGENCY

557 W. MADISON STREET, CHICAGO, ILL.

New Business

There are many new men in the trade and they want to know now where to

LOOK FOR STOCKS

The best way to tell them is by regular advertising in these columns.

The new conditions of business demand special effort on the part of those who have goods to sell.

AMERICAN FLORIST CO.
440 South Dearborn Street
CHICAGO

Florists' Baskets, Ribbons and Supplies

Our exhibit at the Convention will give you a faint idea of our up-to-date line in Ribbons, Baskets, etc., and we will be pleased to have you look us over. Most of the samples shown are our own exclusive designs, evolved from many years experience in the Florist Business.

We know what the trade requires, and keep right up to the minute, besides even looking a little ahead into the future all the time.

S. S. Pennock Company

The Wholesale Florists of Philadelphia

NEW YORK	PHILADELPHIA	BALTIMORE	WASHINGTON
117 W. 28th St.	1608-1620 Ludlow St	Franklin and St. Paul Sts.	1216 H St.

Exclusive Florists' Ribbons and Supplies.

CATTLEYA-ORCHIDS

815 TRIANAE	215 GIGAS	320 MOSSIAE
450 SPECIOSISSIMA	275 PERCIVALIANA	120 HARRISONIAE
417 GASKELLIANA	315 LABIATA	516 SCHROEDERAE
40 VANDA CAERULEA	50 DENDROBIUMS	546 SPECIMENS

Prices per plant, all varieties, each $1.50, $2.50, $3.50, $5.00 and $7.50.

Positively cash with order, to close estate.

GEORGE V. ALLEN, POST OFFICE BOX 51 **Edgewood, Rhode Island**

VAUGHAN'S SEED STORE

CHICAGO **NEW YORK**

Edw. H. Goldenstein	Thos. D. Long	Geo. H. Mohn	Otis Bullock	W. J. Guille	W. S. Puffer	Edw. Boylan

Most of our travelers named above will be attendants at Detroit. We and they will be pleased to have you inquire at Exhibition Hall, Space D-51.

Nashville, Tenn.

ACTIVITY PRINCIPALLY IN FUNERAL WORK.

Business has been quiet during the past few weeks, although there is some activity at all times, largely in the funeral line. The supply is about equal to requirements. Having discovered the process of growing fine roses and carnations, it now remains for the growers to counteract the effects of "Old Sol," in the July, August and September days. The terrific rays of the summer sun make it almost impossible to produce flowers outdoors in this climate. Asters that do well further north rarely ever attain the same size here. They are coming in now from local growers and help out in funeral work. Gladioli do very well but is better when greenhouse grown. A great deal of shading, however, is necessary to bring good results. Some very good Columbia and Killarney roses are being received, though rather small and short stemmed. Carnatoins are off of the market entirely.

NOTES.

Geny Bros. are giving their employes their summer outing. Miss Christine Geny, daughter of Leon Geny, is spending a month with relatives in Louisville. Among those who are absent from the establishment or recently returned from vacations are Miss Katherine Anderson, Mrs. Willie Sawyer, Miss Lena May Baker and M. S. Haynes.

The McIntyre Floral Co. has had a good run on funeral work. Some very good asters are seen here. They are having better success with this crop than most of the local growers.

Thomas Joy, of the Joy Floral Co., has been enjoying a short rest at Red Boiling Springs. His firm is cutting some good roses and plenty of gladioli. The store force is busy.

M. C. D.

The Detroit

CONVENTION NUMBER

—OF—

The American Florist

—WILL GO TO PRESS—

NEXT WEEK

Many orders for Seeds, Bulbs, Plants and Supplies needed for fall work and business will be placed during the next 60 days, and Growers, Manufacturers and Dealers can secure a large share of this business by liberal advertising in our

35th Annual Convention Number

NO CHANGE IN PRICES
Single Column Inch, $1.50
Page of 30 inches, $45.00

AMERICAN FLORIST COMPANY
440 S. Dearborn St. :: :: CHICAGO

For 35 years the representative paper of the Florists, Seedsmen and Nurserymen of the United States and Canada.

Please send your copy for this issue as early as possible.

Best Summer Roses

Russell and Columbia are in Heavy Crop with us.

BUY DIRECT FROM THE GROWER.

Ophelia, White Killarney, Sunburst, Hoosier Beauties

New Ferns

From Massachusetts. Best in the Market, $2.00 per 1000.

RUSSELL and COLUMBIA
50c to $2.00 per dozen, according to length of stems.

ROSES—OUR SELECTION.
In lots of 200 or more.....$3.00 to $4.00 per 100

Ophelia, White Killarney and Sunburst

Long	$8.00 per 100
Medium	$5.00 to 6.00 per 100
Short	4.00 per 100

Other Flowers at market prices.

Asparagus, according to length of stem.....per 100, $2.50 to $3.00.
Bronze Galax, according to quality.....per 1000, 2.00.

In buying direct from the grower you are assured of fresh stock at all times and the most even run of quality possible.
NOTICE—We close at 5 o'clock week days and all day Sunday. Week Days 8 A. M. until 5 P. M.

BASSETT & WASHBURN

LONG DISTANCE PHONE:
CENTRAL 1457.
Greenhouses: Hinsdale, Ill., and Greggs Station, Ill.

OFFICE AND STORE
178 N. Wabash Ave., CHICAGO, ILL.

Chicago.

EVERYONE IS TALKING CONVENTION.

Business was good Saturday, August 2, especially in regard to the local demand, which was due principally to the settlement of the street car strike. The local demand the opening of the week was rather quiet, but the shipping trade is holding up remarkably well, and while there is plenty of stock in the wholesale market to go around, there is no great surplus to speak of. Asters are more plentiful, and are arriving in much better condition than during the past few weeks. Gladioli are seen in large supply since the Michigan stock began to arrive, and are to be had in quantity. Prices on this item are not as stiff as they were, which also holds true of asters. A few carnations are seen at some of the stores, and once in awhile one runs across some fairly good summer stock in this line. Orchids are on the short side, and so is lily of the valley. American Beauty roses are good property and clean up nicely right along at very satisfactory summer prices. Roses are good property and are in good demand, especially Columbia, Mrs. Chas. Russell and Ophelia. Roses in general are moving as briskly as can be expected, and while they appear to be in large supply at times, they have been cleaning up almost completely the past month. Daisies, lilies, calendulas, snapdragons and other miscellaneous seasonable stock is to be had, but is not moving as fast as in the past, owing to the heavier supply of asters and gladioli. The Detroit convention is occupying the attention of many in the trade, and from present indications, there will be a large delegation from this city.

NOTES.

Allie Zech, of Zech & Mann; Paul Klingsporn, of the Chicago Flower Growers' Association; A. F. Amling, of the A. F. Amling Co., Maywood; Fred Stielow, of Stielow Bros. Co., Niles Centre, and Frank Schramm, of Crystal Lake, are all priming up their autos, preparatory to taking a spin to the Detroit convention.

Walter Adams and wife returned home last week from a pleasant month's vacation in the west, which included a visit to Yellowstone Park and an extended stay at Los Angeles, Calif. He was called to Peoria by the serious illness of his father upon his return home.

Fred Ottenbacher, of the Zech & Mann force, is back on the job after enjoying a well-earned vacation. Miss Nelda Wolf, who has charge of the books at this establishment, will leave on her vacation next week.

Robert Newcomb, representing Poehlmann Bros. Co., and A. Henderson & Co., of this city, and the Burlington Willow-Ware Shops, Burlington, Ia., is back from an extended western business trip.

L. R. Bohannon and wife will leave about August 16 on a visit to Yellowstone Park and California. Mrs. Stuart, of the Bohannon Floral Co., is spending her vacation in New York.

John Degnan, with A. Henderson & Co., is on a two weeks' vacation, part of which will be spent with a brother at Kenosha, Wis., and the balance in Michigan.

A. Hare, of the Holton & Hunkel Co., and H. Welke, of E. Welke Co., Milwaukee, Wis., were welcome visitors in the wholesale market this week.

E. C. Pruner is home from a trip through the southwest. Fred Longren is in, and so is Allan Humason.

The American Greenhouse Manufacturing Co. has increased its capital stock from $125,000 to $200,000.

Vaughan's Seed Store is showing first French Paper White narcissus bulbs in the retail show window.

Herbert Stone, of the A. Lange force, is away on his vacation.

A. T. PYFER & CO.

WHOLESALE FLORISTS

164 North Wabash Avenue, CHICAGO

Mention the American Florist when writing

Pruner Wholesale Florists
Dealers in Supplies Chicago Ill.
30 East Randolph Street.

Leucothoe. Galax.

Mr. Florist: Do you need **New Green Galax Leaves** and **Leucothoe Sprays?** We can furnish them, guaranteed 88% perfect. Write for prices.

Member Blue Ridge Decorative Evergreen Association.

THE BANNER EVERGREEN CO., Marion, N. C.

Mention the American Florist when writing

A Letter to the Trade

A Chicago wholesale house, in last week's issue of one of the trade papers, had the audacity to insert a misleading "ad," to the effect that other Chicago wholesalers were buying their left-over stock or such stock as they were glad to get rid of, leading the trade to believe that these other Chicago wholesalers were filling their orders with such class of stock. So, in **fairness** to these other **wholesalers** and in **justice** to **ourselves,** we therefore take exception to an "ad" of this nature and desire to announce that in no case **have we** or **do we** ship out stock of such a nature. Besides, it is ridiculous to think that **any reputable wholesaler would want to send out stock** that would not give his customers **the best of satisfaction.** As to ourselves, we can only add that time and again have our contentions been upheld by **repeat orders,** coupled with the fact that **our shipping trade has shown a marked increase over other seasons.**

Yours truly, **J. A. BUDLONG CO. (Not Inc.)**

By Philip C. Schupp, Jr.

A Word to the Wise

Try Our Stock and Satisfy Yourself on This Score

WE HAVE AS FINE A LOT OF

Summer Roses of Every Variety

as is coming to this market. We carry a **Complete Line of Roses.** We are exceptionally strong on **Double White Killarney,** the only White Killarney that stays "white" during the hot summer months. **Once used, you will want no other**

Gladioli **of Quality Stock,** all colors, at reasonable prices.

Asters Heavy supply of **White, Pink, Purple** and **Lavender** of the **large, showy kind;** also plenty of the commoner sorts.

Choice Stock of Daisies, Calendulas, Candytuft, Feverfew, Snapdragons, Cornflowers, Gypsophila and all other Seasonable Stock.

DON'T FORGET US ON GREENS, AS WE HAVE

Asparagus, Sprengeri, Ferns, Adiantum, Galax.

If you want good stock and good treatment, buy of Chicago's most up-to-date and best-located Wholesale Cut Flower House.

J. A. Budlong Co.

Quality Speaks Louder Than Prices.

Wholesale Cut Flowers and Greens

184-186 North Wabash Ave., Corner Lake St., **CHICAGO**

Roses, Valley and Carnations

Our Specialty

Prices As Low As Others.

SHIPPING ORDERS GIVEN CAREFUL ATTENTION.

WE ARE CLOSED ALL DAY SUNDAY.

We are in daily touch with market conditions, and when a decline takes place you can rely upon orders sent us receiving such benefits.

Your customers will be pleased with our stock grown especially for summer use. Everything in Cut Flowers and Greens.

JOSEPH FOERSTER CO.

WHOLESALE FLORISTS

160 N. Wabash Avenue, CHICAGO, ILL.

WIETOR BROS.

WHOLESALE FLORISTS

30 East Randolph St., L. D. Phone Randolph 2081 CHICAGO

Roy White, of the Wonder Plant Irrigator Co., 2544 North Clark street, reports a strong demand for its new No-drip hanging basket, which will meet with the unanimous approval of every dealer in the trade. Mr. White returned recently from a most successful business trip through the west.

A. L. Vaughan & Co. are having a brisk call for gladoli and asters, which they are handling in quantity. Gypsophila sold exceptionally well this season and only a few bunches are left on hand.

Poehlmann Bros. Co. is cutting from a good summer crop of roses, particularly Columbia, which is in strong demand. This firm has its new Kroeschell ice-machine in operation.

Vaughan's Seed Store is showing a fine assortment of gladioli at the retail store, 31 West Randolph street, cut spikes from the firm's Michigan and Homewood plantations.

George Stiles and wife, of Oklahoma City, Okla., are spending their vacation at Benton Harbor, Mich. They made the trip by auto and will motor to the Detroit convention.

The North Shore shows have been an absolute failure this season. The weather has been too hot and the people interested in such shows have been away.

Al. Barber and wife, of Cleveland, O., and John Michelsen, of the E. C. Amling Co., and wife, are back from a pleasant visit to the Wisconsin Dells.

Miss Edna Frauenfelder is back on the job after camping in the Colorado Rockies and spending a week at their summer home in Michigan.

Mrs. Theo. Callos, Mrs. Andrew Chronis and Mrs. Lawton have returned from a pleasant visit with the folks in northern Wisconsin.

Martin Nielson, who was overseas with the 106th engineers of the thirty-first division, is back on the job at A. Lange's store.

C. L. Washburn, of Bassett & Washburn, and wife, will attend the Detroit convention.

CUT TUBEROSES

FOR IMMEDIATE SHIPMENT

Write, wire or phone.

IMPERIAL GARDENS, Sugar Land, Texas

Wietor Bros. are having a strong call for field-grown carnation plants, which are exceedingly scarce in this vicinity this season.

W. N. Rudd and wife left August 4 for an extended auto tour in Colorado, stopping off at Galesburg and Kansas City, Mo.

John Michelsen and family will leave this week on an auto trip to North Dakota, where they will visit relatives.

Harry Breitmeyer, of John Breitmeyer's Sons, Detroit, Mich., spent August 2 here, boosting the convention.

Dave Arends, with Kennicott Bros. Co., and John Bruckner, are back from a pleasant vacation at Antioch.

Miss Cassaretto, with O. J. Friedman, will leave this week to enjoy a well-earned vacation in Wisconsin.

Andrew McAdams, operated upon at St. Luke's hospital the past week, is reported doing well.

Dan Simonds, of the Ogden Floral Co., has been troubled of late with inflammatory rheumatism.

Joseph J. Budlong has returned from a six-week camping trip in northern Wisconsin.

Peter Miller, with George Wienhoeber, is enjoying a two weeks' vacation.

Percy Jones

INC.

Wholesale Florists

30 E. Randolph St., CHICAGO, ILL.

BASKETS

Write for Catalog Now.

RAEDLEIN BASKET CO.

713 Milwaukee Ave., CHICAGO, ILL.

Frank Oechslin and wife are expected home from Colorado this week.

Visitors: Miss Murphy, of the Wm. Murphy Co., Cincinnati, O.; Paul M. Palez, Little Rock, Ark.; George Hussman, of the Ove Gnatt Co., La Porte, Ind.; Mrs. Carl D. Hinegard, Jackson, Tenn.

PETER REINBERG

Wholesale Florist

30 East Randolph St., LONG DISTANCE PHONES CENTRAL 601 and 2846 **CHICAGO**

Russell and Ophelia

As good as you can obtain for use during the hot weather months.

Remember, when ordering, that we have the best stock obtainable in the Chicago market at the prices quoted.

Buy Direct From the Grower. **CURRENT PRICE LIST** **Subject to Change Without Notice.**

	Per 100
MRS. CHAS. RUSSELL	
Select	$15.00
Medium	$10.00 to 12.00
Shorts	5.00 to 6.00
RICHMOND	
Select	$10.00
Medium	6.00
Shorts	$ 3.00 to 4.00
Killarney, White Killarney, Killarney Brilliant, Sunburst, My Maryland, Ophelia, Champ Weiland — Select	$10.00
Medium	6.00
Short	$ 3.00 to 4.00
MILADY	
Select	$10.00
Medium	6.00
Shorts	4.00
ROSES, OUR SELECTION	4.00
Valley	8.00
Adiantum	1.50 to 2.00
Asparagus, per bunch	50c to 75c
Ferns, per 1,000	$4.00
Boxwood	per bunch, 35c
Galax, bronze and green	per 1,000, $2.00
Leucothoe Sprays	1.25

They Stand the Test

"SUPERIOR QUALITY FLOWERS" stand the test particularly well during the hot summer months.

You will be interested in our display of the latest Floral Novelties and Supplies at the Trade Exhibition at Detroit.

Price List sent on request.

Poehlmann Brothers Company
66-74 East Randolph Street
Chicago, U. S. A.

The Largest Growers of Flowers in the World.

YOU CAN ALWAYS RELY UPON US FOR YOUR SUPPLY OF

CUT FLOWERS

Remember when ordering that our line is so complete that it includes every item offered in the Great Chicago Market.

ZECH & MANN

30 E. Randolph St.

CHICAGO

Long Distance Phones { Central 3283 / Central 3284

Our Offerings Include:

ROSES.

COLUMBIA

RUSSELL

White Killarney

Pink Killarney

Milady Sunburst

Killarney Brilliant

Ward Ophelia

MINIATURE ROSES

Cecile Brunner

CARNATIONS

MISCELLANEOUS

ASTERS

Valley Cattleyas

Calendulas

GLADIOLI

GREENS.

Plumosus Sprengeri

Galax, bronze. Galax, green

Ferns

Adiantum Smilax

Mexican Ivy

Boxwood Leucothoe

San Francisco.

BRISK DEMAND FOR FUNERAL WORK.

This has been a fairly active week for the trade. There was quite a lot of funeral work. Even at the present writing, it is brisk. The supply of roses is getting to be of much better quality. The absence of extreme heat is giving the stock much better keeping qualities, as well as improving the color and length of stems. The second crop of Ulrich Brunners is at its height, and a large supply is coming in. Varying prices are received, according to the length of stems. Some very good Hadley and Ophelia are also being sent in, and as is always the case with good stock, it finds ready buyers. Quite a few white roses are noticeable, principally Kaiserin. The limited supply of Russell is as yet rather short. There is no change in the carnation market. Asters are coming in freely, and it must be said that the quality offered is extra good for so early in the season. Prices are quite satisfactory. Pink, white and lavender are the three best sellers. Most of this stock is sent in by the Chinese growers. Chrysanthemums are coming in slowly, with prices very good for Early Frost. Golden Glow is rather poor in quality, and does not keep as well as the first named variety. Other than these two, we have no other varieties as yet. There is a great variety of dahlias being offered this season. Great care must have been taken by the growers to produce such excellent results, for it would be difficult to improve on much of the offerings. However, it cannot be said that they are proving very remunerative to the grower. The greater part of the sweet peas coming into this market are splendid for this date. They are eagerly bought up at good figures. The gladiolus crop is beginning to shorten up, and from now on, we may expect to see the cut gradually decline. They have had a long season, and with few exceptions, have been good property throughout. Santa Cruz is still the chief source of supply. There are quite a number of snapdragons to be had, but it is all outdoor stock and of poor quality. When first grade stock is received, it is quickly absorbed by the stores. Buddleia magnifica is very popular and sells at good prices. Cattleyas are practically out of the market, the few that arrive every morning only lasting a short time before being disposed of. Gardenias are in about the same fix as orchids. There is a great assortment of outdoor flowers to choose from. Ferns are plentiful.

NOTES.

There is a good deal of discussion going on among the florists here of late, as to the advisability of Sunday closing. From talks with many of them, it develops that the majority are in favor of such action, but it seems to be a difficult matter to get all to agree. In the center of the great retail district, the flower stores close at 1 o'clock on Sunday, while in other parts of the city, they remain open all day. It is expected that some definite arrangement will be arrived at shortly, whereby all the stores will close voluntarily all day Sunday.

Foreclosure proceedings have been instituted against the Cottage Gardens Nurseries of Eureka by a bank in that city which holds a promissory note of $45,000 signed by the firm. Chas. W. Ward, president of the company, says that the embarrassment of his firm is only temporary and is expecting that a settlement with the bank will be made in a few days. The trade here hopes that Mr. Ward will extricate himself from his financial difficulties as he is held in the highest esteem by the trade of this city.

The annual dahlia show of the California Dahlia Society, which is to open next month, will have the largest list of entries in the history of the society. Many of our leading dahlia specialists will have their choicest novelties on view for the first time. Frank Pelicano has several new ones, of which he expects great things. The Bessie Boston Dahlia Farms and F. C. Burns, of San Rafael, are also going to enter their new seedlings.

The chrysanthemum growers report ideal growing conditions prevailing for all stock. Nearly all the early varieties have set their buds, and in some favored locations, cutting is commencing. The acreage planted is quite large, but it is not expected that there will be any difficulty of disposing of the cut this year, as already many prominent shippers have been arranging to take the entire cut of the large growers.

Eric James, of Elmhurst, has his cyclamen houses in great shape for this coming season's trade. He grows many thousands of these popular pot plants every year, and never seems to have enough to supply his customers they are looking especially fine and promise much for the holiday trade. He says plant demand, especially in decorative stock, is brisk, and is shipping steadily to this and other markets.

The Art Floral Company has a large force of mechanics at work in its Powell street store re-arranging the whole interior. When completed, it will give them every convenience necessary to an up-to-the-minute flower store. They have been making beautiful displays of water lilies this week that attracted much attention. Everyone seems to be always busy at this establishment.

At Joseph's, on Grant avenue, they have been quite busy with steamer sailings the past week. This firm specializes on this sort of work, and have gained a very prominent place in this particular line. The display windows of this firm are always attractive, as they contain both fruits and flowers arranged in baskets in many charming ways.

The land show, which is to open here, October 4, and continue until the 19th, has issued a schedule of prizes for floriculture and horticulture. Val-

A. L. VAUGHAN & Co.
NOT INC.
PHONES:
CENTRAL 2571 - AUTOMATIC 48-734 - CENTRAL 2572
161 North Wabash Ave. Chicago

Asters and Gladioli

Extra large supply of fine stock in both items.
This stock is unsurpassed for quality in this market.

Beauties--Roses--Lilies--Gypsophila
Orchids--Daisies--Calendulas--Etc.

We also have a Complete Line of Greens

nable gold, silver and bronze medals will be awarded the successful exhibitors. Many of our leading nurseries annually exhibit at this show, and it is hoped that they will do so again this year.

The Nelligan Sisters are making improvements in their new store, formerly the Shibley Floral Co. The whole interior is being rearranged and decorated and many other pretty details are being carried out. They are much encouraged over the way business has been keeping up.

T. Murayania, employed at the Ruehl-Wheeler Nursery, on the Monterey road, was run down by an automobile last Sunday and terribly injured. His back was broken and he also suffered internal injuries. It is said he will not recover.

J. A. Axell has returned from a business trip to Los Angeles. His new wholesale house on Bush street will be ready and every convenience installed before the opening of the shipping season.

JAS. T. LYNCH.

St. Louis.

FAIR MARKET WITH SHORTENED SUPPLY.

The market has been in fair shape the past fortnight. Stock of all kinds shortened considerably. This has been due to the extremely hot weather and not to a demand for flowers. The supply has been low. Business has been almost at a standstill, with little prospect of opening up until the early fall. Gladioli have passed the glut stage and the supply is now just about equal to requirements. The quality is not near as good as a week ago. The best seen is Schwaben. Roses are only fair, but for summer, are commanding very good figures. The few asters seen on the market are only fair in quality, but are bringing stiff prices. Outdoor stock is much poorer this year than last, and not near as much is seen. The market is anxiously awaiting the return of carnations, of which the first new cut should be in within a few weeks.

NOTES.

The next florist club meeting will be held at Wm. C. Smith's greenhouse plant at Woodlawn and Seekamp avenue, St. Louis county. The new officers for the ensuing year will be elected at this meeting, and Billy Smith promises to show every body what a good time is. Keep your eyes on Bill.

Harry Schlechter, formerly with G. H. Angermueller, and recently returned from the army, is now with Wm. C. Smith Wholesale Floral Co. Harry is a live one, and will be a great asset to the Smith forces. Everybody in the trade knows him, and best of all, likes him.

Al Gumz is cutting quite a swath in his new "Victory Six" Moon car. It is a classy machine, and he has been taking short tours of a day or two at a time. He intends spending his vacation in this manner, getting all the pleasure he can out of the car.

Chairman Pilcher, of the transportation committee for the Detroit convention, reports that quite a few from this city are going. He expects to fill a car from here. Many of the florists intend taking their wives.

Geo. H. Angermueller has been away from his store for some time on account of sickness. He is getting along nicely and hopes to be back in harness soon. In the meantime, Fred Alves is on the job.

J. J. Windler is leaving on his vacation this week out on the Merameo river, where he has a cottage. He expects to be back home in a few weeks, unless fishing is extra good.

J. J. W.

What Every Grower Will Do

A grower who is fair and impartial and not restricted in his judgment in choosing a Wholesale Cut Flower Commission House, will endorse our NEW SERVICE.

No supervision, no regulations, no protection, was adequately provided to a grower in the old practice of Commission Wholesaling.

Our REPORT OF SALES answers all questions.

It tells and explains fully what every grower ought to know about the marketing of his products.

If for no other reason, our SALES REPORT alone is sufficient to encourage consignments to us.

YOUR
FOUNDED BY FLINT KENNICOTT
1st
PROTECTION

KENNICOTT BROS. CO.
CHICAGO
"Under Grower's Supervision"
and
"TRUE TO NAME"

WE'LL BE RIGHT THERE!

The Big Detroit Convention

Yes, sir, we'll "be there" with a complete display of the latest novelties to be had, and also a full line of the more staple articles in Florists' Fall and Holiday Goods, including new made-up Wreaths, Baskets, Ribbons, Chiffons, and several other items of interest. We will be represented by the following, who will be very glad to extend you a hearty welcome and make your acquaintance:

E. J. McCALLUM, ROSS E. ADGATE, RALPH E. GAY,
GEO. C. McCALLUM, HENRY L. BLEND, EARL C. TIPTON.

Our headquarters will be at our exhibit at the Exhibition Hall, where you will find our representatives at all times. You will be most welcome to make your headquarters with us.

THE McCALLUM COMPANY, "The House That Service Built," PITTSBURGH, PA.

ERNE & COMPANY

—WHOLESALE FLORISTS—

30 E. Randolph Street, L. D. Phone, Randolph 6578. **CHICAGO, ILL.**

E. F. Winterson Co.

166 North Wabash Avenue, L. D. Phone Central 6004. **CHICAGO**

We carry the year round the best Wild Smilax, Fancy Ferns, Galax and Huckleberry. Try us on your regular orders.

Fort Wayne, Ind.

TRADE STRENGTHENS AT WEEK-END.

Business was quiet early last week, but there were two brisk days the latter part, with funeral work keeping the forces busy in the evening, and in some cases, all night, getting out early morning orders. Several moderate weddings created a demand for flowers, also, and there was a steady call for flowers throughout the week for the sick room. There is a great improvement noted in the quality of most out-door flowers since the recent heavy rains, particularly gladioli, which are the main prop of the florist at present. The first asters of the season appeared last week, but they are nothing to brag about as to size or quality. In many places, the crop was seriously injured by the last few weeks of dry weather. A limited number of carnations are coming into the market, but are hardly worth quoting. A fine lot of begonia plants are selling very well demonstrating how great the need is for mid-summer blooming plants.

NOTES.

Many in the trade are taking advantage of this hot weather, and the present lull in the florist business, to freshen up for next season's rush by a trip to lake resorts, etc. Mr. and Mrs. Ed Lanternier and daughters, Misses Eileen and Ruth, have just returned from a several weeks outing at Sylvan lake, Rome City, Ind. Mr. and Mrs. Clem Lanternier will be among the Fort Wayne florists to attend the S. A. F. convention, at Detroit this month. They will probably motor to the convention city. Roy Connett, assistant orchid grower to S. Hudson, at the W. J. & M. S. Vesey greenhouses, has returned from Chicago, where he spent last week among the growers of that city and vicinity. C. J. Houck, head of the packing force of that firm, has returned to his duties from a two weeks' vacation.

Mr. and Mrs. Aaron Shive, of the Flick Floral Co., are planning to attend the S. A. F. convention at Detroit. Both are life-members of the society. Summer weddings are dispelling midsummer dullness at the store. Funeral work is very heavy here, the force having to work many evenings last week in order to fill all orders. Miss Marguerite Flick of this firm, is enjoying a boat trip to Killarney, Ontario, and the Georgian Bay, accompanied by her aunt, Miss Helen F. Patten, of Toledo, O. H. K.

Columbus, O.

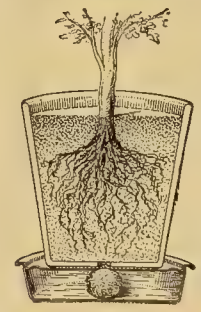
ASTERS HELP OUT SCANTY MARKET.

Asters of good quality are coming to the relief of what was a very limited market. In any large sense, stock had become confined to gladioli and roses. The former are abundant, and one prominent florist made them subject to a special Saturday sale last week to help keep them moving. Prices are from $1.25 a dozen up. The crop of roses is barely sufficient to supply demand in the case of florists who depend upon their own greenhouses. Carnations and sweet peas are practically out of the market. Trade is largely confined to funeral work, and on the whole, is dull.

NOTE.

W. W. Walker, who entered the navy the last year of the war, is among the last of the local floral trade to return to civilian life. He was attached to the "Agamemnon," in transport service and crossed the ocean seven times. Among other features of his experience was a gain in weight of 40 pounds. He has resumed his old position in the store of the Munk Floral Company. J.

Sell More Potted Plants



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Little Wonder Plant Irrigator

They keep your plants watered just right. Wholesale price, $20.00 per 100.

If your supply house does not carry them send us their name with your order.

Sample by mail, 35c

The Wonder Plant Irrigator Co.
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Wholesale Florists

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A. L. Randall Co.,

Wabash Ave. and Lake St., CHICAGO, ILL.

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Mention the American Florist when writing

George Reinberg

WHOLESALE FLORIST

Extra fancy Ophelia, Sunburst, Columbia, Russell, Milady, White Killarney and Killarney Brilliant Roses. All orders given prompt attention. Try us.

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Labels, Stickers, Seals, Tags. Printing for Florists.

THE JOHN HENRY CO.

LANSING, MICH.

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Wire Hanging Baskets

Price List, 1919. Plain Wire Hanging Baskets.

10-inch	$1.75	14-inch	$3.00
12-inch	2.25	16-inch	4.50

SHEET MOSS in bags, per bag, $2.00

Our Sheet Moss is the best value for the money in the market.

Michigan Cut Flower Exchange, 264-266 Randolph St., DETROIT, MICH.

Mention the American Florist when writing

Wholesale Flower Markets

Chicago.

CURRENT PRICE LIST.

		Dozen	
Roses,	Beauty	$ 1.50@	$ 5.00
		100	
"	Mrs. Chas. Russell	5.00@	20.00
"	Columbia	5.00@	15.00
"	Hoosier Beauty	4.00@	10.00
"	Killarney Brilliant	3.00@	10.00
"	Killarney	3.00@	10.00
"	White Killarney	3.00@	10.00
"	Richmond	3.00@	10.00
"	Prince de Bulgarie	3.00@	10.00
"	My Maryland	3.00@	10.00
"	Mrs. Geo. Shawyer	3.00@	10.00
"	Milady	3.00@	10.00
"	Sunburst	3.00@	10.00
"	Mrs. Aaron Ward	3.00@	10.00
"	Hadley	3.00@	10.00
"	Ophelia	3.00@	10.00
"	Double W. Killarney	3.00@	10.00
"	Mrs. Moorfield Storey	3.00@	10.00
"	Champ Weiland	3.00@	10.00
"	Stanley	3.00@	10.00
"	Francis Scott Key	3.00@	10.00
"	Bayard Thayer	3.00@	10.00
"	Cecile Brunner		3.00
"	George Elgar		3.00
"	Baby Doll		3.00
"	Nesbit		3.00
"	Our selection		4.00
Carnations		3.00@	4.00
Cattleyas, per doz.		10.00@	12.00
Daisies		1.50@	2.00
Gladioli		4.00@	6.00
Valley		12.00@	15.00
Calendulas		2.00@	4.00
Callas			15.00
New Ferns	per 1,000	3.00@	4.00
Galax	per 1,000	1.50@	2.00
Leucothoe		1.00@	1.25
Mexican Ivy	per 1,000	5.00@	6.00
Plumosus Strings	each	.60@	.75
Smilax	per doz.	2.50@	3.00
Sprengeri, Plumosus Sprays			3.00
Boxwood, 35c per lb., per case			9.00

ZECH & MANN

WHOLESALE FLORISTS

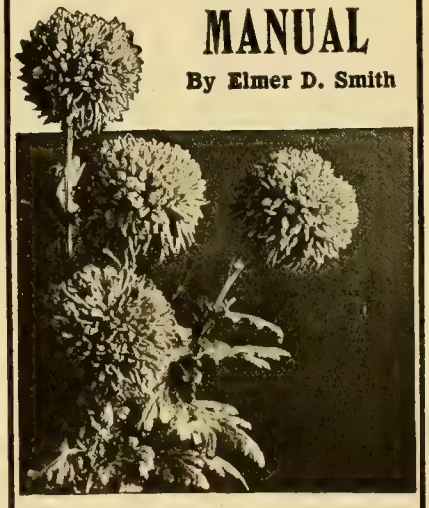
30 E. Randolph St., CHICAGO

Telephone Central 3284

Mention the American Florist when writing

THE CHRYSANTHEMUM MANUAL

By Elmer D. Smith



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Price 60 Cents. Cash with Order.

American Florist Co.

440 S. Dearborn St., Chicago

CHICAGO FLOWER GROWERS' ASSOCIATION

182 N. Wabash Avenue

L. D. Phone Randolph 631

The Foremost Wholesale House of CHICAGO

Mention the American Florist when writing

GLADIOLUS

They are in full crop. Our stock includes many novelties and all the standard varieties. Always a good supply of **America, Augusta, Francis King, Panama, etc. $5.00 and $6.00 per 100.**

If you will leave the selection to us we can offer you Gladiolus at very attractive prices. We ship Gladiolus mostly in bud, insuring arrival in good condition. You are obliged to carry some stock during the summer months, and you have less risk of loss in Gladiolus than any other flower you can buy.

THE LEO NIESSEN CO., 1201 Race St., Philadelphia, Pa.

Philadelphia.

GLADIOLI BIG FACTOR IN MARKET.

The past week has been one of very light demand; some say, the least of the season. The supply feature has been the vast quantities of gladioli that have been thrown on the market, 10 times as many as could be sold. One of the large dealers reported that much of this stock could not return enough to pay express charges. There were also large shipments of asters, much of which would also go to waste or be sold at junk prices. In both cases, the fault for the most part was on account of the poor quality of the offerings. It is thought that after this week, the supply would be nearer normal. Good roses have been scarce. While no really high grade blooms are seen at this time, there are some that are better than others, the best that are to be had, and of these, the supply is not near enough. Dahlias are much more plentiful than ever before at this season, but the stock is poor and like all low grade flowers on a slow market, they are difficult to move at any figure. Summer cosmos is in, and with its clean, bright flowers, is a good seller. Larkspurs, rudbeckias, gaillardias and hydrangeas are the best of the outside stock. Cattleyas are still on the short side, nothing worth having going for less than $1. An interesting feature of the market just now is that of prices; it is said that nothing in flowers is bringing any more than last year at this time, if as much, while in nearly all other lines of merchandise, even to perishable fruit, the market is very much higher, in some cases, prices being from 50 to 100 per cent more.

COMMISSION DEALERS' TAX.

The following is a copy of the paragraph of "An act to increase the revenues and for other purposes," termed the Revenue Act of 1916, approved September 8 of that year, which applies to all wholesale florists who sell on commission, and for that reason are called brokers. Under Title X, Special Taxes, the words, "produce or merchandise" are held to include flowers, and the wholesale trade in this city have all had to pay this tax; and in addition, a penalty of $6.25 because it was not paid before July 1. The first knowledge of their responsibility in the matter was when the collector made his appearance. Edward Reid declares that under the ruling, all clothing, or other salesmen who sell in stores or outside, who receive a commission on their sales, are liable to this tax. Why he and others were not notified of the existence of this tax until immediately after it was delinquent, when the penalty was tacked on, is what adds to Mr. Reid's wrath.

GLADIOLI AND ASTER SURPLUS.

One of the prominent commission men, in speaking of the surplus of gladioli and asters the past week, said he wished he could get growers to see the great advantage of only handling high grade stock. Many of them grow the old varieties of gladiolus that have long since ceased to have any value in the market, but the bulbs go in year after year, and now with all kinds of overhead, in labor, boxes, transportation rates, etc., 100 per cent higher, he can scarcely get his money back. They pay little or no attention to their asters—cut and bunch them as they come, many bunches containing poor flowers that condemn all the good ones. Let them select the good stock, discard the poor, no matter if there is only one-third as many, and these will likely make better returns than the whole lot, and cost less to handle.

NOTES.

Wm. Wilhelm returned from France last week. Both he and his brother, Edward, saw hard service abroad, but returned safe and sound, and are now directing their energies to building up the business which was conducted so successfully by their father and sister during their absence. Wilhelm's Logan

EDWARD REID

Roses, Carnations, Gladioli. All Seasonable Flowers.

This is the exclusive shop, only one block from Express Depots.

1619-1621 Ranstead Street, PHILADELPHIA, PA.

Wholesale Flower Markets

BUFFALO, Aug. 6. Per 100

Roses,	Beauty, Special	30.00@ 40.00
"	Fancy	20.00@ 30.00
"	Extra	10.00@ 20.00
"	1st	8.00@ 10.00
"	Killarney	3.00@ 10.00
"	My Maryland	3.00@ 10.00
"	Sunburst	3.00@ 10.00
"	Ward	3.00@ 10.00
"	Ophelia	3.00@ 10.00
"	Russell	6.00@ 10.00
"	Shawyer	3.00@ 10.00
"	Bon Silene	3.00@ 4.00
Cattleyas		75.00@ 85.00
Carnations		1.00@ 2.00
Sweet Peas		.50@ 1.50
Asparagus Sprengeri, .35@z.50		
Ferns	per	1.000 2.00
Calendulas		2.00@ 3.00
Smilax		25.00
Gladioli (indoor)		8.00@ 10.00
Asters (Indoor)		4.00@ 5.00

BOSTON, Aug. 6. Per 100

Roses,	Beauty	12.00@25.00
"	Killarney Queen	2.00@ 6.00
"	White and Pink Killarney	2.00@ 6.00
"	Double White Killarney	6.00@12.00
"	Killarney Brilliant	2.00@ 8.00
"	Hadley	6.00@12.00
"	Mock	2.00@ 4.00
"	Mrs. Chas. Russell	6.00@12.00
"	Taft	2.00@ 8.00
"	Milady	2.00@ 8.00
"	Ward and Hillingdon	2.00@ 8.00
"	My Maryland	2.00@ 8.00
Carnations		12.00@15.00
Easter Lilies		10.00@20.00
Valley		6.00@10.00
Gladioli		4.00@ 8.00

CINCINNATI, Aug. 6. Per 100

Roses,	Killarney	4.00@12.00
"	Frs. Chas. Russell	6.00@18.00
"	Ophelia	4.00@10.00
"	Richmond	4.00@10.00
"	Sunburst	4.00@10.00
"	Shawyer	4.00@10.00
"	Columbia	6.00@18.00
Lilium Giganteum		12.50@15.00
Cattleyas		1.00@ 3.00
Carnations		4.00@ 12.00
Callas		10.00@ 12.00
Calendulas		1.50@ 3.00
Easter Lilies		12.50@15.00
Sweet Peas		.50@ 2.00
Tulips		4.00@ 8.00
Daffodils		5.00@ 6.00
Iris Tingitana		12.00@15.00
Jonquils		4.00@ 6.00
Snapdragons		6.00@10.00
Gladioli		3.00@ 5.00
Asters		2.00@ 4.00

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Price List

On Cut Flowers

H. G. BERNING

1402-4 Pine St., St. Louis, Mo.

Mention the American Florist when writing

BERGER BROS.

Roses, Orchids, Sweet Peas, Carnations.

GLADIOLUS

1225 Race St. Philadelphia, Pa.

Pittsburgh Cut Flower Co.

WHOLESALE FLORISTS

116-118 Seventh Street,

PITTSBURGH, - PA.

Growers of Quality Flowers.

MASTICA

Used for glazing greenhouses. Put up in gallon cans.....$2.25

Rubber Putty Bulb (12-oz size)..... 1.25

Geo. H. Angermueller Co.

Wholesale Florists, 1324 Pine St., ST. LOUIS, MO.

Wholesale Florists' Supplies

THE HOUSE OF MERIT

Staple Baskets and Seasonable Novelties in Quantity.

Send for Our Catalogue.

JOS. G. NEIDINGER CO.

1309-1311 N. 2nd St., Phila., Pa.

C. C. POLLWORTH CO.
EVERYTHING in the line of Cut Flowers, Plants and Florists' Supplies.
MILWAUKEE, WIS.

HOLTON & HUNKEL CO.
462 Milwaukee St., Milwaukee, Wis.
Wholesalers and Growers of Choice Cut Flowers and Greens

H. Bayersdorfer & Co.
The Wholesale Supply House of America . . .
EVERYTHING THE BEST IN FLORISTS' SUPPLIES
1127 Arch St., Philadelphia, Pa.

GUST. RUSCH & CO.
Wholesale Florists
Jobbers in FLORISTS' SUPPLIES.
Phone Main 1245. P. O. Box 206
444-446 Milwaukee St., Milwaukee, Wis.

Flower Shop is up to the minute all the time.

Robert Craig, H. I. Faust, and his daughter, Dorothy, reached home safely August 2, from their auto trip through the New England states. They report having had a delightful time.

Jack Berger is going into fertilizers on the side. The stock that now comes to the Berger market will have a finish that will quickly put it into the higher grades.

G. A. Leins, the Girard avenue retailer, and some friends, have been touring New York and the New England states in his car for the past week.

George Craig put a new Ford chassis under the old body last week. The former one gave him four years of excellent service.

Gladioli, asters and roses, together with early dahlias, were features of the Philadelphia Wholesale Florists' Exchange.

The Jos. Heacock Co. is installing a large reserve ice box in the basement of its city store on Mole street.

J. Otto Thilow is spending a vacation of 10 days at Lake Placid.

K.

Pittsburgh.

DEMAND BETTER THAN USUAL.

Market conditions, if anything, are a trifle better than usual for this time of the year, and several large funerals have also been a factor. Stock is plentiful and of medium quality. With the exception of Russell and Columbia, roes do not amount to a great deal. American Beauties are small and not of much value. Asters are becoming more numerous, but the majority are poor and hard to move. Receipts of gladioli are heavy and the flowers are better than usual. A few garden flowers are received daily but they are hard to dispose of.

NOTES.

Ed. Weaser, manager of Randolph & McClements, is spending a month's vacation in the country. Miss Emma Maxwell is also taking a month's rest. Ollie Belt, buyer for the A. W. Smith Co., after a strenuous season, is spending his vacation at home getting acquainted with his family. Frank Jack, of the same firm, is resting at the W. J. Smith farm at Canfield, O. C. C. Phillips, of the McCallum Co., and wife are motoring through eastern Ohio and West Virginia.

Mrs. E. A. Williams had the family order for the funeral of Mrs. Henry Oliver of Sewickley Heights. The arrangement was made by Harvey Sheaff, store manager, Ophelia roses and orchids being used in profusion.

Everyone is very enthusiastic over the S. A. F. convention and there will be a big delegation from this city.

Harry Simpson, of Kittaning, has bought a small range near that city and will grow cut flowers.

M.

Wholesale Flower Markets

PHILADELPHIA, Aug. 6.	Per 100
Roses, Beauty, special	30.00@ 40.00
" " fancy	10.00@ 15.00
" Mrs. Chas. Russell	6.00@ 20.00
" Killarney	2.00@ 6.00
" Hadley	6.00@ 15.00
" Sunburst	4.00@ 10.00
" Wards	3.00@ 6.00
" Ophelia	4.00@ 12.00
" Columbia	6.00@ 20.00
Carnations	2.00@ 4.00
Easter Lilies	15.00@ 20.00
Snapdragons	4.00@ 10.00
Calendulas	2.00@ 3.00
Adiantum	1.00@ 1.50
Smilax	.25
Asparagus Strings	.50@ .75
Asparagus bunches	.50
Dagger and Fancy Ferns, per 1,000	3.00@ 4.00
Sweet Peas	.50@ 1.00
Gladioli	2.00@ 6.00

ST. LOUIS, Aug. 6.	Per 100
Roses, Hadley	2.00@ 4.00
" Killarney	1.50@ 4.00
" White Killarney	1.50@ 5.00
" Hoosier Beauty	2.00@ 8.00
" Russell	2.00@ 8.00
" Ward	1.00@ 2.00
" Mrs. Shawyer	2.00@ 4.00
" Sunburst	2.00@ 6.00
Ferns	2.00
Carnations	1.00@ 2.00

PITTSBURGH, Aug. 6.	Per 100
Roses, Beauty, special	30.00@41.00
" " fancy	25.00@30.00
" " extra	15.00@20.00
" " No. 1	4.00@10.00
" Hadley	4.00@15.00
" Killarney	3.00@10.00
" Sunburst	3.00@10.00
" Mrs. Aaron Ward	3.00@ 8.00
" Russell	4.00@15.00
" Columbia	4.00@15.00
" Ophelia	4.00@10.00
" Hilda	3.00@10.00
Cattleyas	50.00
Carnations	2.00@ 3.00
Ferns, per 1,000	2.50@ 3.00
Sweet Peas	1.00@ 2.00
Gladioli	8.00@ 10.00
Phlox	3.00@ 4.00
Delphinium	8.00@ 10.00
Daisies	1.00@ 2.00
Asters	2.00@ 4.00

MILWAUKEE, Aug. 6.	Per 100
Roses, Killarney, W. Killarney	3.00@ 8.00
" Ward	3.00@ 6.00
" Mrs. Chas. Russell	6.00@15.00
" Ophelia	3.00@ 8.00
" Columbia	6.00@15.00
" Hoosier Beauty	4.00@ 8.00
Carnations, assorted	2.00@ 3.00
Cattleyas, per doz.	9.00
Sweet Peas	.50@ .75
Snapdragons	4.00@ 6.00
Gladioli, per doz.	.50@ .75
Daisies	1.00@ 1.50
Gypsophilia	.25@ .35

FANCY (Special Picked) FERNS
Leave us your order for regular shipments.
C. A. Kuehn, WHOLESALE Florist
All Seasonable Cut Flowers | Mfr. and Dealer in "Florists" (Brand) Supplies
1312 Pine Street, ST. LOUIS, MO.
Mention the American Florist when writing

McCALLUM CO.
Florists' Supplies
PITTSBURGH, • PA.
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Philadelphia Wholesale Florists' Exchange
Roses, Dahlias, Achillea
Up-to-the-Minute Service. Satisfaction Guaranteed.
1615 Ranstead St., Philadelphia, Pa.

MINNEAPOLIS, MINN.
RICE BROTHERS
Wholesale Florists and Supplies
218 North Fifth St.
Send list in for quotations.

New York.

"DOG DAYS" HERE WITHOUT DOUBT.

As the old almanacs, that used to give so many interesting dates and hints, seem to be all out of print, we cannot state definitely when "dog days" begin, but from the condition of this market during the past week, one may guess that they are somewhere near at hand. Briefly stated, it was quite up to expectations for summer dullness. Out of the moderate supply of roses that came in, comparatively few of even medium quality could be picked out, and even they got slower toward the last of the week. Practically 10 days of wet weather, followed by sticky heat, put the roses in bad shape. The bulk of them came in either very small or very open and mushy. There was a great influx of the small market asters; they kept piling up, and prices dropped to low figures. The gladiolus situation was little, if any, better. Easter lilies and lily of the valley were scarcely seen, or thought of, for that matter. The supply of orchids continued light, but there seemed to be enough to go around. There was a considerable supply of phlox, zinnias, dahlias, the latter very poor, and other outdoor stock, but none of it had much of a call. If there was an exception, it was in the white bouvardia, which is a good summer stock. Carnation planting time is at hand, and it is to be supposed that the growers would like to see some dry weather, both for the good of the stock in the field, and to enable them to start planting.

August 4.—The market is quiet, with a large stock of gladioli, asters and inferior roses on hand. Anything really good in roses, as a few American Beauties, Scott Key and Columbia are bringing good prices for the season. The scarcity of orchids keeps pushing up the price.

NOTES.

We have received the Journal of the Society of American Florists for July, which contains much useful information relating to the coming convention, at Detroit, August 19-21, inclusive. An interesting feature is a fac-simile of the prospectus issued at the time of the organization of the society, in 1884, with the names of the officers, executive committeemen and vice-presidents.

Herman Kommitsch, of Secaucus, N. J., who has been a heavy shipper of orchids, sweet peas and chrysanthemums to this market, has sold his range, including 50,000 orchid plants, more or less, to a wealthy Boston man. The orchids will be removed to the gentleman's estate, while the Secaucus range will probably be leased or sold to a commercial grower.

G. E. M. Stumpp is reported to be quite busy at his Southampton store. He also has there a fine garden and grows a variety of summer flowers. Southampton is now one of the finest summer resorts of Long Island, and the Southampton Horticultural Society is a real going concern. It held a fine show July 30-31.

Paul and Henry Dailledouze are on a western trip, and when last heard from, were in Yellowstone Park. They are expected to continue on to the Pacific coast. John, son of Eugene Dailledouze, is now foreman of the range of Dailledouze Brothers.

Morris Terry, formerly with Charles H. Brown, 2366 Broadway, who spent a year in France with the American army, a considerable part of it in the trenches, has returned safe and well, and has resumed his position in the Brown store.

The Campbell Flower Shop, which is conducted in connection with the undertaking business at Broadway and 66th street, had a large amount of work for the funeral of Oscar Hammerstein, late theatrical manager.

FUTTERMAN BROS.
Wholesale Florists, 102 West 28th St., New York.
Telephones: Farragut 159 and 9761.
The Right People to Deal With. Consignments Solicited.

Mention the American Florist when writing

The retail store of N. Scoffes, Nostrand avenue near Fulton street, Brooklyn, was recently badly damaged by fire and the contents destroyed. Workmen are now busy with repairs, and he expects to be in good shape in a short time.

The death of Mrs. Cantillon, wife of Bernard, and mother of Richard Cantillon, occurred August 2. Richard is cashier for the New York Cut Flower Co. She is survived by her husband and a large family.

Max Schling will go to Detroit in advance of the New York delegation, that step being necessary in order to arrange his booth, in which he plans to have a fine convention exhibit.

Louis Schmutz, the well known plantsman of Flatbush, has been seriously ill for the past three weeks. As he is 75 years old, his condition gives cause for grave concern.

Wm. Hamburg, recently with G. E. M. Stumpp, has taken a position with the Miller Floral Co., of Salt Lake City. He is a clever and capable man.

James Mallon's Sons have vacated the store, corner of Fulton and Willoughby streets, Brooklyn, where they have been located for 60 years.

Charles A. Funk, for the past two years a gardener for J. H. Small & Sons, has opened a retail store at 578 Steinway avenue, Astoria.

Alfred Schutte, of J. K. Allen's staff, has returned from his outing and Miss Pierson, the bookkeeper, is now on a vacation.

Arthur Radice, of the staff of Hentz & Nash, Inc., is spending a two weeks' vacation at Rockaway Park.

Miss Mary A. Brophy, of J. S. Fenrich's bookkeeping staff, is taking a well earned vacation.

Phil Ditzenberger, foreman for H. E. Froment, has returned from a vacation of three weeks.

Theodore Malandre, of Malandre Bros., is with his family at their country home, up state.

Joseph J. Levy, the 26th street wholesaler, has gone to the Catskills for a short vacation.

Henry Baylis, of the New York Cut Flower Co., is taking a short vacation.

J. V. Ayer, of Detroit, was in this city, August 2, calling on the trade.

A. F. F.

Wichita, Kan.

MARKET HAS BARE APPEARANCE.

From a business standpoint, July was fairly good—for July—but from a weather standpoint, there was much room for improvement, the entire month being very hot and dry. Asters and gladioli have suffered severely. In fact, there are no asters to speak of, and for the past three weeks gladioli have been about fourth class, even an adequate water supply failed to save most of the summer flowering stock, owing to the extreme heat and dryness of the atmosphere. Indoors, the stocks have fared slightly better, but practically all the flower-producing crops are done, and the flower shops are obliged to depend upon outside wholesale markets for their daily needs. Judging from the stock received from these markets, we conclude that there is not much really good stock anywhere.

HENTZ & NASH INC. N.Y.
WHOLESALE COMMISION FLORISTS
GROWER AGENT
55 and 57 West 26th St.

Joseph A. Millang
Wholesale Florist
55-57 W. 26th St., New York
Telephone 2046 Farragut
Mention the American Florist when writing

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A. Young & Co.
54 WEST 28th ST. NEW YORK.
Consignments Solicited

Telephone 9760 Chelsea.
Traveling Wholesale Florist
INC.
130 W. 28th St., NEW YORK
Cut Asparagus Plumosus Sprays a Specialty
Consignments of Cut Flowers Solicited.

NOTES.

Beginning July 1, Otto Kuechenmeister took over the business and greenhouses heretofore owned and managed by his father, Ferdinand. The elder Kuechenmeister has purchased a small farm near the city, and expects to make his home thereon.

W. H. Culp and wife returned last week from a vacation trip of several weeks, spent mainly at Los Angeles, Calif., with short stops at San Francisco, and Denver on the way home.

Allen Freegard, of the store force of Chas. P. Mueller, is in the hosiptal with a badly wrenched foot, caused by an automobile accident, while acting as an emergency driver.

From present indications, Chas P. Mueller will be the only florist from this city attending the Detroit convention.

C.

CRESTON, IA.—E. Sawyer's daughter was married here, August 2.

PAUL MECONI
WHOLESALE FLORIST
55-57 WEST 26TH STREET
Telephones: 3864 and 3157 Farragut. NEW YORK CITY

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William Mackie
WHOLESALE FLORIST
105 W. 28th St., New York
Telephone 759 Farragut.

Walter F. Sheridan
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KENTIA FORSTERIANA and BELMOREANA

2 in.....$1.25 per doz. 3 in.....$2.00 per doz. This stock is well rooted and
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	Per doz.		Per doz.
3 in.....	$2.00	5 in.....	$6.00
4 in.....	3.00	6 in.....	9.00

Exceptionally strong plants especially suited for porch and window box planting and decorating.

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2¼ in.....	15c	4 in.....	$0.35
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DRACAENA INDIVISA

5 in..... $30.00 per 100
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2½ in.....	4.87 "	3½ in.....	7.80 "

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CLUB DISCUSSES CONVENTION PLANS.

The florists' club meeting, August 1, brought out a big and enthusiastic attendance. The ladies' auxiliary of the club was quite as well represented in number, as was the stronger sex, and made known by their enthusiasm, the keen interest in the approaching S. A. F. convention preparations for which the meeting was called. A communication was read from Professor A. C. Beal, secretary of the American Gladiolus Society, giving an outline of the prospects for the exhibition which the society will stage in the Arcadia auditorium, in connection with the convention. Reports were received from the chairmen of all the committees working upon convention arrangements and satisfactory progress was indicated by the same.

Secretary John Young was present at the meeting and made a strong appeal for new members for the S. A. F., and also for a strong support of the publicity fund of the society. His talk was received approvingly, and increased membership in the national organization from here may be relied upon and also continuous support of the publicity fund.

H. F. Goetz, Saginaw, Mich., who is a member of the club, came 96 miles to attend the meeting, and to encourage, while here, the organization of a state florists' association, which plan has the club's support. Mr. Goetz was voted chairman of the proposed society, which will have its initial meeting at an opportune time—convention week here, the exact hour of the same to be announced from the chair.

Ed. Rodwanski was voted a member of the club.

NOTES.

Frank Holznagle, an enthusiastic trap shooter, will offer prizes and arrange for a shooting contest during convention week at Birmingham, Mich., 15 miles out Woodward avenue, where a local gun club has all the equipment for the sport.

Philip Breitmeyer, E. A. Fetters, A. Pochelon, President J. F. Ammann and Secretary John Young, of the S. A. F., will form a party to visit the convention of the Canadian Horticultural Society at Toronto next week.

Joseph Streit, while on his way to the club meeting in his new Reo, collided with a street car. Great injury was done to his auto, but "Joe" escaped and will be on the job managing the bowling contest.

J. F. S.

Milwaukee, Wis.

CLEANUP DEMAND AT GOOD PRICES.

The market during the past week kept well cleaned up and prices were good. While the cut of roses has been satisfactory, the demand has kept pace with the receipts. Gladioli are abundant and bring good returns, due to the absence of much other stock which has been retarded by the recent unfavorable weather. With a good shower, August 3, outdoor stock is showing improvement.

NOTES.

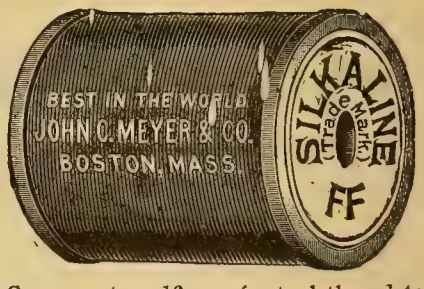
F. August Gerlach, veteran superintendent of the Mitchell park conservatory, died August 1, age 63 years. He had held the park position for more than 20 years and his wonderful displays of chrysanthemums were looked forward to for many years.

H. V. Hunkel and family returned from an auto tour through the east, August 4. He is well satisfied with home products after seeing the other fellows'.

J. C. Vaughan, of Vaughan's Seed Store, Chicago, and S. W. Pike, of St. Charles, Ill., were visitors last week.

E. O.

The Meyer Florist Thread



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Exceptional Service

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The Seed Trade

American Seed Trade Association.

E. C. Dungan, Philadelphia, Pa., President; Wm. G. Scarlett, Baltimore, Md., First Vice-President; David Burpee, Philadelphia, Pa., Second Vice-President; C. E. Kendel, 216 Prospect Avenue, S. E., Cleveland, O., Secretary-Treasurer.

The thirty-eighth annual meeting will be held June, 1920.

VISITED MILWAUKEE: J. C. Vaughan, Chicago.

THE price of bags at Chicago, August 6, was $65.00.

NEW YORK, August 4.—A number of firms received their Harrisii lily bulbs on the Bermuda S. S. Charybdis today.

WHITE POTATOES sold in Chicago this week at $4.25 per 100 pounds, an advance of $1 per 100 pounds within seven days.

LEONARD H. VAUGHAN, of Vaughan's Seed Store, Chicago, left August 2 to join his family at Colorado Springs, Colo.

SEED specialists report 600 acres of cabbage being grown at La Conner, Wash., and prospects are for a good yield.

CHAS. HOLLENBACH, Chicago, wife and family returned last week from Yellowstone Park and report a most enjoyable trip.

F. L. LEMBKE, well known representative of the W. W. Barnard Co., Chicago, died in the hospital at Canton, O., August 3, under operation for appendicitis.

NORTH CAROLINA reports that the drought has been broken and cannas are growing well. The acreage of tuberoses and caladiums is said to be below normal.

GRASS SEED.—Prices for grass seed on the Chicago Board of Trade Aug. 6, were as follows: Timothy $10.50 to $11.50 per 100 pounds; September $13.40, October $12.55.

DONALD K. BELT, well known in the trade, formerly with W. G. Scarlett & Co., Baltimore, Md., is now in business for himself in the same city under the name of the Belt Seed Co.

EXPORTS from Holland during 1918 included 4,532 metric tons of seeds of which quantity $288,891 went to the United States, Bulb imports during the same year by this country totaled $66,444.

DETROIT, MICH.—Friends of Wilber Brotherton, manager of the Jerome B. Rice Seed Co.'s branch in this city, regret to hear that he is in a local hospital, ill from an operation performed last month.

JAPANESE LILY BULBS.—On July 10, in Japan, the jobbing cost price for Lilium giganteum had been advanced to cost about $65 delivered in the United States for the 7-9 size, plus duty of $5 per thousand, equal to $70. The market is still fluctuating.

TOLEDO, O.—Cash clover opened unchanged and October and December dropped 15 cents, August 5, with cash holding firm at $30.00, a gain of 75 cents during the week. Timothy was 10 cents lower, cash being offered at $5.50, September $5.50, October $6.05, December $5.75 and March $6.05.

Greenville, Mich.

Early planted beans are showing yellow leaves, the effect of the dry weather. For the later planted, there is some hope that the rain will help while the beans are setting.

Other Michigan points report onion set prospects about 50 per cent of last year's crop which was from 400 to 600 bushels per acre.

Onion Sets.

The pulling of onion sets in the Chicago district has advanced to 25 to 40 per cent of the crop, with a reported yield of from one and one-half to three bushels of sets to the pound of seed sown. The rain of July 28 was too late to add much to the yield. Tops wilted down rather than fell over, and some growers are lifting without twisting the tops, expecting to rub off the tops in screening. The sets generally are very small and, unfortunately for the grower, light.

Of nine north side growers visited August 5, their average yield was less than two and one-fourth bushels to the pound of seed sown.

A well posted local jobber says he is a buyer now at $2.00 per bushel.

Commercial Bribery.

In commenting on the matter of the giving of gifts or commissions to employes of customers, an unfair method of competition which has unfortunately crept into the retail trade, and which the federal trade commission in its annual report refers to as commercial bribery, the Seedmen's Bulletin of July 24 says:

"It would seem as if seedsmen indulging in the practice referred to, would do well by themselves and the trade, if they purged themselves of this practice of giving commissions or gifts to the employes of their customers before official or judicial inquiries and prosecutions are undertaken, as they surely will be."

[As reported in our issue of June 14, page 1069, Congressman T. W. Sims, of Linden, Tenn., has introduced a bill (H. R. 263), which provides a fine of $2,000 or imprisonment, or both, to protect interstate and foreign commerce against bribery and other corrupt practices.—ED.]

Labor Perils.

President Bolgiano of the American Seed Trade Association in his address at the recent Chicago convention said:

"The labor situation today is almost, if not quite, as dangerous as it was during the war times; vast numbers of Greeks, Italians, Spaniards and other laborers are going back to their home land. Our laboring men seem to be so short-sighted as to be willing to place the cost of production so high in this country, that we fear that as soon as the abnormal wants of the world are supplied, we shall see the trade, needed so much for the prosperity of our country, go to more conservative lands, and we shall again be put into the borrowing nation class."

Action Against Railroads.

The United States railroad administration, in General Order No. 50, gives notice that hereafter all actions at law and suits in equity based on contracts binding upon the director general of railroads, claims for death or injury to persons, or for loss and damage to property arising since December 31, 1917, which would, but for federal control, be brought against the carrier company, shall be brought against Walker D. Hines, director general of railroads, and not otherwise. Such action shall not, however, apply to proceedings for the recovery of fines, penalties and forfeitures.

JURISDICTION OF SUITS.

General Order No. 18 of the railroad administration requires that actions be brought in the county and district where the plaintiff resided at the time of the accrual of the cause of action.

Pieters-Wheeler Seed Company
Growers of High Grade SEED
Gilroy, California
Beet, Carrot, Lettuce, Onion, Radish.
Correspondence Solicited.

THE W. C. PRESSING SEED COMPANY
NORWALK, OHIO.
Growers Exclusively of
Sweet Corn Seed

Alfred J. Brown Seed Co.
Growers of
Peas and Beans
Grand Rapids, Mich.

The Best Color Chart
PRICE $1.00 POSTPAID.
AMERICAN FLORIST CO.
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Braslan Seed Growers Company
Grower for the Wholesale Trade Only. ONION, LETTUCE, CARROT, PARSNIP, PARSLEY, CELERY, ENDIVE, SALSIFY, NAMED AND MIXED GRANDIFLORA AND SPENCER SWEET PEA AND SUNFLOWER.
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We are headquarters for the **BEST OF EVERYTHING** in

VEGETABLE SEEDS

With our Stock Seed Farms at Grass Lake, Mich., and our growing stations in every part of the United States where seeds are grown successfully, all in charge of capable and experienced men, we are equipped for and are producing

PEAS, BEANS, CORN and VEGETABLE SEEDS

of all kinds in quantity and of highest quality.

Glad to quote for present delivery or on growing contract for crop of 1919.

JEROME B. RICE SEED CO., CAMBRIDGE, N. Y.

General Bulb Company

(Westerbeek & Klyn, re-organ.)

110 Water St., New York, N. Y.

BUY QUALITY. IT PAYS.

Ask for our quotations on

Holland and French Bulbs

British Seed Trade Heavy.

According to Commerce Reports of July 9, a large business was done in the home market by British seed merchants and the export trade was well up to the average. Prices ruled high but were willingly paid by buyers, whose sole anxiety seemed to be to secure supplies. The increased demands, due to the food production campaign and the unfavorable harvest of 1917, gave considerable cause for worry in the fore part of the year, but the large imports from the United States, British colonies, France, and Italy, together with the heavy stocks of English dealers, enabled the trade to meet the situation, so that at the time of sowing supplies were plentiful. After the sowing season had passed and the home market demands had been satisfied, the surplus was exported. Large quantities of vegetable seeds were exported to the United States, but the shipping conditions and import restrictions prevented full advantage being taken of the market offered.

It is expected that throughout 1919 prices will be generally high and well maintained. The high prices offered during 1918 served as an impetus to the cultivation of seed crops throughout the world, although there is still a shortage in clovers, grasses, and some varieties of garden peas. Countries which remained neutral during the war are now permitting the exportation of seeds, and supplies from those countries, together with those from the colonies and the United States, are coming to hand very slowly. It is feared some will not arrive in time for the season and will have to be carried over unttil 1920.

GARDEN SEED EXPORTS TO UNITED STATES.

The kinds of seeds exported to the United States consist chiefly of rutabaga, turnip, cabbage, mangel, mustard, radish, celery, parsley, onion, and a small quantity of flower seeds. The declared export returns show that 550,666 pounds of seeds, valued at $346,055, were shipped from the Nottingham consular district during 1918, as compared with 661,276 pounds, valued at $239,802, for 1917. This is a decrease of 110,610 pounds in the quantity exported, but an increase of $106,253 in the declared values.

PEACOCK BRAND SEEDS — STANDARD OF QUALITY

Quality Seed

PEACOCK BRAND SEEDS — STANDARD OF QUALITY

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GROWERS OF SELECTED STOCKS OF

Onion, Lettuce, Radish, Carrot, Sweet Peas, Etc.

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Contract growers of Cucumber, Cantaloupe, Watermelon, Squash and Pumpkin Seed; Sugar, Flint and Field Seed Corn.

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SPECIALTIES:

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Write for Special Contract and Spot Prices.

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GRASS SEEDS

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SEED MERCHANTS

Brisbane, Queensland, Australia,

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FREESIA BULBS

PURITY (Improved)

Size ⅛-⅝ inch (large).....$ 8.50 per 1000
Size ⅝-¾ inch (mammoth).... 13.50 "

NOW READY

CALLA LILY BULBS

Size 1⅛-2 inches.....$9.00 per 100

Cash with order, less 2%.

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The Import House
95 Chambers Street, NEW YORK

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SEEDS WHICH SUCCEED

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BOLGIANO'S 1919 SUMMER AND FALL CATALOG OF "BIG CROP" SEEDS

Special prices for Florists and Market Gardeners. Write for a copy at once—It wil save you money.

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We carry a reserve stock of the important varieties of

Vegetable and Flower Seeds

Try us for Quick Supply.

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Sweet Pea and Nasturtium Specialists.

Wholesale Growers of full list of

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Pepper, Egg Plant, Tomato, Okra, Asparagus, Rhubarb, Celery, Spinach, Beet, Onion, Beans, Cabbage, Cauliflower, Sweet Corn and Vine Seeds.

Correspondence Solicited.

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Seeds For Florists

PANSY, Superb Giant Mixed. A choice strain of Giants for florists use, tr. pkt., 50c; ¼ oz., $1.50; oz., $5.00.

CINERARIA GRANDIFLORA, half dwarf. A grand mixture of brilliant colors and large flowers, tr. pkt., 50c.

SWEET PEAS

Early or Winter Orchid-Flowering.

Asta Ohn, new lavender.
Meadow Lark, cream.
White Sankey, black seeded white.
Helen Lewis, orange salmon.
Mrs. A. A. Skaach, fine pink.
Yarrawa, bright rose pink.

Each, ¼ oz., 35c; 1 oz., $1.00; 4 oz., $3.00.

Bellis (Daisy) Monstrosa, red, white, mixed, tr. pkt., 50c.

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PAINESVILLE, OHIO

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WHOLESALE SEED GROWERS

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Also PERENNIALS

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75 YEARS UNRIVALLED REPUTATION

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Beet, Sweet Corn, Garden Beans, Onion Sets and Sweet Potatoes in variety. Also other items of the short crop of this past season, as well as a full line of Garden Seeds, will be quoted you upon application to

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PEDIGREE AND SELECTED STOCKS OF RUTABAGA, TURNIP, CABBAGE, SAVOY CABBAGE, BEET AND MANGEL.

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have specialized for THREE GENERATIONS in the selection and production of choice improvements in the above, as well as in many other

Vegetable, Farm Root Seeds and Flower Seeds

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Rutabaga. Kelway's Perfect Model, Purple Top (New)

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Keeps Moisture In.

The Ideal Protection for Roots and Shrubs.

Delivers them moist and alive, ready to grow again. Cheaper and better than burlap.

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GIANT PANSIES

An entirely new and distinct strain of Pansies. The main advantage of these new Pansies over all hitherto existing Pansies is the extreme earliness of flowering and its unusual hardiness, which enables them to withstand quite severe Winters and to bloom right on into the Summer. Sown at the same time as other Pansies, they begin flowering the early part of March or as soon as the snow is off the ground, many times having four or five large flowers to a plant, when all other Pansies are only showing buds. The flowers are large, well formed and fragrant.

14. **WINTER SUN.** Golden yellow, eye.
15. **ICE KING.** Silvery white, with eye.
16. **CELESTIAL QUEEN.** Light or sky blue.
17. **CHARM OF MARCH** Dark velvety blue

18. **MIXED.** The above four colors with other shades and variations. 500 seeds, **25c**; 1000 seeds, **40c**; ⅛ oz., **$1.10**; ¼ oz., **$2.00**; oz., **$7.50.**

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BEGONIA LUMINOSA

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Exceptionally fine stock, out of 4-in. pots, at $25.00 per 100.

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Before Placing Orders for

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LOS ANGELES, CALIFORNIA

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		Tr. pkt.	Oz.
Monstrosa Pink	¼ oz., $1.50	$0.50	
Monstrosa White	¼ oz., 1.50	.50	
Monstrosa Mixed	¼ oz., 1.25	.50	
Longfellow Pink		.40	$2.00
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	Tr. pkt.	Oz.
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Pansy Seed

Michell's Giant Exhibition, Mixed, a giant strain, which for size of bloom, heavy texture and varied colors and shades cannot be surpassed. Half tr. pkt., 30c; 50c per tr. pkt.; ⅛ oz., $1.25; $7.00 per oz.

Giant Sorts in Separate Colors

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Azure Blue	$0.40	$2.75
Black Blue	.40	2.75
Emperor William, blue	.40	2.75
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Peacock, blue, claret and white	.40	2 75
Snow Queen, pure white	.40	2.75
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White with Eye	.40	2.75
Pure Yellow	.40	2.75
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Also all other Seasonable Seeds, Bulbs and Supplies. Send for Wholesale Catalog.

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We specialize in **Beans, Carrots, Lettuce, Onions, Parsnip, Radish, Salsify, Spinach,** and **Named** and **Mixed Nasturtiums,** and **Grandiflora** and **Spencer Sweet Peas.**

Write for Our Growing Contract Price List.

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Beans, Peas, Sweet Corn, Onion, Turnip, Radish, Beet, Carrot, Spinach, Etc.

Branches: Wisconsin, Colorado, Montana ,daho, Washington. **Milford, Conn.**

Sweet Peas for Fall Sowing

Winter-Flowering
SPENCER VARIETIES

Trade Packets contain ¼ oz.	Trade pkt.	Oz.	Lb.
Apricot Orchid. A delightful and charming shade..	$0.25	$0.65	$8.00
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Fordhook Pink and White.	.20	.50	6.00
Heather Bell. The color is a rich but pleasing mauve, but after standing in water the color becomes a beautiful mauve lavender	.20	.65	8.00
Helen Lewis. Very fine shade of salmon pink.....	.25	.80	10.00
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Morning Star. Deep orange scarlet or flame color in standard, with rich orange pink wings. Under glass it is magnificent.....	.25	.85	10.00
Mrs. A. A. Skaach. Flowers bright shell pink. Sow in late fall and winter for spring blooming.....	.20	.65	8.00
Mrs. Chas. A. Zvolanek. One of the largest and best clear lavender	.20	.65	8.00
Mrs. M. Spanolin. Black-seeded white.....	.20	.65	8.00
Mrs. William Sim. Apricot pink.....	.20	.65	8.00
Pink and White. Blanche Ferry type. Our strain of this is superior and we recommend it to everyone with greatest confidence	.20	.65	8.00
President Woodrow Wilson. Magenta rose.....	.20	.65	8.00
Rose Queen. A splendid commercial pink, best seller on Chicago market. Sow in summer for winter blooming	.30	.90	12.00
Song Bird. The flower is the same color as Florence Moore Spencer and a bit lighter than Elfrida Pearson	.20	.65	8.00
Songster. Giant early lavender.....	.25	.50	10.0
Spring Maid. Light pink on a cream ground. It is a most effective flower and carries a great wealth of blossoms borne in fours on long stems.....	.20	.65	8.00
Snow Flake. This is the best early-flowering white-seeded Spencer. The blossoms are very large and of the best waved Spencer form. The flowers are borne in wonderful profusion on long stems.....	.25	.80	10.00
The Beauty. The flowers are more apart, making very large bunches; the color is a very dark fiery rose. The flowers are larger than those of the Orchid Beauty, of which it is an improvement...	.20	.65	8.00
Venus. Standard white, slightly blushed pink wings	.20	.65	8.00
Warbler. Rich mauve purple.....	.25	.80	10.00
Wedgewood. Identical in color and size of blossom to the late flowering Wedgewood, and is a magnificent clear blue	.25	.80	10.00
White Orchid. White flowers of good substance....	.20	.65	8.00
Yarrawa. The color on opening is rose, changing as the flower develops to a light pink standard, tinted buff with blush wings	.20	.65	8.00
Zvolanek's Blue. Very large, of the brightest blue, or Blue Jay color	.20	.65	8.00
MIXED. Winter Flowering Spencers, many kinds..	.15	.50	6.50

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Yokohama Nursery Co., Ltd.
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Japanese Bulbs, Plants and Seeds
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Waldo Rohnert
GILROY, CAL.
WHOLESALE SEED GROWER
Specialties:
Beet, Carrot, Endive, Lettuce, Onion and Radish.
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Alonzo J. Bryan
WHOLESALE FLORIST
Abundance of Plants Always on Hand.
See our display adv. in June 7th issue.
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THE C. HERBERT COY SEED CO.
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Contract Growers of
HIGH GRADE SEEDS
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Angers, - - France
Specialties: Beets, Mangoes, Carrots, Cabbages, Celeries, Parsleys, Parsnips, Turnips.
Growing Crops Given Personal Attention.
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Dracaena Indivisa
Good thrifty plants for growing on from 2-inch pots, $2.50 per 100; any quantity.
Smilax, from 2-inch pots, $2.00 per 100; $18.00 per 1000.
Salvia Splendens, good strong plants from seed bed, $5.00 per 1000.
Alyssum Double Giant, 2-in. pots, $2.00 per 100.
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The Nursery Trade

American Association of Nurserymen.
J. Edward Moon, Morrisville, Pa., President; Lloyd C. Stark, Louisiana, Mo., Vice-President; Curtis Nye Smith, 19 Congress Street, Boston, Mass., Counsel; J. W. Hill, Des Moines, Iowa, Treasurer.
Forty-fifth annual convention will be held at Chicago, June, 1920.

THE United States department of agriculture has issued Farmers' Bulletin 1053, entitled "Control of Cherry Leaf-spot," a fungus that lives through the winter on fallen leaves and infects the new growth of both sweet and sour varieties in the spring.

Propagating Privet and Spiraeas.

ED. AMERICAN FLORIST:

Will you kindly advise me regarding the best means of propagating Amoor River privet and also whether this privet is suited to this climate? Also, what treatment is best suited to the propagation if Spiræa Van Houttei?

Illinois. W. J. B.

Privet can be propagated by hard or green wood cuttings. Hard wood cuttings are made in the fall of the year by taking shoots eight to 10 inches long, stripping off the leaves, tying them up in bundles of about 25 and burying them outdoors with the tops up. In the spring plant them in rows, leaving enough space between each row for cultivating and weeding. Green cuttings should be made in the summertime and rooted under sash in a mild hotbed. Amoor River privet is suited to the climate of Illinois.

Spiræa Van Houttei may be propagated in the same way.

C. W. JOHNSON.

Schizophragma Hydrangeoides.

Schizophragma hydrangeoides must be included among the shrubs which flower in July. This beautiful climbing plant has not had a successful career in the Arboretum. Seeds were first sent here in December, 1876, from Sapporo in northern Japan with those of Hydrangea petiolaris, Syringa japonica, Phellodendron sachalinense and other interesting plants. A large number of schizophragma plants were raised and sent to other American and European gardens. Those planted in the Arboretum never flourished, and soon disappeared, probably because the right place was not found for them. Plants raised later also disappeared; and it is a matter of some satisfaction at the Arboretum that this beautiful plant, after 43 years of failure, is at last established on the administration building where it has flowered this year for the first time. It clings as firmly to the brick wall as Hydrangea petiolaris; the leaves are smaller, more circular in shape, more coarsely toothed and of a darker color. When in flower schizophragma is more interesting, although not as showy as the hydrangea, for instead of the surrounding ring of neutral flowers there are only two neutral flowers to each of the divisions of the large compound inflorescence; these neutral flowers are white, ovate, often an inch or more long, and hang on long slender stems an inch in length. Schizophragma appears to be an exceedingly rare plant in American gardens in which Hydrangea petiolaris often passes for it.—Arnold Arboretum Bulletin, July 26, 1919.

Storm Destroys Old Oak at Flushing.

New York and vicinity have recently been visited by violent thunderstorms, accompanied by heavy wind. Noteworthy features were the number of fine trees uprooted by the storm or struck by lightning. The Flushing section of that city suffered the greatest damage. Flushing, we believe, had the first nursery ever established in the United States, and long before it was incorporated with this city, its streets were lined with many fine trees. On the night of July 26, a large white oak tree on the grounds of Ellis Parker Butler, the author, was struck by lightning and literally torn to pieces. To give an adequate idea of the havoc wrought we quote from an article written about this tree by Everett P. Martin in 1915: "It is 17 feet in circumference, five feet from the ground; 18 inches above the ground it is 19 feet around. Its spread is 90 feet. One branch is 53 feet six inches long, while the tree is only 54 feet high. Professor Asa Gray, the botanist, estimated that the last surviving mate to the old oak, which stood on Parsons avenue until 1895, was 600 years old, and this is probably as old. To us, late comers to Flushing, who are 'strangers within the gates,' it seems remarkable that more attention has not been paid to this noble old tree by the generation of tree lovers who have lived here." Mr. Butler, who is a lover of nature, as well as a writer of good stories, has been quoted as saying that he bought the place in order to own the old oak tree. He and his family were away on a trip when the tree was destroyed. Another storm, which did not last over 10 minutes, struck Flushing on the afternoon of July 28, uprooting a great number of the large shade trees, and making some of the streets impassable for a time.

Kansas City, Mo.

FUNERAL WORK MOVES MOST OF SUPPLY.

Cut flowers are still scarce, but last week the supply increased slightly. All offerings are taken up quickly with the heavy demand for funeral work. Gladioli are more numerous with prices ranging from eight to 12 cents. Russell and Columbia roses are better and are offered at from five to 15 cents. American Beauties sell at $2 to $6 per dozen. Asters are arriving and the quality is none too good, but they help in making up the lower priced work.

NOTES.

Following a discussion of Sunday funerals by florists, undertakers, ministers and cemetery superintendents, a local undertaker, from an analysis of his records from January 1, 1916, to July 1, 1919, giving the distribution of funerals throughout the days of the week, shows that in point of numbers Sunday is in fifth place. With a steadily increasing tendency on the part of all commercial and educational institutions to reduce the hours of activity and give to employes at least one care-free day each week, those engaged in funerals should seek as far as possible to hold such services on some other day than the Sabbath.

H. Kusik & Co. report business on the increase but stock scarce. This firm is showing excellent gladioli, Russell, Columbia and American Beauty roses and a few asters.

T. J. Noll & Co. report supply below requirements, but conditions are expected to improve, especially if this section is favored with a little rain.

Captain W. R. Barnes, son of W. J. Barnes, has been relieved from army service, and will rest up before resuming his civilian duties.

Miss Lou Boggess reports good business—more than is usually expected during the summer months.

The W. L. Rock Flower Co. reports good trade, especially in funeral orders.

Samuel Murray returned from Chicago, August 1.

E. J. B.

Orchids

If you want Orchids for any purpose whatever, we solicit your inquiries and others for same. We do not grow or handle anything else but orchids. Special lists on application.

LAGER & HURRELL, Summit, N. J.

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Hill's Evergreens
BEST FOR OVER HALF A CENTURY
Small, medium and large sizes supplied.
Price list now ready.
The D. Hill Nursery Co.
Evergreen Specialists — Largest Growers in America
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For the Best New and Standard
DAHLIAS
Address
PEACOCK DAHLIA FARMS,
P. O. Berlin, N. J. Williamstown Junc., N. J.

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VIBURNUM PLICATUM
Also Berberris Thunbergii. Hydrangea Paniculata, Weigelia, Spireas, Etc.
Ask for complete list of Oak Brand Shrubs.
The CONARD & JONES CO — WEST GROVE PENN'A.
Robert Pyle, Pres. — Ant. Wintzer, Vice-Pres.

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IBOLIUM The new Hybrid **HARDY PRIVET.** (L. Ibota x Ovalifolium)
To be sent out in the Fall of 1919. More about it later.
THE ELM CITY NURSERY CO., WOODMONT NURSERIES, Inc', Introducers of BOX-BARBERRY NEW HAVEN, CONN.

Primula Malacoides Rohreri

The best strain of **Malacoides** on the market. Years of patience have developed it to perfection. The beautiful shades of Rose Pink, Light Lavender and Snow White make it one of the most desirable and profitable plants to grow; not only as single plants but for combination work it cannot be excelled.

	100	1000
Pink and Lavender mixed, 2½-in	$6 00	$55.00
Pure White, 2½-in	7.00	60.00
Malacoides, Townsendi, 2¼-in.	6.00	55.00
PRIMULA Obconica, Rosea Gigantea, Grandiflora, Apple Blossom and Kermesina, 2¼-in	7.00	60.00
Eureka. New variety very fine Chinensis Obconica. Large flower, extra fine color. 2½-in	7.50	65.00
Chinensis, 2¼-in	6.00	55.00

C. U. LIGGIT

Office: 303 Bulletin Bldg., Philadelphia, Pa.

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CARNATIONS R. C.

LADDIE

$75.00 per 1000.
Orders booked now for January 1920 delivery.

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Grower of Kentias.

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Chrysanthemum Novelties My Specialty

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High Class **PALMS**
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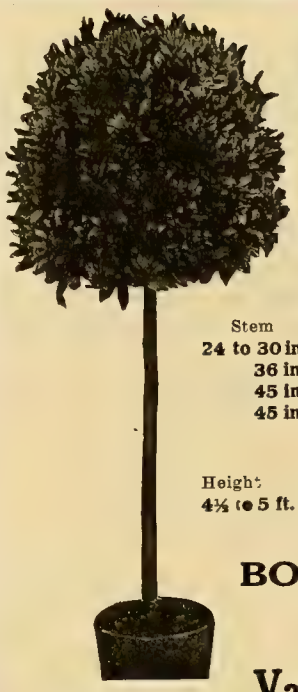

Standard Bay Tree.

BAY TREES

New Stock, Scarce

Now Ready. F. O. B. Chicago

Standards.

Stem	Crown	Per Pair	Stem	Crown	Per Pair
24 to 30 in.	30 to 32 in.	$24.00	48 in.	32 to 34 in.	$32.50
36 in.	24 to 28 in.	22.00	48 in.	36 to 38 in.	45.00
45 in.	20 in.	23.00	48 in.	40 to 42 in.	50.00
45 in.	30 in.	25.00	48 in.	46 to 48 in.	60.00

Pyramids.

Height	Base	Per Pair	Height	Base	Per Pair
4½ to 5 ft.	22 to 24 in.	$23.00	5½ to 6 ft.	24 in.	$25.00

Crating (if ordered) extra at cost.

		Each
BOXWOODS PYRAMIDS	30 inches high	$2.25
	42 inches high	4.50
	48 inches high	5.00

Packing at cost. Tubs 50 to 75 cents extra.

Vaughan's Seed Store, Chicago

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SEE

DREER'S DISPLAY

of Decorative and Other Seasonable Stock

At the Detroit Convention

Our representatives will be present and pleased to give any information desired.

HENRY A. DREER
714-716 Chestnut Street, PHILADELPHIA, PA.

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Poinsettias

True Type. 2½-in. Pot Plants.

August delivery ..... $8.00 per 100; $75.00 per 1000
September delivery . 8.00 per 100; 75.00 per 1000

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S. A. Nutt, at $15.00 per 1000, up to Nov. 1st. Other varieties all sold until then.

Winter prices starting Nov. 1st.

S. A. Nutt and **Buchner**.....at $18.00 per 1000
Poitevine and **Ricard**.....at 22.00 per 1000

ALBERT M. HERR, LANCASTER, PA.

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Ready Reference Section.

12 CENTS, NET, PER LINE.

ALYSSUM.

Alyssum, Double Giant, 2-inch, $2.00 per 100. Elmer Rawlings, Allegany, N. Y.

ASPARAGUS.

Asparagus Plumosus, 3½-in., very heavy and as good as 4-in., $10 per 100. C. U. Liggit, 303 Bulletin Bldg., Philadelphia, Pa.

ASPIDISTRAS.

Aspidistra, green, 10-in. tubs, 20 to 24-in. high, $5 to $8; 12-in. tubs, 22 to 28-in. high, $8 to $10 each. Vaughan's Seed Store, Chicago and New York.

BAY TREES.

Bay Trees. New stock, now ready. F. O. B. Chicago. For sizes and prices see display advertisement elsewhere in this issue. Vaughan's Seed Store, Chicago and New York.

BOXWOOD.

Boxwood. Pyramids and globe shaped. For sizes and prices see display advertisement elsewhere in this issue. Vaughan's Seed Store, Chicago and New York.

BULBS.

Bulbs. American grown. Large size bulbs that will bloom. Princeps, single nose, $10; double nose, $15; Emperor, single nose, $20; double nose, $30 per 1000. Buy from grower. Ship August or September. Terms cash f. o. b. Portsmouth, Va., buyer's risk. COTTON FLORAL CO., 333 High St., Portsmouth, Va.

Bulbs. Freesia Purity (Improved), ½-⅝-inch, $8.50 per 1,000; ⅝-¾-inch, $13.50 per 1,000. Calla Lily, 1½-2-inch, $9 per 100. McHutchinson & Co., 95 Chambers St., New York.

Bulbs. Holland and French. Ask for our quotations. General Bulb Co., 110 Water St., New York.

CALADIUMS

Caladiums, fancy leaved, 3-inch pots, each, 35c; doz., $3.50. Vaughan's Seed Store, Chicago and New York.

CARNATIONS.

FIELD CARNATIONS.

Extra Strong L. I. Grown. Ready Now. Enchantress, Ench. Supreme, White Ench., Rose Ench., Mrs. Ward, Matchless, Beacon, Alice, Cornell. Fine plants, $12.00 per 100. Crating free; careful packing. Cash.

THE FRONT STREET GREENHOUSES
329 Front St. Greenport, N. Y.

Carnations, rooted cuttings, Laddie, $75 per 1,000. F. Dorner & Sons Co., Lafayette, Ind.

CHRYSANTHEMUMS.

Chrysanthemum plants, 5000 2½-in., consisting of all colors of pompons and other good varieties. Asparagus Sprengeri, 4-in., good strong stock for benching, at once. $12.50 per 100. JOHN KINDFLEISCH, 514 East Grand Ave., Beloit, Wis.

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POMPONS

Golden Wedding, 800 Diana, 200 Astor, 500 Golden Climax, 75 Baby, $2.50 per 100.

WIETOR BROS.,
Wholesale Florists
30 East Randolph St., Chicago

Chrysanthemums in all leading varieties. Write for list. Elmer D. Smith & Co., Adrian, Mich.

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Cyclamen, 3½-in., fine stock, $30.00 per 100. A. Henderson & Co., 166 N. Wabash Ave., Chicago.

DAHLIAS.

Dahlias. Best new and standard varieties. Peacock Dahlia Farms, Williamstown Jct., N. J.

DRACAENAS.

Dracaena Indivisa, 4-in., $1.50 per doz.; $12.00 per 100; 5-in., $3.75 per doz.; $30.00 per 100; 6-in., $6.00 per doz.; 7-in., $7.20 per doz. George Wittbold Co., 745 Buckingham Place, Chicago.

Dracaena Indivisa. Good thrifty plants from 2-in., pots, $2.50 per 100. Elmer Rawlings, Allegany, N. Y.

FERNS.

Ferns. Bostons, 8-in., $1.00; 9-in., $2.00 each. Fine stock ready for immediate shipment. George Wittbold Co., 745 Buckingham Place, Chicago.

Ferns. A splendid lot for immediate shipment. For varieties and prices see advertisement on front cover page of this issue. F. R. Pierson, Tarrytown, N. Y.

Fancy Ferns, special picked. C. A. Kuehn, 1312 Pine St., St. Louis, Mo.

FREESIAS.

Freesias. Purity (Improved), ⅜-½-in., $6.00; ½-⅝-in., $10.00; ⅝-¾-in., $15.00 per 1000. Purity (Improved), Vaughan's Special Strain, ¾-½-in., $7.00; ½-⅝-in., $12.00 per 1000. Vaughan's Seed Store, Chicago and New York.

Freesia Purity, ½-⅝, $9.00 per 1000; ⅝-¾, $13.00 per 1000. Wm. F. Kasting Co., 568-570 Washington St., Buffalo, N. Y.

Freesia Purity. ⅜ to ½-in., $6; ½ to ⅝-in., $9.50; ⅝ to ¾-in., $15; ¾-in., $18 per 1,000. American Bulb Co., 172 N. Wabash Ave., Chicago.

GENISTAS.

Genistas. Fine well grown stock, 3-in. pots, $15 per 100, $120 per 1000. C. U. Liggit, 303 Bulletin Bldg., Philadelphia, Pa.

GERANIUMS.

Geraniums. Fine 2-in. stock, ready for immediate shipment. Beauty Poitevine, Alph. Ricard, Abbie Schaffer, Miss F. Perkins, etc., $2.75 per 100; $25.00 per 1,000. R. Vincent, Jr., & Sons Co., White Marsh, Md.

Geraniums. A special lot of fine stock. 2½-in., Ricard and Poitcoine, $5 per 100; $45 per 1000; S. A. Nutt, $4 per 100, $35 per 1000; C. U. Liggit, 303 Bulletin Bldg., Philadelphia, Pa.

Geraniums, 75,000 at reduced price. Nutt, Castellane and others; extra strong plants, 4-in, 12½c; 3½-in., 9c; 3-in., 7½c; 2½-in., 4½c; 2¼-in., 3½c. L. J. ROWE, Titusville, Pa.

Geraniums. S. A. Nutt, $15.00 per 1,000. Albert M. Herr, Lancaster, Pa.

IVIES.

Hardy English Ivy. Good strong 2-in. stock, $2.50 per 100; $22.50 per 1,000. R. Vincent, Jr., & Sons Co., White Marsh, Md.

KENTIAS.

Kentia Belmoreana. Average in 3 and 4 leaves, good strong plants out of 2¼-in. pots at $15.00 per 100. Prices on larger quantities on application. J. H. FIESSER, 711-741 Hamilton Ave., North Bergen, N. J.

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Magnolia leaves; non-mouldy, flexible and of uniform size, $2.00 per carton; in 100-lb. cases, $22.00 per case. Ove Gnatt Co., La Porte, Ind.

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HASSALL & CO., orchid growers and raisers, Southgate, London, England. Cattleyas, Laellio-Cattleyas our specialty. One trial order solicited.

Cattleya—Orchids. All first-class stock. For varieties and prices see display advertisement elsewhere in this issue. Geo. V. Allen, Edgewood, R. I.

Orchids of all kinds, established and semi-established. Lager & Hurrell, Summit, N. J.

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Palms. Kentia Forsteriana and Belmoreana and Lantania. For sizes and prices see display advertisement elsewhere in this issue. George Wittbold Co., 745 Buckingham Place, Chicago.

Palms, high class, and novelties in decorative plants. Robert Craig Co., Market and 49th Sts., Philadelphia, Pa.

PEONIES.

Peonies. All the standard varieties at attractive prices. WM. F. MILLER, R. F. D. No. 2, Collingswood, New Jersey.

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POINSETTIAS.

Poinsettias, true type. 2½-in. pot plants. For prices see display advertisement elsewhere in this issue. A. F. Longren, 4249 W. Monroe St., Chicago.

Poinsettias, true type, 2½-in. pot plants, $10.00 per 100. A. Henderson & Co., 166 N. Wabash Ave., Chicago.

PRIMULAS.

PRIMULAS.

	100	1000
Obconica, heavy 2¼-in.; ready now on through August in variety....	$5.00	$45.00
Kewensis, 2¼-in., ready in Aug....	4.00	37.50
Malacoides, 3 vars. 2¼-in., ready in Aug.	5.00	45.00
Chinensis, 7 vars., 2¼-in., ready in Aug.	5.00	45.00
Cinerarias, 2¼-in., ready in Aug...	5.00	45.00

All stock sold up to time noted above.
Book your order now to be assured of first-class stock. All stock wrapped in moss to insure carrying through in case of delay. Cash with order.

JOS. H. CUNNINGHAM
DELAWARE "The Primrose Man" OHIO

Primula Obconica. Assorted, ready now, $6.00 per 100; $50.00 per 1,000. Wm. F. Kasting Co., 568-570 Washington St., Buffalo, N. Y.

ROSES.

ROSE PLANTS.

		100
500	Sunburst, 4-inch	$15.00
500	Aaron Ward, 4-inch	15.00
500	My Marylands, 4-inch	15.00
500	Ophelia, 4-inch	15.00
500	Columbia, 4-inch	17.00
250	Milady, 4-inch	15.00
100	Mrs. Winnette, 3-inch	10.00

ELI CROSS.
Grand Rapids, Mich.

ROSE STOCK.
Good 2½-in. plants.

	100	1000
Sunburst	$5.00	$45.00

GEORGE REINBERG,
162 N. Wabash Ave. Chicago

Roses, own root, 3-in. For varieties and prices see advertisement on front cover page of this issue. A. N. Pierson, Inc., Cromwell, Conn.

Winter-flowering roses. For varieties and prices see advertisement on front cover page of this issue. F. R. Pierson, Tarrytown, N. Y.

SEEDS.

Seeds, High Grade. We specialize in beans, carrot, lettuce, onion, parsnip, radish, salsify, spinach, named and mixed nasturtiums, and Grandiflora and Spencer Sweet Peas. Atascadero Seed Company, Atascadero, Calif.

Seeds. Burpee's Sweet Peas. Best winter flowering Spencers for Florists. For varieties and prices see display advertisement elsewhere in this issue. W. Atlee Burpee Co., Philadelphia, Pa.

Seeds. Sweet Peas for fall sowing. Spencer, Unwin and Grandiflora types. For varieties and prices see display advertisement elsewhere in this issue. Vaughan's Seed Store, Chicago and New York.

Seeds. Specialties in variety. Onion, carrot, beet, radish and parsnip. Contract prices mailed on request. R. C. McGill & Co., wholesale seed growers, San Francisco, Calif.

SEEDS.

Seed. Michell new crop flower. For varieties and prices see display advertisement elsewhere in this issue. Henry F. Michell Co., 518 Market St., Philadelphia, Pa.

Seeds. Cyclamen, pansy and sweet pea. For varieties and prices see advertisement on front cover page of this issue. S. S. Skidelsky & Co., 50 Park Place, New York.

Seeds. Pedigree and selected stocks of rutabaga, turnip, cabbage, Savoy cabbage, beet and mangel; flower seeds. Write for special prices. Kelway & Son, Langport, Eng.

Seeds. New early-flowering or winter-blooming giant pansies. For varieties and prices see display advertisement elsewhere in this issue. Chas. Frost, Kenilworth, N. J.

Seeds. Pansy, Cineraria, Sweet Pea and Daisy. For varieties and prices see display advertisement elsewhere in this issue. The Storrs & Harrison Co., Painsville, O.

Surplus Stocks.

The new plant quarantine gives greatly increased value to many kinds of surplus stock heretofore considered of little account, especially bulbs and plants. You can quickly turn such surpluses into cash by advertising here.

Seeds. Contract growers of cucumber, cantaloupe, watermelon, squash and pumpkin seed; sugar, flint and field corn. J. C. Robinson Seed Co., Waterloo, Neb.

Seeds. Tomato, pepper, eggplant, squash, pumpkin, cucumber and watermelon seed and field corn on contract. Edgar F. Hurff, Swedesboro, N. J.

Seeds. Contract growers of cucumber, muskmelon, squash and pumpkin; sweet flint and dent corn. The C. Herbert Coy Seed Co., Valley, Neb.

Seeds. Sweet, flint and dent corn, cucumber, musk and watermelon, pumpkin and squash. Western Seed & Irrigation Co., Fremont, Neb.

Seeds. specialties: Pepper, eggplant, tomato, vine seed and field corn. George R. Pedrick & Son, contract seed growers, Pedricktown, N. J.

Seed. Beet, sweet corn, bean, onion sets, potato. Prices will be quoted upon application. S. D. Woodruff & Sons, 82 Dey St., New York.

Seeds. Growers for the trade: Beans, peas, sweet corn, onion, turnip, radish, beet, etc. The Everett B. Clark Seed Co., Milford, Conn.

Seeds, Peas, beans, corn and vegetable of all kinds in quantity and of highest quality. Jerome B. Rice Seed Co., Cambridge, N. Y.

SEEDS.

Seeds. Wholesale field and garden seeds. J. Bolgiano & Son, Light, Pratt and Ellicott Sts., Baltimore, Md.

Seeds. Specialties: Lettuce, onion, sweet peas, aster, cosmos, mignonette, verbena in variety. Waldo Rohnert, Gilroy, Calif.

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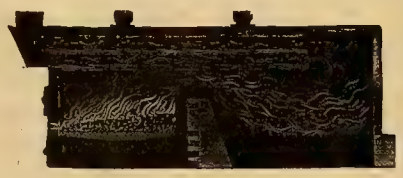

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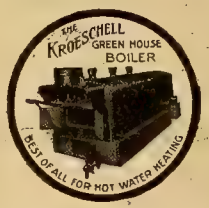

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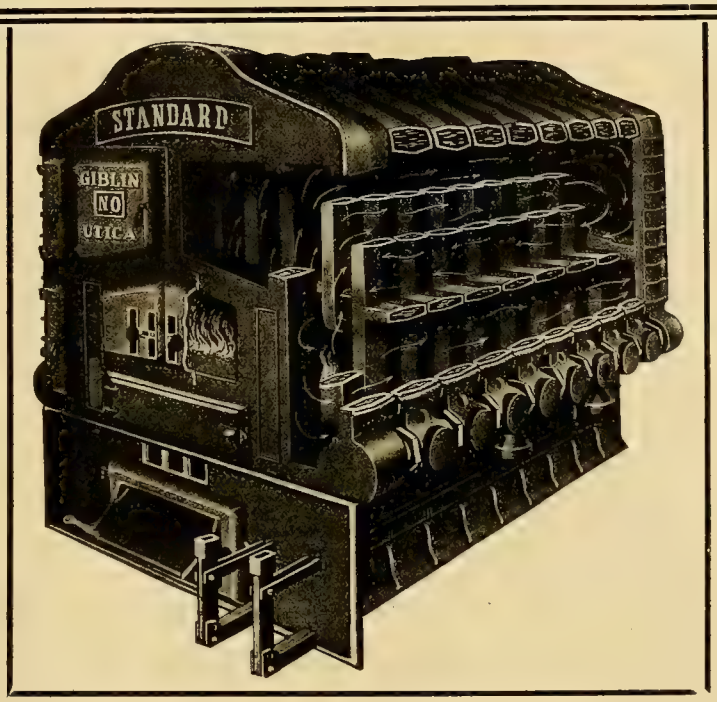

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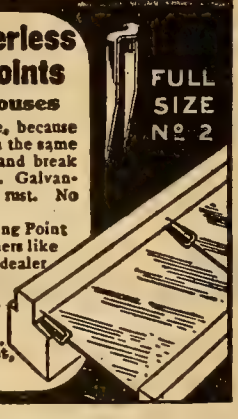

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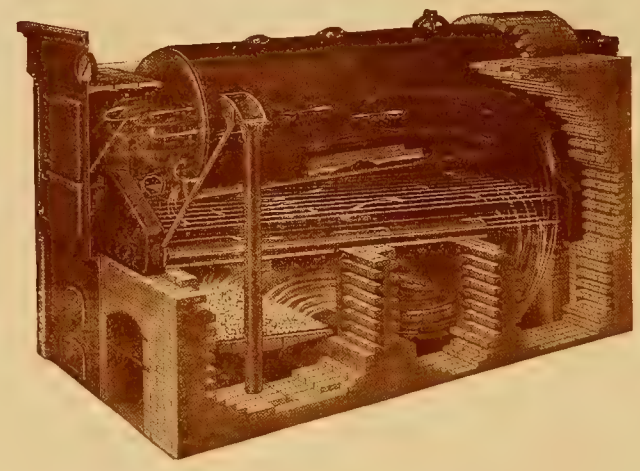

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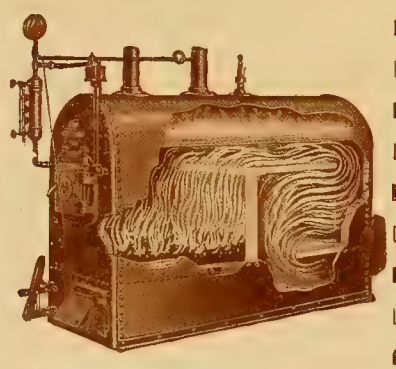

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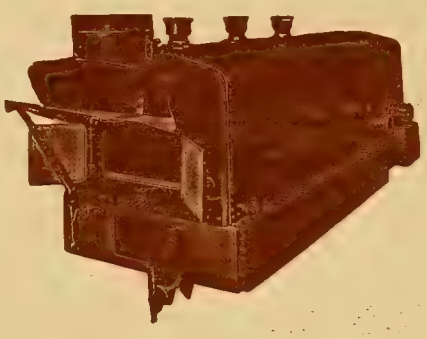

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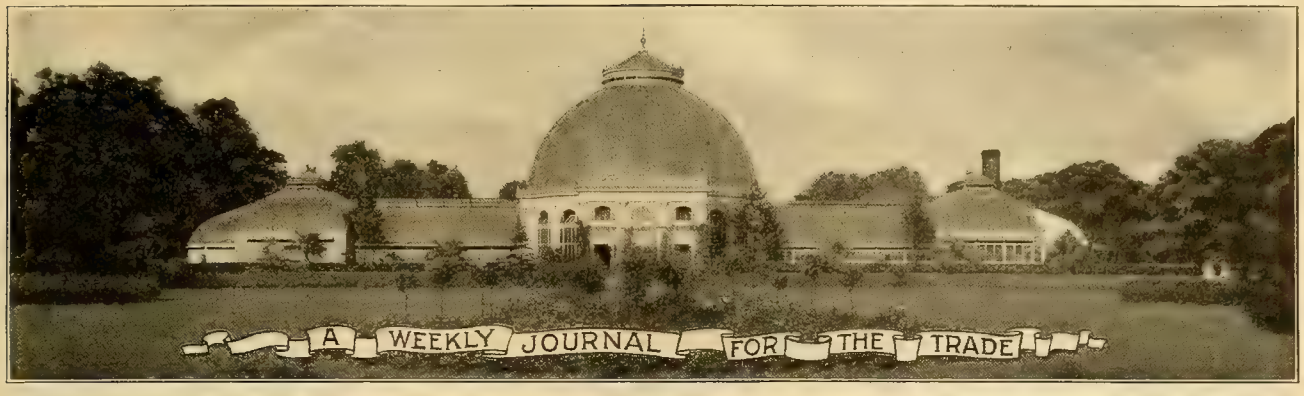

America is "the Prow of the Vessel; there may be more comfort Amidships, but we are the first to touch Unknown Seas."

Vol. LIII. CHICAGO AND NEW YORK, AUGUST 16, 1919. No. 1628

THE AMERICAN FLORIST

ESTABLISHED 1885

Copyright 1919 by American Florist Company.

Entered as Second Class Matter Nov. 11, 1891 at the Post Office at Chicago, Illinois, under act of March 3, 1879.

PUBLISHED EVERY SATURDAY BY

AMERICAN FLORIST COMPANY,

440 S. Dearborn St., Chicago.

Long Distance Phone: Harrison 7465.

Registered Cable Address: Ameflo, Chicago.

Subscription, United States and Mexico, $1.50 a year; Canada, $2.00; Europe and Countries in Postal Union, $2.50. Volumes Half Yearly From August 3, 1901. Single Copies, 10 cents.

Address all correspondence, subscriptions, etc., American Florist Co., 440 S. Dearborn St., Chicago

SOCIETY OF AMERICAN FLORISTS AND ORNAMENTAL HORTICULTURISTS.

OFFICERS—J. F. AMMANN, Edwardsville, Ill., President; E. A. FETTERS, Detroit, Mich., Vice-President; JOHN YOUNG, 1170 Broadway, New York, Secretary; J. J. HESS, Omaha, Neb., Treasurer.

The thirty-fifth annual convention will be held at Detroit, Mich., August 19-21, 1919. Thirty-sixth annual convention at Cleveland, O., 1920.

AMERICAN DAHLIA SOCIETY.

Next annual meeting and exhibition, at New York, September 23-25, 1919. OFFICERS—RICHARD VINCENT, JR., White Marsh, Md., President; JOHN H. PEPPER, Hempstead, N. Y., Secretary.

Thou Art the Queen of Flowers.

There came at purple even
An angel from the skies,
To bear a gift of Heaven
To gladden human eyes;
So now I see adorning
My green and dewy lawn
This flower of the morning,
Born at the early dawn.

Thou art the Queen of Flowers,
Thou sweet, enchanting rose,
The fairest in the bowers,
Kissed by the breeze that blows;
So sway my heart forever
And make it beauty's throne,
That I, indeed, may never
Dwell in this world alone.

Upon the air ascending
How fragrant is thy breath,
With dainty odors blending
Beyond the lands of death;
The holy incense offered
Upon the golden shrine
The sweetest ever proffered
Before the throne divine.

I'll pluck thee for the maiden
Who pledged her love to me,
Whose heart is richly laden
With its sincerity:
She shall become the wearer
Of thee, my rose divine,
For none indeed is fairer
Than this sweetheart of mine.

—O. McCullough in Toronto Mail and Empire.

SWEET PEAS UNDER GLASS.

An Interesting Treatise by Wm. Sim, Well-Known Authority, Cliftondale, Mass., in the 1919 Bulletin of the American Sweet Pea Society.

Cultivation of Winter-Flowering Spencers

William Sim, the well known sweet pea specialist of Cliftondale, Mass., has the following in the 1919 Bulletin of the American Sweet Pea Society regarding the cultivation of the Spencer type of early or winter-flowering varieties:

"The site selected for building a greenhouse should be high and dry, with protection, if possible, from the northwest. The land should have a gravel subsoil, and if this is overlaid with eight inches to one foot of good loam, you have an ideal site for sweet pea growing under glass. Any good loam with the addition of half-rotted cow manure, with occasionally an application of lime, is well suited for sweet peas. It is entirely unnecessary to use decayed pasture land or to make a special compost and renew this every year, as I have some houses which have been producing fine crops each successive season for 15 years without any renewal of the soil. I believed that the results obtained did not warrant the expense of changing. We make a practice of spreading a coat of half-rotted cow manure over the whole surface of the soil. On top of this manure, we apply a liberal dose of air-slaked lime, which kills all worms, and also makes the process of mixing with the soil more congenial to those who do the work, by preventing the manure from sticking to the shoes. We mix this with the soil in the house and go down to the gravel.

House Construction.

"The house should be of even span running northeast and southwest. The sides should be at least eight feet high. The pitch of house should be steep, so that from the floor of greenhouse to the ridge would be about 23 feet. The front of the greenhouse should have seven feet of glass and one foot of concrete. The back should have five feet of glass and three feet of concrete. The ventilators of the roof should be continuous on both sides, and the side ventilators should also be continuous both sides and should be hinged to the eaves plate and be one foot deep and open from the lower side out. By having the side ventilation in that position, the draught produced, when opened, does not strike the plants the same as if placed lower down the sides. A house 41 feet wide is, in my judgment, about the right size. The rows should be planted three feet away from the sides and five feet between the rows. All heating pipes for a house this size can be placed along the sides without taking away light to any extent and giving an equal temperature throughout the house. In a wider house it would be necessary to distribute the pipes throughout.

Cultivation.

"The early type of sweet pea can be had in bloom at any season. This is brought about by timing successive sowings of seeds, and by regulating the temperature of the greenhouse afterwards. Seeds may be planted if the house is ready, directly where they are to grow. This is the best practice. If the house is not ready they may be sown in beds and transplanted or sown in pots and shifted. In sowing the seeds we use a marker 2½ inches deep and 2½ inches apart; this is made about 12 feet long so that a row can be marked off in a few minutes. One seed is dropped into every hole and the soil pressed together over the seed. It is essential, if good sweet peas are desired, that the plants should be grown the greatest length of time at as low temperature as possible until near the period when you wish the plants to bloom, when it will be necessary to increase the temperature in order to produce color and have the plants hold their buds. What seems to trouble most growers are mildew,

aphids, red spider, bud drop and method of staking.

"Mildew is brought on through improper ventilation and manipulation of the steam pipes. From observations, mildew always starts in the house where the air is dead in the two corners where the steam supply enters. The headers of the steam coils being located there, an undue amount of heat is given off at all times, unless these are thoroughly insulated. Once the mildew starts in corners, and the house gets into a wet, clammy condition, the fungus spreads over a whole house in less time than it takes to write these lines. I have never used anything for a remedy, believing that prevention was a better course than trying to cure, and have not been troubled to any extent with it.

"Aphis will appear, and unless held in check will soon ruin a crop. We have used, for many years, fumigating tobacco dust. As soon as aphis shows itself we give the house what we call a double dose, that is, two applications the same night, giving the first at dusk and the other about 10 to 11 o'clock. This keeps the smoke in the house the whole night and will kill most of the aphids. On the following night, we give a single dose, setting off at dusk. In a house 41 feet wide, we use three rows of 12-inch pie plates, placed every eight feet apart for a double dose and 16 feet apart for a single dose. We cover the bottom of the plate with one inch of tobacco dust, making the center slightly conical. In setting the dust off we use an ordinary oil can filled with wood alcohol. We light the end of the spout and squirt a few drops of the flaming liquid into the dust, which will commence to burn a very little. This makes the work of lighting off very simple and speedy. The nights selected for fumigating should be as calm as possible, with the plants fairly dry and the temperature cool. Doses should be kept up frequently in quick succession so that all those emerging from the eggs are killed before they can do much damage and breeding commences. Fumigating may be continued for a few nights in succession without injury, but if repeated too often the plants will have a sickly look which, in sweet pea language, means stop. With good air, they soon emerge from this condition and obtain a fine, healthy apearance. If a house is absolutely clean at the time picking commences, it will hardly be necessary to fumigate the rest of the crop. If this has to be resorted to, the plants should be picked very clean and given a day or two to air out before picking commences again, as blooms permeated with tobacco smoke are very offensive.

"Red spider infects plants that come in direct contact with the dry heat emanating from steam pipes. Where the plants are kept a distance of three feet from these, red spider will scarcely ever show themselves. Many growers have heating pipes suspended from columns supporting the rows. It would be an impossibility to keep such vines clean; a house just large enough to be heated from the sides reduces the chances of red spider to a minimum, as the front and back rows are three feet away from these vines and the heat from these rises upward and circulates the air in the house, just as hot water circulates in the heating system, so that the hot air is "consumed" by the air of the greenhouse before the plants are touched.

Bud Drop.

"This trouble can be brought about at will. It is caused by the atmosphere of the house being overcharged with cold moisture. Ayonone who has had experience knows the minute he enters a sweet pea house if the conditions for "bud drop" exist. The trouble is more apt to come in periods of cloudy weather. On dull days the vines, through the absence of light, and by keeping up a flowering temperature, make a tender growth. The buds are also tender, and if they are to stick the atmosphere must be sweet and buoyant. In such times the manipulation of the steam pipes and the ventilators is the only means of combating the trouble. Ventilation should be given with great

Wm. Sim, Cliftondale, Mass.

care so as to prevent too sudden changes; the ventilators should be opened a little at a time and the heating pipes gradually shut off. In cloudy periods they should be kept rather on the warm than on the cool side. I prefer a temperature of 67 degrees on bright days, and 58 to 60 degrees on dull days with a night temperature of 50 degrees to 52 degrees.

"I have never seen any bad results from the temperature dropping to 45 degrees or 46 degrees in zero weather. I think it is much better for the plants if it goes down to 46 degrees, for by keeping the temperature up to 50 degrees in zero weather means too much artificial heat, and the vines become thin and exhaust themselves. I believe the condition produced by the shutting off of steam pipes without proper attention to the ventilation is bad for the healthy growth of the plants. But the principal cause of bud drop is in the afternoon when the house is closed up to hold what is advisable of the sun's warmth. This heat is allowed to chill as the temperature drops. Enough pipes should be turned on in good season so the atmosphere will never get damp and sticky, but slowly fall to the desired temperature for the night. I have had no case of bud dropping for many years, but it keeps a man continually on the job attending to ventilation and steam pipes. Many miles are trodden each day in the month of March, especially when the sun is in and out. Along in April, when the days are long and the sun runs high, the sweet peas can be grown much cooler without having bud drop. The absence of light in mid-winter while keeping up a flowering temperature, makes the hardest time for the grower.

Tying and Staking.

"The best method of doing this is to run a wire lengthwise of the house directly over the row, 10 feet, if possible, from the ground. This should be held in place by cross wires at intervals of eight feet or 10 feet. While the plants are small, short bamboo canes, those that are practically worn out, about two feet to three feet long, are inserted every three feet in the center of the row. Commence at one end with a ball of white cotton string and run out horizontally along the sides of the row, going around the stakes and making a tie at every five or six stakes to prevent slackening. When the plants have reached the top of the stakes insert a longer and stronger stake every eight feet and tie the top to the overhead wire. A cypress stake, one inch square, is good for this purpose, or two or three long bamboo canes tied together make a very neat arrangement.

Pinching the Shoots.

"This I believe is entirely unnecessary with this type of sweet pea. The only thing I see about it is it makes the vines grow all to top, while the quality of the blooms is not increased, the amount of flowering shoots greatly diminished, giving a corresponding light crop, while what flowers are produced are so high up that it is harder to reach them, consequently the time consumed in picking is much more than if the blossoms were within easy reach. This type, if given sufficient space all over, will bloom as freely one foot from the ground as 10 feet.

Watering.

"In their early stages in the autumn the plants require considerable water, and in fine weather may be watered overhead, but as the days shorten the amount of water should also be lessened. I never use water overhead after the beginning of November. When in full crop, they require much water, and if the drainage is good, cannot be overwatered. Sheep manure is very beneficial at times, and may be applied three or four times in the season, washing it in. This may be applied at any time of their growth, but it is presumed that the grower has, in preparing the soil, added enough to carry the crop into full bloom.

Varieties to Grow.

"Since the dissemination of the Spencer type I have grown practically every variety that came along. I have done this because I have secured a great deal of personal enjoyment in seeing the new ones come into flower, but as money makers there are only a few; in fact, my salesman said to me, 'Grow only Christmas Pink.' This is a color that takes with the great masses, and if good, can always be sold in any quantity. Venus would be my second choice, being the finest formed flower of any; the color is blush pink. It is an immense cropper, producing more flowers than any variety I have grown. Mrs. Skaach would be my next selection, the color is much like Countess Spencer. White Orchid comes next, being the best white I have yet grown. There are a few more worthy of growing, such as Mrs. Chas. Zvolanek, lavender, Belgian Hero, orange; but what

the public most desires is the first named one and the next four.

Marketing.

"Boston is the market for practically all my sweet peas, the bunch required there being one containing 25 sprays with an average of three blooms to the spray. Should the number of blooms to the spray be lacking, 30 or more sprays should be used, making a uniform sized bunch. Pickers of sweet peas never count more than a few times; they get to know the size without counting. I have never made a practice of grading the blooms. A much nicer bunch can be made if a few shorter stemmed sprays are put in the front of the bunch, with the longer stems at the back. Of course, growers of sweet peas know that at a certain period of the crop the stems are longest; after this period the length of stem gradually shortens, so that a crop at its best is a grade or two better than one that is past its best."

SWEET PEAS UNDER GLASS.
At William Sim's, Cliftondale, Mass.

Poinsettia Cuttings.

There are many propagators who are successful with most of their stock, but who find the poinsettia difficult and very uncertain. One batch of cuttings after another meets with indifferent success. They wilt and do not come up again, or rot sets in and the whole bed damps off over night. A small oil boiler is connected up with pipes to get a little bottom heat, curtains are drawn along the front of the bed to keep off drafts, cuttings are taken and made with the greatest care, but while there is a good strike now and then, there is no certainty, and the problem remains unsolved.

There are several successful growers in Philadelphia, Pa., who root practically all the cuttings they put in; in fact, H. I. Faust of Merion, declares he roots about 105 out of every hundred. He potted 1,260 out of his last batch of 1,200 cuttings. He always counts his cuttings just before they are put in the sand, allowing from three to five over each hundred, so as to be sure that he will be able to pot up 100, and as he loses so few, he is always over. His stock plants are grown inside, all in six inch pots. Cuttings are taken when long enough; it does not seem to matter whether the wood is hard or soft. He says it does not make any difference whether the cut is next an eye or midway between. The leaves are not trimmed. His cutting bed is on the side of the house, facing north. The sand is fine Jersey gravel, and is used the entire season. When the cuttings are set, he gives one good watering, after that only a light spray through a fine rose to moisten the foliage, once a day in ordinary summer temperature, but in hot weather several sprayings. The first two days, if the sun is strong, he lays papers over them. There is no bottom heat. In 15 days, each cutting has a fine bunch of roots and is then potted. The outside of the glass, over the bed, has a light coat of zewentine, like whitewash. Three inches of top ventilation in the house is all that is allowed. He believes that men who have cutting troubles, coddle the stock too much. If they would just stick them in, and then treat them like anything else, the results would astonish them.

The Robert Craig Co. roots and grows poinsettias with the greatest ease. The stock plants are all in four-inch pots, grown inside. Batch after batch are taken as soon as ready at this season. 10,000 to 12,000 being in the bed all the time. The cutting bed is on the north side of an even-span house with cheesecloth covering on side of house, on the glass outside overhead, and a curtain hangs along the front to keep the sun from bed on bright days. There is a steam pipe turned on at night under the bed to supply a little bottom heat. Drafts of air are not allowed to strike the cuttings. They receive but the initial watering when put in, and light sprayings to moisten the foliage on hot days. They root in two weeks. Care must be taken in potting, not to let the roots get the least dry, as this causes the foliage to wilt and gives them quite a check. Cuttings are generally made short, so as to insure a good supply of bottom leaves. Mr. Craig has found that early in August, or even later, the cutting taken from a four-inch pot plant will still make a good three or four-inch pot plant for the Christmas trade. The plant from which the cutting is taken, then branches, and will, in the same pot, produce two or three good flowers which are in good demand from retailers for their basket work.

H. C. Woltewaite has no trouble with poinsettia cuttings, rooting them in a side bench in sand and in pans of sand. They get a good soaking at first, and again as they appear to need it. When first put in, they are covered with newspapers for a couple of days, and then the bright sun through clear glass, no shading whatever. The average is from 90 to 95 safely rooted out of a hundred.

This is the experience of three good growers, and it certainly does seem easy when you know how.

BEACON, N. Y.—Benjamin Hammond, well known manufacturer of insecticides and greenhouse paint, has been appointed to succeed himself as member of the board of education for a term of three years. The re-appointment of Mr. Hammond, who has served on school boards here for the past 28 years, was received with much favorable comment.

SWEET PEAS UNDER GLASS.
At William Sim's, Cliftondale, Mass.

THE RETAIL TRADE

Conducted by Robt. Kift, Phila., Pa.

Next Week in the Flower Shop.

While it is rather hard to keep up any degree of enthusiasm these dull August days, one does not need to go to sleep. This extreme has been known to occur, as the writer once saw a retailer in a small shop, who tilting his chair across the doorway, so he would get the air, fell fast asleep, which action did not add to the wideawake appearance of his store.

John Wanamaker, years ago, originated the August furniture sale, which was an instant success and gave this usually dull period great activity. It is now the month of the year for the sale of furniture over the entire United States. Not only is this department greatly benefited, but in all parts of the store goods are invitingly displayed to catch the eye of the increased number of visitors.

No matter how little business, or how light the demand, the shop should always look inviting. In the first place, it should be scrupulously clean; then a few nice, well-placed plants in jardinieres or pot covers on pedestals or tables. A wicker window box stand, with two or three ferns, is a good ornament and salable as well. All the store furniture, if kept dusted and rubbed up, looks new, but neglected and dusty, it appears second-hand.

Above all, keep the window and front of the store attractive. Every passer-by is a possible customer. The florist, from the decorative nature of his goods, can, and should, have his the most noticeable shop in the block. Porch plants, tubbed evergreens and gay blossomed window boxes should all find a place on the front, which, all together, will compel even those in the passing street cars to turn and have a look.

August, probably more than any other, is the preparatory month, when all the planned work of the summer, the alterations or fixing up, painting, etc., has to be hurried along and finished before the fall activities set in.

Hydrangea paniculata is now in. A large wreath of this, made solid, decorated with lavender or purple asters, and a good bow of ribbon, makes a fine window piece. While such designs may cost a dollar or two for material they are a paying investment, having good advertising value. Large, well made prepared magnolia or oak leaf wreaths, decorated in the same way, are attractive and can be used a number of times.

SUMMER BASKETS.
Small Basket of Gladioli and Rudbeckia.

There is now an opportunity to feature the Florists' Telegraph Delivery. There is no adjunct to the business that can be made more profitable than membership in this association. Nothwithstanding, however, its well-planned and smooth-running machinery, the greatest efficiency can only be obtained by the earnest co-operation of each member. Every order he works up in his own store means a clean profit of 20 per cent for himself, and the same for his correspondent. Each order creates new business, opening an avenue for flowers that did not exist before. In every way possible, this idea should be featured and kept before the patrons of the store and the general public all the time, as not one-tenth of the people know that flowers can be delivered in this way. The words, "Members of the F. T. D.," on the window is not sufficient. The emblem of the association, and other signs, should be on duty in the window or about the store all the time. Special window decorations, with tags of florists of other cities, copies of filled telegraphic orders, miniature telegraphic lines, etc., and other detail, should be made several times a year. One must be enthusiastic and believe thoroughly in this plan to get the most out of it. Simply to join and wait for the other fellow to send orders is too half-hearted to be successful.

Aster plants in pots are now in season and are good stock to carry. Sold either singly or several together in a pan or basket, they are quite showy. They are also useful to give color to a window box in which the other flowering stock is passe.

Some growers will have gloxinias in flower at this time. These are very rich-looking in their wonderful colorings, and just what particular people want.

Summer Baskets.

In the list of outdoor summer flowers, there is afforded a great variety in form and color with which to arrange many artistic and pleasing combinations. Among them are larkspurs in their various shades of blue, and those of the annuals in which zinnias, with their variations in form and size, from the miniatures up to flowers four inches in diameter, both single and double, which in their great range of colors from white to the most dazzling scarlet, afford material for very striking combinations. Gladioli are wonderful in their great variety; nothing could be more beautiful than well-opened spikes of the softly blended colors with their orchid-like flowers. Hydrangeas, in their whites, pinks and blues, are effective, working up well with other flowers. The summer cosmos, with its white and pink

SUMMER BASKETS.
Convalescent Basket—Summer Fruits and Flowers.

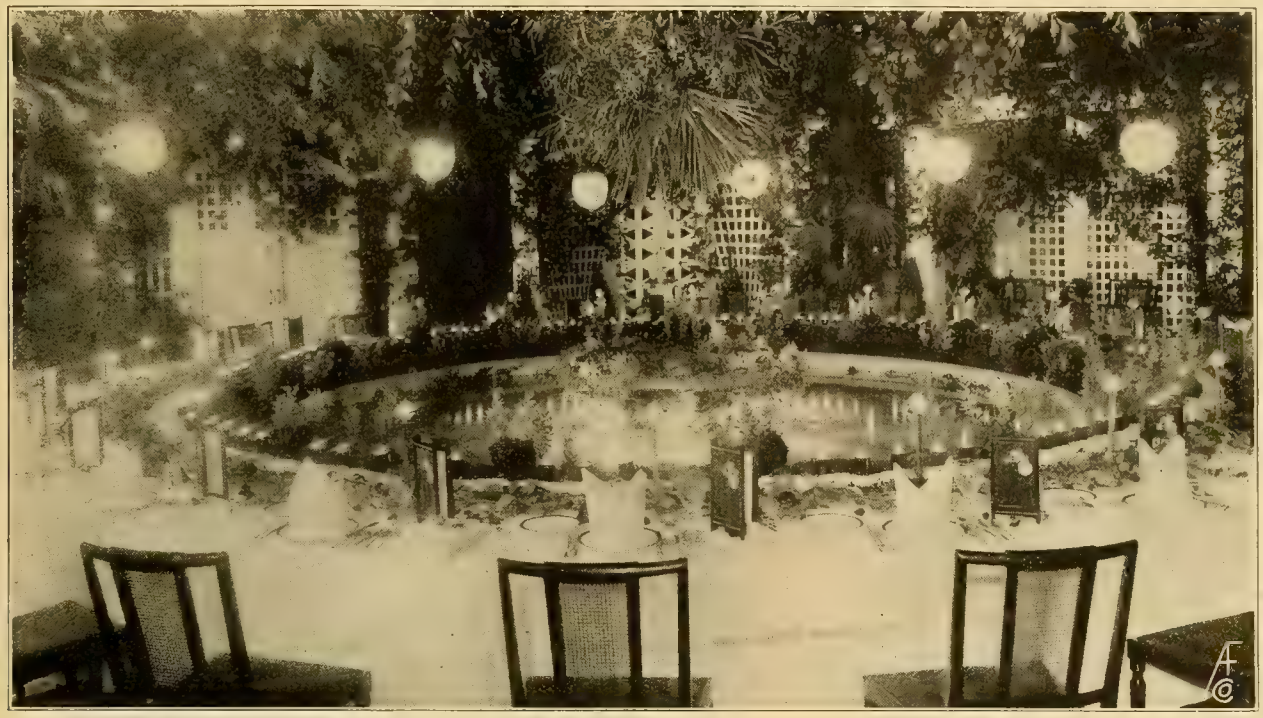

TABLE DECORATION DE LUXE BY "F. T. D." POCHELON, DETROIT, MICH.

shades, is also a great favorite. Clematis paniculata, with its lace-like sprays of snowy white and delightful fragrance, adds an air of elegance to any combination.

Rudbeckia Golden Glow has a color all its own, which is adaptable to many arrangements. The gaillardia, with its orange and red combination, the coreopsis, the cornflower and many other of the annuals, can all be used to good advantage.

There is no question but certain distinct colors, or shades of the same, when combined, look much better than others. Max Schling, of New York, an authority on such arrangements, says that no combination is so helpless but what a spray or two of white or green will bring about a pleasing harmony. Gather together a few stems of the larkspur, add some pink zinnias; this, together with a spray or two of the clematis and sprigs of the golden privet, will make a very pleasing bunch for a vase.

Many very attractive combinations can be made with the above flowers arranged in the various types of vase baskets, some slender, with high handles, others full, with lower twisted handles, or again, in long narrow box like forms, with handles at the ends.

Pink gladioli, with larkspur, look well in a rather high vase basket, as does the rudbeckia, with white gladioli. A basket of zinnias in their varied colors is a picture in itself, as is the white and pink cosmos. Sprigs of the golden and green privet work in well in almost all these arrangements. Baskets of all red, all yellow or any other self color, are striking, and look best when the basket is of a shade that blends or contrasts with the flower, as pink in a blue basket, or all light blue in a pink basket. Reds are safe in a green or brown basket, as are yellow or orange shades, which also look well in white. Gilt or silvered baskets have a finish that is pleasing with almost any color. Ribbons, the width depending on the size of the basket, give a finish that is worth much more than the additional cost.

While the summer transient trade in all stores outside the shopping districts, is never very brisk, it is still less where there is no effort made to encourgage it by inviting displays. The cost of a few baskets arranged with outside flowers is no more than if the stock was carried in original bunches, as if necessary, it can be taken from the baskets and sold or used in design work. Having them made up and displayed, with always a few samples of this classy work on hand, means many sales that otherwise would have been missed. People frequently buy things that they had no intention of purchasing, but their beauty or attractiveness suggests to their mind that this would brighten the sick room of a friend and the sale is made.

"Convalescent" baskets of flowers and selected fruits of the season, such as peaches, pears, plums, grapes, etc., are very tempting, almost certain to be admired, and for which, if displayed, quite a trade could be worked up.

Table Decoration De Luxe.

We present herewith an illustration of an unusually attractive table decoration at the annual dinner of the officers of the Dodge Motor Car Co., every detail of the artistic arrangement, acknowledged by those present as one of the most unique and unusual they had ever seen, showing the clever work of "F. T. D." Pochelon, of the L. Bemb Floral Co., Detroit, Mich.

The illustration gives only a slight idea of the real beauty and artistic effect of this decoration. The tank which was 16 feet in diameter, two feet deep, holding nearly 500 gallons of water, contained nearly 500 fish of various sizes and colors, loaned by the city aquarium, while a number of ducklings swam contentedly on its mirrored surface. An electric fountain with various colored lights, formed the center, a beautiful effect further embellished with orchids, water lilies, ferns and cyperus.

Surrounding the aquarium, was a table about three feet in width, simply, but artistically, arranged with red roses, pansies and maidenhair fern. Just inside the table, and surrounding the tank, was a minature auto drive of crushed stone, on which were midget cars and their occupants. Inside of this drive, or more properly, the embankment, a two-foot slope made of green moss contained groups of dwarf euonymus representing shrubbery. Illuminating the drive, were small Japanese lampposts at intervals of two feet, and between these were candles. In addition, four large calcium lights, hidden behind lattice-work screens covered with smilax, cast a beautiful color effect. This feature, which was carried out by the chief lighting director of a telephone company, proved a splendid adjunct to the decoration. The seating arrangement was such that every guest had a view of the aquarium.

The banquet room itself was transformed into a veritable bower of beauty. The ceiling was practically invisible, being covered with smilax, loretta vine and palm leaves. The walls were screened with lattice work embellished with the same material. Statues were loaned from the art museum and were placed to excellent advantage throughout the room as were several boxwoods. Overhead, several Japanese lanterns gave the whole a somewhat Oriental effect. Needless to say, the arrangement required considerable forethought and many days and nights of careful planning.

M. B.

Penn Awarded Gold Medal.

A gold medal, the highest award at the summer exhibition of the North Shore Horticultural Society, held at Horticultural hall, Manchester-by-the-Sea, Mass., August 6-7, was awarded to Penn, The Florist, Boston, Mass. The prize was for a dinner table decoration for eight covers. There were nine competitors. The arrangement, designed and executed by John Eisemann, artist, designer and decorator for Penn, consisted of delphiniums and Ophelia and Irish Fire Flame roses.

Card-Indexing Customers.

HOW IT'S DONE.

"I want some flowers for a birthday gift to a friend of mine," said the lady who entered the store. "Not one of your family, Mrs. Wilks?" inquired the florist. "No. There, those roses are what I want." And while he wrote the order, he remarked: "This is not the month when the birthdays come in your family, is it?" And she, to pass the time in casual conversation, replied: "No. Mine is in July, my husband's and my daughter's in November, and one of the boys' in January, and the other's in March." "Pretty well scattered through the year. And I suppose they are spread out the same way when it comes to days of the month?" "Well—no. Most of them are towards the end of the month. One is earlier, on the fifth." "Whose is that?" "That is Robert's." "All the others are late in the month?" "Yes," checking them on her fingers, "one on the twentieth—" "Your husband's?" "No. His is the twenty-fifth. My daughter's is the one on the twentieth. Henry's comes in between, on the twenty-third." "And yours still later?" "Yes. On the twenty-eighth."

The order was written. The lady made her exit, never dreaming she had done more than fill a little time with casual talk. The florist opened a drawer of his card index file. "Wilks—Wilks—here it is." (Writing.) "Mr.—November 25. Mrs.—July 28. Miss—November 20. Robert—March 5. Henry—January 23. I do not believe they will give the boys flowers, but I guess a note to the family a week before each of the other dates will bring me orders."

ODD MOMENTS BRING RETURNS.

Many a florist has added information to his memorandum book or card index in just such a way as that described time of sale. The state of the weather and the time of year are also important factors, the flowers being allowed to develop much farther in the dull months of winter. Many growers fall down in this detail, often cutting stock a day too soon in order to swell up a light shipment. Again they go to the other extreme in bright sunny weather of early spring in not cutting often enough, allowing the buds to open too far.

The soaking or curing of the buds immediately after cutting is most important. They should be placed in jars of fresh, clean water as soon as possible after being cut, and kept in a cool room free from drafts for at least from four to six hours, or preferably over night, so that the stems, foliage and flowers are full of water. They are then in a condition to ship and keep a reasonable time until placed in water again. Too often they are cut, sprinkled, and packed at once, or on the other hand, placed in jars of water that has done duty many times before.

Grading the stock into its various sizes is a great advantage in its favor when it is offered for sale. There is then no rough usage in handling or sorting by men who are often in a great hurry. All stock should be put up in bundles of 25, wrapped in a sheet of fairly stout paper that will come just above the buds but still leave them exposed, and reach almost to the bottom of the stems. Any paper house will cut the paper the desired size for the various grades which can then be stenciled or rubber-stamped with the grade and grower's number. The stock is now in a condition to handle conveniently and without bruising. Orders are quickly selected, being counted 25 at a time. They are packed in the original bundles, being more easily fastened in the boxes either by wooden strips or tape.

There has been but one objection made to this method of wrapping the stock, and that is from the buyers who at times find short grades mixed with the longer sizes. This is a matter that will soon adjust itself, however, as "honesty is the best policy," which the grower who will persist in such practices, will soon find out to his cost.

Not only roses, but much of the other stock that has to stand the rough usage of market handling, is the better for the grading and paper wrapper. Mignonette is greatly benefited as it snaps off so easily. Snapdragon is another flower that should be so protected. Heliotrope, bouvardia and forget-me-nots will keep much better when wrapped in this way. These bundles do not want to be rolled so closely as to bruise the flowers, and much of the bottom foliage can be removed to advantage; the string is to be tied outside the paper in the middle in small packages and near either end where more than one tie is necessary. When properly tied, the bundle is straight and open at both ends. Raffia is the best to tie with, when it can be had, as it does not cut the paper.

J. F. AMMANN, EDWARDSVILLE, ILL.
President Society of American Florists.

It is a question if carnations could not be better handled in this way, as so many flowers are broken off when they are being packed and taken in and out of jars in the various stages before being sold. While this method of preparation and protection of stock is becoming the practice of many in above. The conversation may have started out in quite a different way, and it may have ended in another fashion, but the casual chatter with which the salesman occupies his customer has often been made to divulge profitable leads in some such manner.

Since you find it is worth while to pass the time of day with patrons while making selections, writing orders, or waiting for change, why not get the most value possible out of the odd moments so spent? It it not necessary to question the customer closely; indeed it would be impertinent, not to say rude, to press a person for details of information when he is evidently not inclined to give it freely and easily. Tact—the first element of expert salesmanship—must be a predominating factor in handling people in this as in other dealings.

The neighborhood florist, the proprietor of a store in a residential district, can use the card index to better advantage than one in the business center of a large city. The florist in a small town or in the rural districts can employ it to great advantage. They

E. A. FETTERS, DETROIT, MICH.
Vice-President Society of American Florists.

are able to know their clientele fairly intimately, and gather bits of news and information without effort.

A YEAR AHEAD.

Often a florist who knows the effective use of personal correspondence and timely circularization, hears a bit of news and exclaims, "If I had only known that in time." Disgruntled at the opportunity that has slipped by, he puts the whole thing from his mind, never thinking that a birthday, a wedding anniversary, and days celebrated for other reasons, come again in another twlevemonth. Perhaps a year later, he hears the news, too late again, and repeats his exclamation, not realizing he did "know it in time." Perhaps it appears to him a trifling thing to jot down a memorandum and keep it for a whole year on the chance of securing an order. But such trifles constitute a successful business. Jotted down, one at a time, they mount up in the course of months and years to a surprisingly large mass of information.

Card index files, to be of greatest value, should be kept in proper form. One of the best systems for this trade consists of an index by names and an index by dates. The latter need only be a reference index to the former. In it, a card for each day in the year contains brief notations indicating which name cards are to be consulted for that day. On a dull day the florist takes out his date cards for days a week or so hence and sends out what letters and circulars he wishes. Keeping from five to 10 days ahead all the while, he can use a portion of a dull day each week to drill up a tidy amount of business by this method.

WHO DO YOU INDEX?

How extensive should a card index be? Each florist can tell best for himself what people are likely to be his customers. If he spends some time in thinking out whom he wants to reach, and why he wants to reach them, he will be able to construct for himself the basis of a card index system that will be btter than that devised for him in a fixed way by anyone else. One man who thinks that there is nothing like a card index for keeping track of people, says, "Everyone you meet is a possible customer of yours. But how can you reach him when you have something to offer?" This man includes a big field for himself when he says "everyone". But he cultivates the field to most advantage by endeavoring to ascertain just what point he can most easily get at in each person. Some women respond to suggestions that the abundance of flowers at a certain season makes table flowers inexpensive. In few houses are table flowers a regular thing. It is more often the case that madame provides them for a succession of days, or even weeks, and then lapses. The florist who has her indexed is able to renew her patronge when he sees an opportune time.

"Keeping everlastingly at it" is the prime factor in maintaining and drumming up trade, and the card index affords a guide and a stimulus to that end.

President Ammann.

J. F. Ammann, Edwardsville, Ill., the president of the Society of American Florists, began his horticultural career in 1884 in the small greenhouses conducted by J. E. Jaeger at 1805 Sidney street, St. Louis, Mo., taking his turn at half of the night firing with the other grower, in addition to all of the day work, as was the custom at that time. In 1887, he started a small range at Alhambra, Ill., consisting of three houses 50 feet long, heated by means of brick and tile flues under the benches. After several years of prosperity here, he established the present plant at Edwardsville in 1892 with 3,000 square feet of glass. After 20 years of succesful business, the present J. F. Ammann Co. was organized, several of the older employes being taken into the firm.

The principal market for the company's products is St. Louis, Mo., all surplus cut flowers having been consigned to C. A. Kuehn, the well-known wholesaler of that city, during the past 26 years. Miscellaneous stock has been grown for the retail trade during that period.

The greenhouses are now in charge of LeRoy Smith, grower and vice-president of the company, while the secretary, E. H. Klein, is manager of the uptown store. As Mr. Ammann puts it, "we have never dabbled in seedlings or hybridizing, but have always been in the market for new things to keep our establishment up-to-date, and we now have about 60,000 square feet of glass."

Mr. Ammann was born in St. Louis, Mo., May 15, 1868. He was the first president of the Illinois State Florists' Association, elected to that office at the time of its organization 12 years ago, and is at present holding the position of secretary, having ably served in that position for several years. He stands high in the opinion of his fellow citizens of Edwardsville and is prominent in the business and civic interests of the city.

Vice-President Fetters.

E. A. Fetters, the vice-president of the Society of American Florists, was born in Detroit, Mich., September 3, 1872. When quite a young boy he entered the employ of a florist who had a range in that city, and here he worked early and late, until at the age of 18 years, he went to Cleveland, O., and jointed the force of the J. M. Gasser Co. at its retail store, where his skill and industry were quickly discerned, and his advancement was rapid. He devoted much attention to decorating and design work and many original floral effects arranged by him were sent out from this establishment. After five years of service here he joined E. Smith of that city in a partnership under the name of Smith & Fetters and opened a retail store, the business being a splendid success from its inception. This establishment enjoyed great popularity and numbered among its customers some of the most wealthy people of the "Forest City". After 12 years of successful operation, failing health compelled Mr. Fetters to give up active work and seek rest and improvement in

the west where he remained for three years during which time he regained his former vigor and strength. He then returned to Detroit and opened a store on Woodward avenue. Later he acquired a store on Farmer street and built up a lucrative trade.

In 1915, he opened a large shop on Woodward avenue at Clifford street, the lease of which he sold at a great advantage in 1917, and now occupies a handsome store on Woodward avenue near Pallister street, known as his uptown establishment which has a large conservatory in connection, in addition to his attractive downtown store located on East Adams street.

Mr. Fetters is a man of most genial manner and is very popular with all. He has served as president of the Detroit Florists' Club for two years, is a member of the Board of Commerce, Rotary Club, Detroit Athletic Club and several fraternal societies.

JOHN YOUNG, NEW YORK.
Secretary Society of American Florists.

PLANT NOTES.

Fall Propagating.

There are many of the plants used for bedding purposes that are better propagated in the fall, for cuttings are more readily obtained, root easily and allow time for the growing of good stock. Ivy geraniums, to have fine plants in the spring, are much better propagated at that time. Vincas for the spring sales propagated in September make fine plants by the first of May. The long shoots can be cut up to two eyes each and they will root in three or four weeks, then potted in 2½-inch pots and kept cool until February, when they should be potted into 4-inch pots and grown along the sides of the beds or benches. Abutilons should be handled in a similar manner. The tender tips should be used for the cuttings, and these should be kept well watered and shaded until roots are formed, when they can be potted and kept cool until towards spring. The pelargoniums that were cut back and dried off in August should now be made into cuttings and should be taken and placed in the cutting bench. There are also many plants that the stock should be looked out for at this time and a few plants lifted and housed before frost. Many growers prefer to raise their salvias from cuttings and in this case a few plants can be potted and grown on. Any extra good double petunias should be lifted. Pyrethrum or feverfew, coleus and the other soft wooded plants should be selected and potted that they may become established before cool weather.

Pansies.

The pansies for early spring trade should be placed in the frames that they may become established before freezing weather commences. Make the soil good and rich. It is the plants with large flowers in the spring that find the quick sales and these cannot be obtained in poor soil. Set the plants about five inches apart and water well after planting. Keep those of a kind together and plant all the mixed lots adjoining. There is more time wasted in the retail selling of pansies than any other flower, traveling back and forth over a mixed bed trying to pick out a nice assortment. This is especially so with some customers, and in setting out the plants try to prevent this as much as possible. When freezing weather comes cover the frames with sashes which will prevent the snow from lying too heavily upon the plants and also much freezing and thawing. If frozen for months and covered with sash no harm will be done, but if a warm spell should come on, the sashes should be raised to allow ventilation.

Roman Hyacinths.

The first bulbs to arrive will be the Roman hyacinths, and everything should be in readiness to properly care for them as soon as received. When the cases arrive the bulbs should be placed in a cool, dry place; if packed in bags they should be spread out either in flats or shallow boxes and placed where they will neither be too moist nor yet in too dry and warm a location. While it is too early to plant for the winter blooming, still a succession of plantings may be made every week until cool weather, when the balance can be planted up. Almost any soil will grow bulbs successfully but fine results are obtained with soil that has been thrown out from the carnation or rose benches and has lain out over winter to allow it to sweeten a little. When a fall pot plant is wanted a few of the hyacinth bulbs can be planted in bulb pots, but in growing for cut flowers flats are to be preferred for they are much more economically handled and do not require as much care. In planting the bulbs cover the bottom of the flats with about an inch of soil, placing the bulbs on this quite closely together, yet not touching, as can be done with other bulbs. The flat should then be filled with soil, which should be packed between the bulbs with the ends of the fingers. They should then be given a good watering, enough to wet the soil all the way through and settle it around the bulb. The flats should be placed outside and covered to a depth of about three inches with sand or coal ashes or something that will lie close enough to prevent drying out. A label should be placed at the end with the date of planting, so that the several plantings will be kept separate and can be readily moved into the houses. In four to six weeks they should be well enough rooted to bring them into the house, where they can be placed under a bench until they begin to throw up their flowering spikes.

Cyclamens.

In order to have nice large plants of cyclamens for another year, now is the time to sow the seed. This can be deferred until later and the seed planted at any time until the first of the year, yet it is much better to start them early and obtain a nice well-foliaged plant full of bloom in a 6-inch or 7-inch pot than a smaller plant with but a few blooms and flowers, which is sure to be the result with the later grown seed.

J. J. HESS, OMAHA, NEB.
Treasurer Society of American Florists.

Soak the seed for about 24 hours in tepid water and place the receptacle in a warm place, and plant in flats about one-half to three-quarters of an inch apart and there will be need for but little further labor until later in the winter. Be sure and have a light porous soil with a good proportion of leaf mold. The plants that are to be in bloom for Christmas should now be making good growth and be in the blooming pots. Any buds that show up at this time should be removed. Give the plants plenty of room and leave them from now on in full sunlight and in a cool, well-ventilated house. A sharp lookout for aphis must be kept up and regular fumigation continued. The plants for late winter and spring blooming can be kept out in the frames as long as safe from frost and then placed in cool quarters until time to give them more heat, which will depend upon the time they are wanted in bloom.

Paper White Narcissi.

The Paper White narcissi are now being received and as soon as delivered should be unpacked and spread out in flats, or on shelves in a cool, dry place. If they remain in the original cases, they are apt to become moist or heated when packed closely. They should be handled carefully and not thrown around so that they become bruised or the outer covering torn off. This covering is a great protection for the bulb, preventing it from drying. Plan how the bulbs are to be flowered, that is, how many are to be brought forward each week, and start at once to box up the first lot and then continue the plantings at the desired intervals. The flats or boxes should be prepared at once, not only for these but for the other bulbs. It is the general custom to use any old box that can be obtained, and they are, therefore, of different sizes and different depths. They do not pack closely when placed outside, neither do they seem to fit on the bench in an economical manner. Our experience has been, rather than to buy a mixed lot of boxes of different sizes, it is better and cheaper to purchase stock at the lumber mill and saw it into the proper length. Get one-half inch stock, three inches wide, for the sides and bottom and one-inch stock the same width for the ends. Saw the ends 12 inches long and the sides 24 inches. This will make a flat 13x24 inches by using four pieces for the bottom, and will allow proper drainage. A flat of these dimensions will hold about 50 Paper White narcissi or 60 to 70 tulips, and will cost but little more than the price of the box and can be made with much less labor, and when the boxes are all of one size they can be placed upon the benches with much saving of room. As soon as the bulbs are planted in the flats they should be placed in a dark, cool place and covered with soil or ashes until rooted, when they can be brought into the houses. The early planted bulbs will require good heat to bloom them successfully, much warmer temperature than the later planted bulbs.

Sweet Peas.

The early sown sweet peas will soon need some support and the plan most generally adopted by growers with peas inside is to pass strings around the plants fastened to stakes at each end of the row. If the rows are lengthwise of the bench stakes to which the strings may be fastened will have to be arranged about every 10 feet. As soon as the plants have attained a height of six inches the first string should be tied on and strings should be added every six to eight inches as the plants grow taller. The plants must be kept growing straight throughout their culture, so they must have strings quite close together for their twining arms to catch upon, and if when the plants are in bloom they are not kept tied up a large number of the flowers will have crooked stems. Care must be taken with the watering and until the plants show active growth they should receive but little water, being kept on the dry side. If allowed to be too wet, stem rot will result and the plant will die. If sweet peas are to follow the early chrysanthemums the seed can now be sown. Three or four seeds in a 4-inch pot will be right for this time, for they will have to grow in the pots about six weeks, the middle of November being about as early as the chrysanthemums can be cleaned out and the beds made ready. Careful watering will be the watchword for the young seeds and do not thin out too early. Wait until the plants are in good growing condition, when they can be thinned out to one plant in a pot.

Violets.

The single violets should be planted in the houses now as soon as the beds are ready. In lifting the plants in the field try to get a good ball of earth with the roots and avoid as much as possible the roots becoming dry. These roots are very soft and succulent and if they become too dry new roots will have to form and it will take some time for the plants to become established in their new quarters. The better way is not to try to handle too many plants at a time, but to lift a few and plant them out at once. When the plants are lifted all the runners should be removed and the plants as soon as set should be well watered. They should then be shaded during the warm days, the length of time necessarily depending upon how quickly they will take hold in the new soil. Give the plants all the air possible but avoid draughts if possible until they begin to show growth.

Anemones and Ranunculus.

The grower desirous of having something out of the ordinary in early spring should grow a few anemones and ranunculus. The bulbs are inexpensive and will help to increase the variety at a time when the flower users are looking for something that they have not seen all winter. No doubt failure in starting these bulbs has caused many growers to give up the attempt of their culture, but if once understood they are as easily grown

Mrs. H. G. Berning, St. Louis, Mo.
Secretary Ladies' Society of American Florists.

Mrs. J. A. Peterson, Cincinnati, O.
President Ladies' Society of American Florists.

Miss Bertha Meinhardt, St. Louis, Mo.
Treasurer Ladies' Society of American Florists.

as any other of the bulbous flowers. The bulbs should be planted in flats close together and covered with about half an inch of soil and then placed under a bench in a cool house. Under no circumstances water the soil or place them where water will drip upon them, for if they become wet they will surely rot. Place papers over the flats to prevent evaporation and in about three weeks the bulbs will throw out roots and the tops start. They can then be placed in pans or in the benches and grown as any other bulbs are handled.

Aster Disease.

When we mention the aster disease, those who have suffered by it, know exactly what we mean. Those who have not are lucky, to say the least. We will describe it by mentioning the symptoms. The first indication is a slight crookedness of the plants at about the time when transplanting is made in permanent beds. It appears as on one side, the leaves being defective—crippled. Soon these leaves show a yellow color, and presently the plant droops and wilts. An examination shows the bark of the plant to be black in parts, generally lengthways, but in due time this blackness encircles the stem and death results.

Our observations have not been sufficient to form a fairly complete survey. We have suffered some bad losses, and again we have escaped entirely. We also notice that when we have trouble, others have also. Two years ago, everybody had it, and some lost every plant. The disease generally starts in damp, warm, close weather and progresses rapidly. We have had it indoors and outdoors. Varieties differ in resistance: some are almost immune. We are almost tempted to believe it is sent to us adhering to the seed. We shall try to sterilize these another year. This year, we had tried Bordeaux spraying from the beginning—spraying the seedlings and plants every week from the time they were up. At present, we have some trace of trouble, but very little so far, and we are of the opinion that without spraying we would have lost every plant. This spraying must be heavy, in fact, we should linger long enough on each plant to make the liquid run down the leaves and fill the leaf-joints—as here is where the infection starts. We think it also advisable to remove every diseased plant and destroy it at once. We shall also try and produce our own seed from resistant plants.

Under glass, plants do not seed without artificial pollination, but outside we have never had trouble in getting a good set of seeds. Years ago, we used to worry about the black aster beatles. Next came the tarnished plant bug, a serious pest to be sure, but now in this disease, we have a genuine "flu", one that threatens the aster business, at least in this vicinity—Ohio.

MARKETMAN.

Mrs. W. A. Kennedy, Milwaukee, Wis.
Vice-Pres. Ladies' Society of American Florists.

PIQUA, O.—Robert E. Artman, formerly of Portland, Ind., has purchased the J. J. Guenthner range here, which will be conducted under the name of the Artman Floral Co.

THE CARNATION.

Summer Treatment of Field Plants.

The time remaining between now and when the field plants are transferred to the greenhouse, is a very important period of their growth, especially in sections of the country where the weather is hot and the ground has become very dry. To meet a situation like the foregoing, frequent and continued use of the cultivator should be resorted to. If the land has been properly cared for up to this date, the fine-toothed cultivator is the best to use from now on. There is no more important part of the work in caring for the plants while they are in the field, than that of cultivating or keeping the surface soil open, and it should be borne in mind that this is the main object of the use the cultivator is intended for, rather than that of checking the weeds. The weather has been very favorable for clearing out the weeds, so that the lack of sufficient help or neglect are the only excuses that can be offered for the land not being clean and in good shape.

From the last week of this month, throughout August, is the time when most of the carnation plants are lifted for benching, and it is also the time, while still remaining in the field, that the plants make their best growth, provided they are given reasonably good care. As with everything else, there is the right and wrong way of using the cultivator. Earlier in the season, before the plants had made a great deal of growth, it was all right to cultivate deep, but now it would be a mistake, because the principal purpose of the cultivating from now on is to create a fine surface mulch to retain the moisture and protect the roots. A study of the root action of the plants helps a lot in forming a good idea of the proper way of cultivating. The roots will be found to extend through the soil to about the same distance as the height of the plant. Those plants that have been allowed to run up to a few long shoots before being topped back, will have roots of the same proportions, while short, sturdy

M. Bloy.
Vice-President Detroit Florists' Club.

J. F. Sullivan.
President Detroit Florists' Club.

Henry C. Forster.
Secretary Detroit Florists' Club.

plants, to which careful attention has been paid as regards topping, will have shorter and more fibrous roots. Care must be taken not to disturb these roots or to throw up the soil around the plants to form a ridge, or in any way cause a hilling up of the soil around the plants. After the cultivator has been over the soil between the rows, it is a good plan to use a hoe to loosen up the surface soil between the plants so as to make it conform to the same evenness as where the cultivator has been.

TOPPING.

As before mentioned, this is the time for the best growth of the plants, and it will be necessary to go over them at least once a week to pinch out the tops of the growth before they lengthen out too much. They cannot all be taken care of at the same time, owing to some of the shoots not being far enough advanced to be attended to properly, and every few days will find some shoots that need attention. Plants intended for benching, and which are expected to produce a steady crop of flowers throughout the winter season, should not be allowed to advance far enough to bud up and flower at this time; if they do, it will curtail their productiveness later on. If carnation flowers are wanted from the plants in the field, only the surplus plants that are not needed for benching should be allowed to bloom, and they ought to have been planted in a space by themselves.

PREPARATION IN THE HOUSES.

While the benching of the plants is a big job for the carnation grower, the work can be done much easier when the preparations are carried out in a systematic manner beforehand. The emptying of the benches, cleaning out of the houses, and any repairing needed to be done, should be pushed forward without delay, and in doing this work, be sure to make a thorough job of it so that there will be no excuse for any trouble that may come up later on by careless preparation. A mud shading can be thrown on the glass, so that even though the heat be excessive, the work can be done with a reasonable degree of comfort. Do not spare the limewash. After all the repairing of the benches has been done, give the inside boards a liberal application of lime wash, also the wood or cement sides and ends of the houses. Another thing that pays to look out for, is to see that the wire rings are properly taken care of when taken from the old plants, also that the length wires are adjusted at the end of the benches, so that when needed again, they will be easy to get at.

J. K. Stock.
Treasurer Detroit Florists' Club.

PREPARING THE SOIL.

A good soil is a very essential part of the culture of carnations, for without this as a foundation for the plants, it is impossible for them to produce the best results. The materials that form the principal parts of making up a good soil for growing carnations are a live, loamy soil and well-rotted stable manure. The term well-rotted, means that the manure should have been removed from the barns and stacked outside long enough for its fresh green state to have left it, but not long enough for it to have dried out or burned to powder. The manure should be used in proportion of one part manure to three parts of soil, thoroughly mixed together. The best soil to use is the rotted turf or sod from a cattle pasture. Most of the leading carnation growers prepare their soil or compost the season before it is to be used, which is the best method. Others plough up a strip of sod land in early spring, then when the grass has dried out of it, add the manure, while others do the mixing at time of bringing the soil into the houses and equally good results are obtained from each method. It depends greatly on the thought and care that the man in charge of the work puts into it. An experienced grower who has handled carnations for any length of time, can easily tell by the texture of the soil whether it is suited to the carnation plants.

The next question that comes to the writer's mind, is one that is so often asked, especially by the new beginner in the growing of carnations, and that is whether it is a good plan to put a layer of manure on the bottom of the benches before putting in the soil, and to answer the question, I will say, Yes—if the manure is well rotted. I have followed the plan for several years, and have obtained good results from it, finding that when the roots get down to the manure, the plants have arrived at the stage when they are greatly benefited. Be sure that the compost is broken up well before being put into the benches; it is not necessary that it be pulverized, but the coarse lumps should be well broken up. Fill up the benches even full, without pressing down; it will then settle down to the right depth, and if the soil is very dry, it is best to give it a watering, allowing it to stand over a day before putting in the plants.

C. W. JOHNSON.

MILWAUKEE, WIS.—W. A. Kennedy, of the C. C. Pollworth Co., and wife, expect to join the Detroit convention delegation from this city.

TORONTO, ONT.—The chrysanthemum and horticultural show, an annual event previous to the war, will be revived this year, the date being November 11-15. The exhibition will be managed by E. T. Reed, and the gardeners' and florists' association is giving active support.

THE ROSE.

Pruning.

Perhaps there is more pruning done during August than any other month in the year, as plants that are pruned then are the ones that usually produce the Christmas blooms, and, as a rule, the August pruned stocks are not allowed to produce a cut until the holidays. By pinching each growth until the operation is timed for the holidays, strong, sturdy stems with heavy buds are the results. Still there are times when the plants make a wonderfully strong start and some late fall flowers are cut. Or, perhaps a house is brought in about December 1, so as to come in again the latter part of Feburary, when there is always a good demand for good stock. Of course, the grower can better determine these details of the cropping according to his local demand, etc., but the pruning must be done not later than August 20, for best results on most of the commercial varieties.

To begin with, the plants in the solid borders should have been ripened up gradually as suggested in a previous article. The solid borders can be dried for about a month before pruning. We will assume that this has been done, and will now give the directions as best we can for the pruning, etc. First, place a man on each side of the bed, (any one can do the first part of the work,) to cut each and every tie on the plants, to be followed by the pruners The pruning should be done by someone skilled in the art, as good judgment is required here. We usually cut out all the old, hard, dried-up looking growths and leave only the firm good active looking wood, and then prune to about two eyes, sometimes three on the current season's growth, following cut each cane carefully and leaving the eyes to the outside as much as possible, The pruners should be followed by the men who do the tieing, as the plants should be tied at once close to the stakes before any growth starts, otherwise the work will go along much slower, and any number of young growths may be broken off if the tieing is left until the growth starts. Remove all the brush from the beds, but let the old mulch remain until later. We suggest letting the plants start without watering, but they should be syringed every day in the meantime, or just before the plants break, the old mulch can be removed and an inch or so of the top of the soil removed. We usually do this with small garden hoes. This is not absolutelly necessary if one has the plants low down in the borders, and it is merely done from year to year to make room for the many mulchings the plants will require through the season. Be sure to leave the beds perfectly level after they are scraped with the hoes. Some prefer to hoe the beds, but we have found that it disturbs the roots too much, so we simply scrape off what soil we want removed as described above. We still hold back water until the first growth is several inches long, and then we increase the amount gradually until this growth is pinched and ripened. Then we apply to every 400 square feet of surface about 50 pounds of good ground bone (button bone preferred.) A cheap grade of bone meal is better off in the bags as it is false economy to use any thing but high grade material. The bone should be put on evenly and watered in so that there is very little of it noticable on the surface of the beds. Some prefer to apply the bone and a mulch at the same time, but we think better results are obtained by applying the mulch after the first growth is ripened and breaking again into new growth. Then we apply a fairly good mulch of good cow manure, about an inch in depth, washing it in with the hose. At this stage of the work, the plants are usually advanced far enough along to take the average amount of water, care being taken to water rather sparingly during a cloudy spell of weather, as the roots, of course, are not far enough advanced to take care of the plants if overwatered.

We prefer to remove the buds by pinching them as soon as they are unfolded, going back to a good firm eye, even if this takes us back on the growth to the two or three first eyes.

Strong wood and breaks are required to produce good blooms, and this can never be accomplished by merely snipping out the bud alone. The above suggestions we have followed to the letter for years, with excellent results. If the foliage should start out with poor color, streaky and weak, it is often caused by overwatering before any root action has taken place. That is why we advocate starting the plants off in dry beds, as they usually break in good color and seldom burn on hot days.

If the foliage has a tendency to wilt, spray overhead frequently, but slow up on the watering as more foliage is burned by having the plants too wet at the root, than too dry, especially at the starting period.

The pruning on the carried over stocks on raised benches is of course done the same way. The only difference, as stated in our last article, is the removal of at least half of the old soil, and replacing it with equal parts of good, fresh soil and cow manure, to which has been added a liberal amount of bone meal. The young stock should now be nearing the stage where a few flowers can be allowed to come here and there on the strongest plants.

Look at the plants that you think should be allowed to bloom, and if the flower or flowers can be removed, and be hardly missed from the plants, then cut them: if not pinch them again, and in this way increase the size of the

SWEET PEAS UNDER GLASS.
At William Sim's, Cliftondale, Mass.

INTENSIVE USE OF GREENHOUSE SPACE.
Showing House 40x200 Feet.

IBERIS SEMPERVIRENS.

plant. Keep all the smallest plants pinched until they overtake the ones in size that have produced a few flowers. In this way, the plants are evened up, and each and every plant will work together later on.

Premier, at this writing, is coming along nicely, although two weeks of dark, rainy weather greatly set back everything indoors and out of doors the first of July, but they are now up and going again, and for Premier and Columba, we predict a future.

Columbia has had a good tryout, and has made good in many places but there is much to learn about any new variety before one gets to doing them right and we are sure that both of the above roses are going to produce some really wonderful blooms later on, when they have reached their level.

Premier, (perhaps owing to the Russell blood), will be a rather bad actor at times, as it also spots easily, and has a tendency to mildew, two faults that have been easily overcome in many other varieties, with the exception of Russell, (in our case,) which we found we could not make an all-the-year rose out of. We lay no blame to Russell, however, for many others are doing it fine. Yet we are inclined to think that Premier, when it gets going, is going to crowd Mrs. Russell for first place in that class of roses. It is very similar in color, looks like a good stemmer, with the petalage and very much better foliage and a better habit, not mentioning the fact that it is one of the most fragrant roses in commerce.

It surely looks like a winner at this stage, and we trust that our faith in these two varieties and our predictions may come true, as there is room for a really good pink rose at any time, especially one that is large and full, and one that can be depended on every month in the year, for the grower likes to have something that will at least keep down expenses during the summer, and good pinks until Russell came along were rather scarce at this season. Shawyer has been an excellent summer rose also, with us, and is, we think, one of the finest roses in commerce to those who can grow it.

Intensive Use of Greenhouse Space.

H. I. Faust, Merion, Pa., several years ago, replaced several small and old houses, with one, 40x200 feet, King construction. This, he discovered, was by far the most intensive use he could make of the ground. He has since been experimenting, and finds that the high overhead space necessary in such a wide structure is available for bringing on and finishing his six to eight-inch Teddy, Jr. and Scottii ferns, which stock is one of his specialties.

This aerial space is sufficient to provide for 1,200 plants. The rows on either side near the eaves are hung on hooks, screwed into the sash bars. The others are suspended from the iron frame foundations of the house or hung from pipes laid on these cross pipe supports.

The plants in place, as seen in the accompanying illustration, are well up out of the way, where with plenty of room and light all around, they develop into splendidly finished stock. A recent sale has taken several hundred out of the center, which will soon be replaced. Mr. Faust does not believe that those on the tables are interferred with in the least, as while, of course, the roof plants throw some shade, there appears to be sufficient light for those coming on below.

Poinsettias are a specialty here, young plants being raised by the thousand for the trade, and grown on later for the Christmas demand. They appear to root here as freely as geraniums. Cyclamens are his most important winter crop. These are now in 2½ to 3 and 4-inch pots, strong stock which will soon get a shift. A new house just finished, is built to grow on his six and eight-inch stock. The sides are continuous sash 36 inches by six feet, hinged to admit of all possible side ventilation. A new house, 30x200 feet, is in course of erection, which will give much needed room for a large block of Christmas peppers and other plant novelties for the holidays.

Candytuft.

One of the best of the white flowers for cutting is the candytuft. The hardy perennial, Iberis sempervirens, flowers outdoors in the border early in May and into June. It makes stems 10 to 12 inches in length, with good heads of bloom of purest white, valuable for design work. The annual candytufts flower the latter part of April. Seed for these is sown in the autumn. The giant flowered Empress is one of the best of the white varieties, producing large heads of bloom on long stems. A lavender colored variety is also good stock. Successive sowings will produce a continuous crop of flowers during the entire season. The accompanying illustration is a section of a bed growing in a rock garden, showing its hardiness in an exposed position.

PENNINGTON, N. J.—The Howe-Underhill Co., florists and nurserymen, has been incorporated with a capital stock of $150,000.

BINGHAMTON N. Y.—The Flower Shop, will be opened in this city in the near future at 68 Chenango street, under the management of Stanley G. Barnes, formerly of Pittsfield, Mass.

BOSTON, MASS.—An excellent exhibition of gladioli, phlox, vegetables and fruits was held in Horticultural hall, August 9-10, under the auspices of the Massachusetts Horticultural Society.

CHRYSANTHEMUMS

August Care of the Plants.

The principal feature in connection with the growing of chrysanthemums during the month of August, is to give the necessary parts of the work your closest attention. There is not a time during the plant's season of growth when this is as important as at the present. The weather is now very severe on the plants under glass, and unless the watering and syringing is attended to properly, it will take but a very short while before the plants will commence to suffer badly. They are growing vigorously, and with the soil filled with roots, they need an abundance of water as well as liberal syringings. It is not good for the plants for the soil to be continuously wet; the better way is to water well when necessary, then allow the beds to dry out to a reasonable degree before watering again. When the foliage has that deep green color, with a greyish caste on the newest growth, you may be sure that the plants are being watered properly, and that the root action is in the best of condition, but when the young foliage at the top of the plants commences to have a yellow tinge and wilts easily from the sun, it is a sure sign that the plants have had too much water, causing the roots to back up and not work freely. The best thing to do when the plants get in this condition, is to water less, and in extreme cases, a light dressing of air-slacked lime, scattered over the surface of the soil and watered in, will freshen things up and help the plants regain their healthy color.

MULCHING.

If the beds have not been mulched, the plants will be greatly benefited by having a thin layer of partially rotted manure spread over the surface of the soil at this time. The purpose of the mulch is to protect the roots from the scorching rays of the sun and give needed nourishment to the plants. The early planted stock and such varieties as are now hardening up their wood, are particularly in need of this mulch to encourage them in their vigorous growth. Do not make the mistake of using a very fresh manure as a mulch to throw off ammonia gases which will destroy the lower leaves of the plants and cause a forced growth. Also, do not make another serious mistake of applying a very wet mulch, spreading it over the bed in the form of a mud plaster to crust up and exclude the air from penetrating the soil, but allow the material to lay loose. The roots will quickly work into it and bind it together. If good rotted manure cannot be had and fresher material has to be used, add about one-half light loamy soil with it.

LIQUID MANURE.

Some of the early varieties are now beginning to form their buds, and after they are well set, it will be a great benefit to the plants to water them with liquid manure about once a week. Cow manure makes the best liquid manure for chrysanthemums. The grower who is fortunate enough to have a manure tank to supply the liquid through the watering system, can easily arrange for the mixture, but those who have to use a barrel to make up the liquid in, should first see that the barrel is well cleaned and burned out so that there will not be any substance left to cause trouble. One of the handiest articles that a grower can have on the place is a Kinney pump, which can be attached to the water faucet and the liquid manure drawn from the barrel and applied through the hose to the plants. The quantity of fresh cow manure to a 50-gallon barrel of water, when using one of these pumps, should be about two bushels, and when the liquid is applied direct from the barrel to the soil with a watering can, cut the quantity of manure in half. Put the manure into the barrel, fill with water, and allow it to stand 24 hours before using. The plants derive the most benefit when the liquid is applied on a bright day, but under no consideration should it be done while the soil in the benches is very dry. When such is the case, water first with clear water, then after five or six hours, apply the liquid manure.

SUPPORTING THE PLANTS.

It is hardly necessary to remind anyone who is growing single stem bench chrysanthemums of the importance of giving the plants the support that is necessary for them to make their best growth. Yet, we often see benches of plants that are not supported in any systematic way and are almost allowed to get along without any supports to their growth, which is a very poor policy, and only results in inferior stock. The first putting on of the strings or stakes and attaching the stems is the hardest part of the work. After that, a man can take care of a large number of plants, if allowed to attend to the tying regularly. The pompons, single and anemone varieties have now arrived at the stage when they also will need to be supported. Most of these plants are being grown with several shoots in bush form to make sprays of flowers. They are harder to take care of in the way of tying up and supporting than the single stem plants, but there is a good demand for fine sprays of pompons, and it pays to take pains with them and there is no better way of supporting

WISTARIA AT JOHN WANAMAKER'S, JENKINTOWN, PA.

AZALEA INDICA ALBA FOR THE LAWN.

these plants than the upright string method with the branches drawn up to the string by loose ties. One tying for each branch will do for many of the dwarf growing varieties, and if the job is done well, at the first tying, the taller varieties will need very little extra tying up.

SPRAYING WITH INSECTICIDES.

This part of the care of the plants is of particular importance at this time. The tops of the plants are getting set to form the buds, causing a closer growth, which is just the place for the aphis and other insects to settle in, and unless the spraying is kept up regularly, the pests will get the upperhand and cripple lots of the growth. The plants should not be left longer than one week without being gone over once. The wide open ventilators and door is one of the reasons for lots of the insects getting into the greenhouse, and to keep a check on them, it is necessary to use the sprayer continuously.

CARE OF THE POT PLANTS.

The plants being grown in pots in bush form, whether for exhibition or retail sales, need the closest attention from now on. They require lots of water, and should never be allowed to suffer for it Care should also be taken to see that they are properly syringed. Some varieties more than others become infested with red spider, but all of them need a good syringing of the underneath parts of their foliage to keep them thoroughly clean. It is also very important that the plants be staked up and the branches properly supported. All topping of the shoots should now be stopped. This will cause the branches to become heavier, and unless they are well supported, a number of them will get broken. Bush plants that are being grown outdoors or in a greenhouse bench with the intention of lifting them in a week or two should also receive the closest attention. It is none too soon to lift and pot the earliest varieties. Pay particular attention to seeing that there is plenty of drainage in the pots, and do not over pot. Water well at potting and moderately afterwards until the plants become thoroughly established again. Stand in a partially shaded place and syringe two or three times a day until the roots have become well started. These plants need to receive the same attention as regards tying and keeping clean of insects as do the other chrysanthemums, and after they have become well established again, they are greatly benefited by occasional waterings of liquid cow manure.

TAKING THE BUDS.

In looking over our benches of plants, I find some of the early varieties forming their buds, and the Early Rose and Early Frost are about ready for taking. By the time this article gets into print, there will be some of the other varieties that can be taken, and from August 20 on, the buds can be taken with safety on any of the varieties as they appear; that is, if the plants have had the proper care as regards pinching out the side shoots, etc., but it is useless to take a bud when the side shoots have been allowed to become four to five inches long. Only a few of the buds will be ready for taking at the start, but when the plants have been well cared for, they will come along in right order and should be taken as they appear.

J. W. JOHNSON.

INDIANAPOLIS, IND.—Hartje & Elder have purchased the business of the late L. T. Hitz and will continue same.

SPRINGFIELD, ILL.—J. Phelps, the veteran florist of this city who was seriously injured as the result of being struck by an automobile several weeks ago, is recovering and will leave the hospital in the near future.

Azalea Indica Alba.

The azalea is almost certain to attract the attention of growers of hard wooded plants, who, it appears, will be compelled by the rulings of the federal horticultural board to raise a family of azaleas, which shall be wholly American. It is an established fact that azaleas will grow in this climate, some parts of the country no doubt being better, climatically, than others. The accompanying illustration is from a photograph of a bed or bank of Azalea indica alba, in the beautiful grounds of John Wanamaker, Jenkintown, Pa. Superintendent John Dodds states that these plants withstood the severe winter of 1917-18 without protection, and receive no more care than rhododendrons. It would appear that such stock, planted in nursery rows, with only the protection of wind breaks, could be grown successfully and would, in its various sizes, find a good market for forcing plants for Easter. Large, well flowered white azaleas are unexcelled for Easter decorations in churches, and later for the important weddings that usually follow.

A close examination of the illustration will show the plants to be as thickly set with buds as are usually seen on the best imported. A tree wistaria on another part of the lawn, thickly covered with its light blue pendant and graceful panicles, was an object of great beauty

ROCHESTER, N. Y.—The Rosery Flower Shop has closed for the summer season.

CLEVELAND, O.—The Smith & Fetters Co. has arranged for new quarters at 930 Prospect avenue.

VANCOUVER, B. C.—J. G. Speller & Co. will build a new range with hot water heating system at 2,600 Larson road.

FLORISTS' PALMS.

Overcoming the Labor Shortage.

In these times of labor scarcity in the florist trade, it is indeed a fortunate grower who is able to keep his work up to the pre-war standard, for in most establishments, it has been a continual struggle to perform the regular work with a 50 per cent force, and the situation does not improve very rapidly up to the present time. This condition acts as a handicap to those interested in the growing of palms, for during the midsummer season, there is much work that requires immediate attention in order to take advantage of the best growing weather for this class of stock, the warm days and humid nights combining to encourage rapid growth. No time should then be lost in getting the palms repotted, cleaned, spaced out sufficiently to insure shapely growth, and then properly cared for in the regular routine.

The action of Plant Quaratine No. 37 has, no doubt, encouraged larger importations from Europe this spring than have been made for some years past, even though the expense of such importation has been very high, but in the present conditions that are found in the trade outlook, it would seem that both home-grown and imported stock will find a ready market, provided that the stock is presented in good condition. Prices will rule higher than in former years, and with the increased expense attached to every part of our business, this is a matter to be expected.

Such being the situation, it is the part of wisdom to make such preparation as we may with the stock at hand, and one of the first things demanding attention is the cleaning of any plants that are affected with insects, for the various scales and thrips that attack palms, propagate with the utmost rapidity in hot weather. With a small stock to handle, it is not an impossibility to sponge the plants thoroughly, then give them a dip, and thus make a reasonably clean job of the lot, but where one grows in wholesale quantities, the sponging is liable to be forgotten, and spraying and dipping, and in some cases fumigating, are the methods that find the most followers. The vaporizing of nicotine is a valuable method of control during the winter months, but there are few places equipped with a special steam system for doing such work in the summer, and consequently, spraying and dipping are the most practical methods for the majority.

The chief materials in use for this purpose are solutions of whale oil soap and nicotine, these ingredients being used in varying proportions, according to the species and condition of the plants that are being treated. A safe solution for most plants is in the proportion of ¾ ounce of the soap and one teaspoonful of 40 per cent nicotine to one gallon of water, but some plants, and also some insects, will stand more drastic treatment than this, so the grower must be guided to some extent by experience.

It is not easy to lay down hard and fast rules for various operations that come before the plant grower for consideration, and this question of dipping is one that requires some exercise of judgment, remembering that it is wiser to give two or three applications of moderate strength than one that is just a little too strong.

Repotting is the second important matter for the grower to consider, and as a general rule it is best not to give too large a shift, it being a fact that the majority of palms will make stronger growth after the roots reach through the soil to the pot than they do when planted out in an excessively large pot. Firm potting is advisable, from the fact that the palms will be syringed freely during the hot weather, and if they should be potted in a loose and spongy manner, the soil is likely to hold too much water for the best welfare of the plants.

Emory B. Hamilton, London, Ont.
Vice Pres. Canadian Horticultural Association.

There are palms that are somewhat "finicky," or rather peculiar in their soil requirements, but such species are not common in the florist's list, and the kentias, arecas, livistonas, seaforthias, etc., that comprise the ordinary stock, only ask for an moderately good soil, such as would be used for potted stock generally.

Many palms will endure full sunshine, if gradually inured to it in the open air, but when grown under glass, some shading is needed, either in the form of shading on the glass, or else fibre cloth tacked up inside, the first method being the cheaper and usually more efficient for protecting the plants.

During the heated period, some night ventilation is beneficial to the plants, the non-ventilated houses that were favored in parts of Europe for palm growing, not being adapted to our more trying climate.

W. H. TAPLIN.

PALO ALTO, CALIF.—Byron Fox is on his way to the Malay Peninsula on a two-year orchid collecting trip.

WATERLOO, IA.—The Kemble Flower Store, on Bridge street, has been purchased by N. H. Loomis, formerly of Rochester, N. Y.

Canadian Horticultural Association.

The twenty-second annual convention of the Canadian Horticultural Association, the programme of which was announced in our issue of August 9, page 140, opened at 10 a. m., August 12, at the Prince George hotel, York and King streets, Toronto, Ont., with an excellent attendance, much credit being due to the convention committees of the Gardeners' and Florists' Association and the Retail Florists' Club for their untiring efforts toward the success of the meeting and the enjoyable entertainment features which aided in making the gathering one long to be remembered by all present.

The visitors were graciously welcomed by Mayor Church, the response being in the able hands of E. B. Hamilton, of Toronto. President George Douglas read his annual address which was received with interest and the report of the secretary-treasurer, H. J. Eddy, of Westmount, Que., and other business occupied the balance of the opening session. The features of the afternoon of the first day included a discussion led by George Thompson, of Toronto, and W. C. Hall, of Montreal, the topic being "Private Gardening," followed by an interesting paper on "Greenhouse Construction" by W. O. R. Cobb, New York. In the evening, W. F. Harries, Buffalo, N. Y., read a paper on "Landscape Gardening and Hardy Shrubs," and W. E. Groves, of Hamilton, handled his subject, "Co-operation," in a most capable and interesting manner. The Thursday morning session was taken over by the Retail Florists' Club. A report was made on the questionnaire sent out by the club some time ago with a view to increasing the scope of the retailers' field throughout the Dominion and this brought a lively discussion. In the afternoon, with the club as hosts, the convention visitors were splendidly entertained at Long Branch, the occasion being an outing with a well arranged programme of athletic events. The Thursday morning session, as announced included a paper, "Bulbs and Their Future," by Herman Simmers, Toronto; the report on plant registration of H. J. Moore, Niagara Falls, question box, disposition of unfinished business, the convention closing with the election of officers for the ensuing year. In the afternoon the delegates were guests of the city, a tour of Toronto being made with visits to the estates of Sir J. C. Eaton and Sir Henry Pellett, refreshments being served at the latter. In the evening, the annual banquet was held at the Prince George hotel. Friday was devoted to a trip across the lake to Queen Victoria park, Niagara Falls, Ont.

A thoroughly enjoyed feature of the many hospitalities was the luncheon served at the establishment of Miller & Sons, well known growers at Bracondale, Ont.

PRESIDENT DOUGLAS' ADDRESS.

It is my pleasant duty to extend a most cordial welcome to the delegates assembled at the twenty-second annual convention of the association. I trust that unity of purpose and harmony of action will characterize all our proceedings. This morning, in the presence of this goodly company of leading horticulturists gathered from all over Canada, I am in somewhat of a reminiscent mood. I can picture, in my mind, 20 years ago, when this association was formed. With the progress that has been made in horticulture since that time, the friendships made, and the good done, we ought to be proud of the past, and look to the future with a stout heart, for there is yet great work for us to do.

Now that peace is declared, and we have turned our thoughts to reconstruction, I feel that today we, while in session, should consider and bring about a reconstruction that will make for unity of the branches in horticulture. Advance the art, and go out to this great country with a message of enthusiasm and encouragement for others. We have come to the time when we, as horticulturists, have to set an ideal for our coming men.

I recommend that, a committee of prominent horticulturists be appointed to draw up a standard to be studied and a correspondence course started to stand examination and secure a certificate from the Canadian Horticultural Association with the letters F. C. H. A. In my opinion, I have no hesitation in saying that with this ideal set, our young members will improve in work and knowledge, and thereby add to our membership, men of the highest standard. I would also recommend this association should have a convention of not less than three days to be divided as follows: One day for the grower, one day for the retailer and one day for the private gardener, and that the executive committee be selected from these branches.

To further horticulture, I recommend that a committee be appointed to interview the general manager of the Canadian national exhibition to the end that we have a representative on the board to look after horticultural matters.

I am very pleased to report that the authorities in Ottawa are interested in the movements taking place in regard to the embargo of stock from Europe, in effect since June last. Professor C. G. Hewitt has communicated with me, asking a meeting of nurserymen, seedsmen and horticulturists to discuss the effect it will have on Canada, and to find ways and means to overcome the difficulty. I have forwarded to Professor Hewitt the names of the committee to meet in the headquarters of the convention while in session here.

Now that peace is declared, and the government has discontinued the office of fuel controller, what, if anything, can we do as regards the supply?

I hope you will give these few suggestions your serious consideration, and take action to make this the leading association in the dominion."

SEC'Y-TREAS. EDDY'S REPORT.

At the annual meeting last year, a committee consisting of W. Muston, W. C. Hall, E. B. Hamilton, James McKenna and H. B. Cowan was appointed to draw up a letter to the fuel controller, pointing out to him why the florists of Canada should get as much coal as possible. This letter was duly drafted and forwarded. There was also a committee named consisting of W. C. Hall, H. B. Cowan and Past-President E. J. Hayward to arrange a meeting with the fuel controller, and these gentlemen were called to Ottawa and a conference was held, the result of which I have no doubt had much to do with the trade being allowed to put more coal in their bins than would otherwise have been the case. The executive committee held its meeting in this city last March, eight members being present. A telegram was received from Messrs. McKee and Craig, regretting their inability to attend owing to illness. We had the honor of the assistance and presence of several past-presidents as well as the co-operation of the Gardeners' and Florists' Club and the Retail Florists' Club, making a total of 26 in attendance at the session, which was a most business-like one, as you may see from the programme of this convention. The social features were looked after by the two Toronto organizations and I am sure you will go away from this convention city more than satisfied with what co-operation and Toronto hospitality can do.

In July, President Douglas received a request from Professor Hewitt, Dominion entomologist, requesting that a committee be appointed from the association to meet him in conference in regard to the importation of nursery stock into the Dominion from Europe, in connection with the embargo ruling of the United States. The following were named: J. H. Dunlop, Richmond Hill, Ont.; H. Simmers, Toronto; J. Craig, Ottawa; W. E. Grever, Hamilton, and W. C. Hall, Montreal, Que.

George Douglas, Toronto, Ont.
President Canadian Horticultural Association.

Arrangements have been made to hold this meeting during the convention.

Before closing, I wish to thank the president of this association, its officers and all others who have so kindly assisted me in so many ways that it has made the work of the secretary-treasurer of this organization a real pleasure.

FINANCIAL REPORT.

The financial report of the secretary-treasurer, H. J. Eddy, which had been audited by Alfred C. Wilshire and James McKenna, showed the affairs of the association to be in good condition.

Florists' Club of Washington, D. C.

The extensive publicity which the local newspapers have given "Say it with Flowers" week, will have much to do with the success of the event, according to the reports received at the monthly meeting of the florists' club August 6. A committee, consisting of George C. Shaffer, chairman; Adolph E. Gude, Jr., and Herbert M. Sauber, was appointed by President Blackistone to plan all arrangements for the floral week, and will be added to within the next few days. The committee will link up the local week with the national advertising campaign of the S. A. F.

A touch of sadness tinged the meeting, brought about by the death of William F. Marche, one of the city's leading florists, and for several years prominent in the club's many activities. Resolutions of regret were adopted by the club, and a committee appointed to convey them to the bereaved family. A large floral offering, also, was ordered sent as a concrete evidence of the regard in which he had been held by his associates and of the regret of the club at his untimely death.

A number of applications for membership were received, among them being those of Joseph Shaffer, Clifford H. Wilson and William H. Cramer, all of the Washington Floral Company, and G. B. Cassassa, who will add flowers to his stock of fruit and confectionery in his store at New York avenue and Fourteenth street.

Probably the main feature of the evening was the learned and timely address of President Blackistone on "The Cultivation of the Watermelon; or How to Dive in Without a Bathing Suit." The lecture was illustrated by a number of specimens of the genus Kentucky Wonder, upon which Mr. Blackistone operated successfully with a carving knife. The victims were held down during operations by Edward S. Schmid and George C. Dalgleish, and following Mr. Blackistone's cutting dissertation, they were disposed of, with great gusto, and considerable wetting of ears, by those assembled. Before adjourning in well-fed complacency, plans were discussed for an automobile outing sometime next month, at which a chicken dinner is to be a main feature. George C. Shaffer, skilled in the planning of such events, was asked to undertake this, also, in connection with this work for floral week. It is planned to hold the outing in advance of the floral week, and to have the automobiles bear banners carrying the slogan: "Say it with Flowers." B. F. L.

National Association of Gardeners.

CLEVELAND MEETING AUGUST 26-28.

As announced in our issue of July 26, page 81, the annual convention of the National Association of Gardeners will be held at Cleveland, O., August 26-28, with headquarters at the Hollenden hotel. From all indications, this meeting will prove one of much interest and good attendance. The programme, as announced, follows:

TUESDAY, AUGUST 26.

11 A. M. Executive meeting of trustees and directors.
2 P. M. Convention convenes.
Address of welcome
Response by Ex-president Thomas W. Head.
President's address.
Secretary's report.
Treasurer's report.
Report of committees.
Communications and resolutions.
Consideration of next convention meeting place.
General discussion.
8 P. M., Illustrated lecture by J. Otto Thilow of Philadelphia, on "The Flora of Hawaii."

WEDNESDAY AUGUST 27.

9 A. M., Unfinished business.
Nomination of officers.
Address, "How Can the Gardener Best Advertise His Profession?" by Sidney S. Wilson, vice-president of Associated Advertising Clubs of the World.
Consideration of the proposed co-operation between the country estate owners and the national association.
General discussion.
Luncheon.
2 P. M. Visit to some of the fine country estates of Cleveland.
7 P. M. Banquet.

THURSDAY AUGUST 28.

9-9:30 A. M. Polls open for election of officers.

Unfinished business.

Address, "How Can We Arouse the Interest of the Young Men Towards Our Profession?" by Edwin Jenkins of Lenox, Mass.

Consideration of providing gardeners' examinations and the management of the service bureau.

Discussion of Quarantine Bill No. 37.

Address, "The Future of American Horticulture," by Congressman M. L. Davey, Ohio.

Final resolutions.

Luncheon.

3 P. M. Bowling tournament.

Members intending to attend the convention should write to James Fisher, chairman of the hotel reservation committee, 10504 St. Clair avenue, Cleveland, for hotel accommodations without delay. Other conventions being held in Cleveland on the same dates as ours, will make it difficult to secure accommodations unless engaged in advance.

Labor and Capital Co-operation Vital.

Governor Lowden, of Illinois, in an interview in the Chicago Tribune, July 25, says America's problem is one of establishing economic equilibrium, and that now is the time for all industrial groups to keep their feet on the ground and to carry firmly in mind the fact that more profits and wages cannot be squeezed out of a business than it produces. The governor also urges a strong get-together movement between worker and employer; a revival of the old close relations which existed between the latter and the worker in the days of the small shops, and the "democratization of industry" through works committees or similar bodies which will give workers full opportunity to have their grievances settled amicably and have a voice in the management as regards conditions of employment, hours, wages, etc. Steps should be considered to make certain that the worker is deriving from the product his ust share of his contribution towards it, the restoration of balance between the earning power of men and the purchasing power of wages, and a reduction in the high cost of living—the elimination of profiteering. In war, capital and labor, he said, worked as one unit, and at present the community of interest between men is recognized as never before. The nation flourishes most when every single element in it is prosperous, and labor and capital have both got to work in the direction of closer industrial relations, back to the days where human interest relationship prevailed, the time when the employer and his workers were knit together and the employe always spoke of "our shop" instead of "the works." Get the employes of the modern industrial establishments to this point, and much has been accomplished. Bring about a hearty good will and sympathy between the head of the industry and its humblest worker, and the first great step toward this relationship is profit sharing. Let this fact sink in: You cannot divide more than you create; work to meet the greatest need in industry, a strong get-together "our shop" relationship, and repress the spirit of profiteering. Business should make a determined effort to force living prices down instead of up, first in the cost of the necessaries of life, for until there is decrease in the cost of food, the tension is not likely to be diminished.

THE S. A. F.

New York to Detroit.

The New York Florists' Club, for its route to the convention of the Society of American Florists at Detroit, Mich., August 19-21, has decided upon the Delaware, Lackawanna & Western railroad to Buffalo, then by boat to the convention city. The party will leave New York, August 17, at 8:30 p. m., Hoboken, 8:55 p. m., due in Buffalo 7:30 the following morning, spending the day in that city, and leaving on the 6:00 p. m. boat, arriving in Detroit Tuesday morning.

The railroad fare New York to Buffalo, is $12.85; berths, $2.16, including war tax. Boat fare, Buffalo to Detroit, is $4.32; stateroom accommodating two persons, $3.78.

From the way applications are being received, it looks as if there will be more than 100 in the party. To date there is an assurance of more than 50, and if the applications number 80 or more, a special train is guaranteed. All who intend traveling with the New York party, are urged to notify the committee, consisting of A. L. Miller, chairman, Jamaica, N. Y.; J. G. Esler and P. W. Popp, at the earliest opportunity. August 11, is the last day on which reservations can be made. Those who cannot attend to the matter in person, should mail checks so that they will reach Chairman Miller at the above address by that date and avoid confusion at train time. If you desire further information, communicate with the chairman.

Regarding hotel accommodations, address E. A. Fetters, vice-president of the Society of American Florists, 17 East Adams avenue, Detroit, Mich.

Chicago to Detroit.

The Wabash railroad has been chosen for the trip of the Chicago Florists' Club and friends to the annual convention of the Society of American Florists at Detroit, Mich., August 19-21. Special Pullman sleepers for the exclusive use of the party will be in Wabash train 12 leaving Dearborn station, Dearborn and Polk streets, Monday, August 18, at 11:25 p. m., due Detroit the following morning at 7:50 o'clock.

The fare one way, tax included, is $8.82. Pullman fares are: Lower berth, $2.16; upper berth, $1.73; seat, $1.08.

Other trains for those unable to accompany the party are as follows:

VIA WABASH RAILROAD.

Leave Chicago	Due Detroit
1:05 p.m.	10:25 p.m.

VIA MICHIGAN CENTRAL RAILROAD.

Leave Chicago	Due Detroit
*9:05 a.m.	3:35 p.m.
10:30 a. m.	5:55 p. m.
*3:00 p.m.	10:35 p.m.
*8:00 p.m.	2:03 a.m.
12:05 a.m.	8:00 a.m.

*Extra fare train; rate one way, $9.09.

For further information relative to special Pullmans, tickets, etc., communicate with H. L. Purdy, Division Passenger Agent, Wabash railroad, Room 300 Royal Insurance building, 160 West Jackson boulevard, Chicago, Telephone Wabash 1920.

Delegations from the north, south and west are invited to join the party at Chicago.

Boston to Detroit.

Arrangements are being made for the transportation of the party from Boston, Mass., and vicinity, who will attend the convention of the Society of American Florists at Detroit, Mich., August 19-21. The trip will be made via Boston & Albany railroad to Buffalo, where one day will be devoted to sightseeing, thence from that city to Detroit by steamer, arriving at 8:00 o'clock Tuesday morning.

The train carrying the party will leave South station, Boston, Sunday, August 17 at 4:45 p. m.; Framingham, 5:19; Worcester, 5:55; Springfield, 7:20; Pittsfield, 9:11, and Albany at 10:40 p. m., due at Buffalo, 6:50 a. m. Monday, leaving for the convention city by boat at 6 o'clock that evening.

The fare from Boston to Buffalo is $16.11; lower berth, $2.70; boat fare, Buffalo to Detroit, $4.32; stateroom accommodating two or three people, $3.50; total, $26.63. Those wishing to go direct may leave Boston, Monday, at 2:00 p. m., due in Detroit, 8:10 Tuesday morning. Fare, all rail, is $24.28; lower berth, $4.32.

Reservations should be made at once through E. Allen Peirce, Waltham, Mass., state vice-president for Massachusetts, East.

National Publicity for Flowers.

Letters such as the following are worth publishing, for they furnish evidence, if such were needed, that our publicity campaign is effective: "Our experience has been so thoroughly satisfactory we feel inclined to help as much as we are able. As you no doubt know, we subscribed $50 when this movement was started, and we will authorize you to increase our subscription to $100 a year. We feel we have been benefited, and we wish to show our appreciation, Drumm Seed & Floral Co., Fort Worth, Tex."

Here is a shaft for the many skeptics whose consciences have not yet prompted them to contribute to the campaign fund, and who console themselves with the idea that because people do not come into their stores and announce that they do so owing to the impression made upon them by our national advertising, the campaign must be fruitless.

If flower buyers were to do anything like this, subscriptions would come in avalanches. And yet our publicity is acomplishing its purpose. Flower buying is certainly stimulated, and the stimulation is noticed by very many of our craft, just as it is by the Drumm Seed & Floral Co. Whenever you see the word "additional" in connection with the announcement of a subscription, you may be sure that the person or concern making the contribution is in earnest, and realizes full well the great value of the campaign.

The R. & S. Flower Store, Missoula, Mont., writes: "In this small town of 20,000, we have noticed the effect of the national advertising, especially so on Mothers' day and Christmas. We know it has made flower buyers out of several here who never would have thought of buying flowers if it had not been for reading the advertisements."

The good results now enjoyed by the wrole trade are due to faith in the work evinced by a few far-seeing and generous men whose horizon of view is a little beyond that of the nearly 90 per cent of our craft who have so far failed to help in the movement. Personal contact with the latter is impossible, but we have found that where

individuals can be interviewed, they "come across" without much hesitation. If anyone who has not subscribed, feels that he would like further information in regard to the campaign, the same will be forthcoming upon application to the secretary.

The committees are calling for quick action, as the extent of arrangements for the fall publicity very naturally will depend upon the amount of money in hand. Back them up wth your contributions, and realize that in doing so you are also putting backbone into your own business.

The following subscriptions have been received and are in addition to those previously announced, annually for four years, unless otherwise stated:

H. V. Sowle, New Bedford, Mass.	$ 5.00
Wm. H. Eldred, Pasadena, Calif.	10.00
Rugby Greenhouse, Rugby, N. D.	10.00
Cleveland Cut Flower Co.	100.00
L. Anderson, Rocky River, O.	25.00
Wm. Dethlefs, Mitchell, S. D., (1 yr.)	15.00
Asher M. Coe, North Olmsted, O.	20.00
Robert D. Ruttle, Covington, Ky.	5.00
Jacob Wilhelm, Philadelphia, Pa.	15.00
A. E. Biester, Philadelphia, Pa.	10.00
Geo. E. Carpenter, Philadelphia, Pa.	5.00
J. C. Schmidt, Bristol, Pa.	10.00
W. Hunter Wanger, Philadelphia, Pa.	10.00
John G. Eisele, Philadelphia, Pa.	5.00
Wm. H. Hansell, Philadelphia, Pa.	5.00
Topeka Floral Co., Topeka, Kan.	5.00
Ryan & Culver, Youngstown, O.	15.00
H. E. Kunkel, Warren, O.	10.00
C. E. Tinker, Newton Falls, O.	5.00
John Dunstan, Niles, O., (1 yr.)	5.00
The Kay-Dimond Co., Youngstown, O.	25.00
Harry C. Walther, Youngstown, O.	50.00
Drumm Seed & Floral Co., (add'l)	50.00
W. H. Hutchings, Akron, O.	10.00
H. T. Miller, Alliance, O., (add'l)	15.00
Fred A. Albrecht, Brooklyn, N. Y.	5.00
Lamborn Floral Co., Alliance, O.	25.00
E. C. Horan, New York, (1 year)	15.00
Wm. Muhro. Drexel Hill, Pa.	10.00
Stuhldreher Bros., Mansfield, O.	5.00
MacDonald Florist Co., Summit, N. J.	10.00
W. A. Worel, Pocatello, Idaho. (1 year)	10.00
Fred G. Geltz, Canton, O., (add'l)	20.00
Y. A. Cowgill, Salem, O.	10.00
Harry E. Cooper, Salem, O., (1 year)	5.00
J. R. Cowgill, Canton, O.	20.00
Gunn Floral Co, Salem, O.	25.00
John Yoder, No. Lima, O.	5.00
Chas. Lindacher, Canton, O., (1 year)	5.00
Canton Flower Shop, Canton, O.	25.00
McArtor Floral Co., Salem, O.	5.00
Johnston's Flower Shoppe, Canton, O.	25.00
P. N. Hermes, Merriam Park, Minn.	10.00
Ove Gnatt Co., La Porte, Ind.	25.00
Bills Floral Co., Davenport, Ia.	10.00
H. W. Buckbee, Rockford, Ill.	25.00
Stollery Bros., Chicago	10.00
Alpha Floral Co., Chicago, (1 year)	25.00
P. N. Obertin, Kenosha, Wis., (1 year)	10.00
Bruno Henker, White Plains, N. Y.	5.00
B. J. Macklin, Cambridge, Mass.	5.00
Anaconda Florist, Anaconda, Mont.	10.00
Ratcliffe & Tanner Co., Richmond, Va.	10.00
Daut Bros., Decatur, Ill., (1 year)	25.00
Abele Bros., New Orleans, La.	10.00
P. N. Obertin, Racine, Wis.	10.00
American Greenhouse Mfg. Co., Chicago.	50.00
West Side Flower Shop, Racine, Wis.	5.00
Meier Schroeder Co., Green Bay, Wis.	7.50
Herman Schau, Chicago.	5.00
T. J. Noll & Co., Kansas City, Mo.	25.00
Aberdeen Greenhouse Co., Aberdeen, S. D.	10.00
Morean Plant Co., Freehold, N. J.	10.00
	$ 967.50
Previously reported	44,721.50
Total	$45,689.00

JOHN YOUNG, Sec'y.

A Botanist's Bouquet.

A botanist a damsel wooed;
Like any other wooer,
He found a way to tell his love
By bringing posies to her.

"Fair maid," said he, "let me present
A golden helianthus,
And this bland herb with sessile flowers,
The quite well known dianthus.

"Herbaceous, fleshy shrubby, this
Mesembryanthemum;
But here the poet's very own,
The white leucanthemum."

If his selection puzzles you,
I'll tell you what he brought her:
A sunflower, pink, fig marigold,
And daisy—but he got her!

—Kansas City Star.

Coming Meetings.

Society of American Florists, Detroit, Mich., August 19-21, John Young, secretary, Hotel Statler, Detroit.

American Gladiolus Society, Detroit, Mich., August 19-21. Professor A. C. Beal, secretary, 212 Kelvin place, Ithaca, N. Y.

Canadian Horticultural Association, Toronto, Ont., August 12-15. H. J. Eddy, secretary, 4425 Sherbrooke St., Westmount, Que.

International Apple Growers' Association, Milwaukee, Wis., August 12-15.

National Association of Gardeners, Cleveland, O., August 26-28. Martin C. Ebel, secretary, Madison, N. J.

American Association of Park Superintendents, Hartford and New Haven, Conn., August 26-29. Jacob F. Foster, president, Chicago.

Vegetable Growers' Association of America, Detroit, Mich., September 9-12. S. W. Severance, secretary, Louisville, Ky.

American Dahlia Society, New York, September 23-25. John H. Pepper, secretary, Hempstead, N. Y.

American Association of Cemetery Superintendents, Cincinnati, O. W. B. Jones, secretary, Highwood, Pittsburgh, Pa.

Horticultural Society of New York.

The schedule of classes and premiums for the exhibition of the Horticultural Society of New York in the American Museum of Natural History, that city, October 30-November 2, has been issued and copies may be had upon application to George V. Nash, secretary, New York Botanical Garden, Bronx park. There are 26 classes for chrysanthemums, 14 for roses, 8 for carnations, 8 for orchids, and one for a group of greenhouse foliage and flowering plants to occupy 150 square feet. There are also several classes for fruits and vegetables.

PORTLAND, ORE.—The Irvington Park Floral Co. has filed articles of incorporation; capital stock, $5,000.

WEIRTON, O.—James H. Hayes is opening a new flower shop in the Ferguson block, Virginia avenue.

EUREKA, CALIF.—The furniture and furnishings of C. W. Ward were sold here under the hammer, July 31.

HAMILTON, ONT.—The John Connon Co. announces that until September 1, its establishment will close at 5 p. m. daily.

EVANSVILLE, IND.—Geo. Blackman, wife and daughter, Grace, will join the Chicago delegation for Detroit, Monday night.

MENTOR, O.—The United Floral & Nurseries Co., has been incorporated with a capital stock of $10,000 by John J. Keck.

SAN DIEGO, CALIF.—The date of the fall show of the San Diego Floral Association has been tentatively set for September 6-7.

MONTREAL, QUE.—The Montreal Plant Growers' Association has made plans for collective buying of pots, etc., with W. W. Hall in charge of purchases.

MONTREAL, QUE.—McKenna, Ltd. is replacing one house destroyed by fire last winter with a new structure with service sheds to cost about $10,000.

KITTANNING, PA.—J. W. Glenn is now located in a new location offering more commodious space and better facilities for handling his fast growing business.

OBITUARY.

William F. Marche.

The untimely death of William F. Marche, who had only reached the thirty-ninth year in his promising career, is a great loss to the florist fraternity of Washington, D. C., where his thorough knowledge of all branches of the business and his originality in design work marked him as an artist, his arrangements attracting a great deal of attention. His store was patronized by many members of the diplomatic corps in the capital. He spoke English, French and German fluently, and could converse in other European languages. This, of itself, served to attract the patronage of ambassadors and ministers from other lands. He had also been employed in London with the Wills & Seger Company, florists to the King, and had been in charge of many decorations for the King and the Prince of Wales.

Mr. Marche learned the florist business in Germany, where he served his apprenticeship. As was the custom in that country, he started in at the greenhouses, and worked his way through the different branches, becoming proficient in landscape gardening and interior decorating as well as retailing. After completing his apprenticeship, he went to Paris, then to London, and finally to this country. In New York, he was employed by M. A. Bowe, and in Washington by Z. D. Blackistone. After several years' employment in this country, he opened his own store at Eighteenth and U streets, N. W. He soon found his efforts cramped in so small and out-of-the-way a place, and selected the store at Fourteenth and H streets, N. W., across from the store of Z. D. Blackistone, which he conducted up to the time of his death. Mr. Marche was very active in the work of the Florists' Club of Washington, and held membership in several commercial and fraternal organizations. He will be sadly missed by all of these.

He is survived by his wife and three children, Esther, Louise and William, Jr. More than 35 members of the several branches of the florist business attended the funeral in Prospect Hill cemetery. A large floral piece was sent by the Florists' Club of Washington as an evidence of their knowledge of the loss suffered by the community. For the past four years Mr. Marche has been living, with his family, in Hyattsville, Md., where they had a very attractive home, and on the grounds some of the cut flowers handled in the Fourteenth street establishment were produced. B. F. L.

Robert Montgomery.

Robert Montgomery, widely known as a rose specialist and who also had a reputation as a most successful grower of other stock, died at his home in Natick, Mass., August 5. He had been a sufferer from kidney trouble for some time, but his ailment was not thought to be alarming.

Mr. Montgomery was born in Scotland in 1854 and came to this country nearly 40 years ago, his first employment here being at the greenhouses of Wellesley College. Later he took a position at the Steven's place at Dover, Mass., following which he was superintendent of the range of Norton Bros. at Dorchester. About 30 years ago, he embarked in business for himself as a grower making a specialty of roses in which he achieved great success. He was highly respected by all who knew him. Surviving are a widow and two sons, Alexander Montgomery, who will continue the business, and Robert, who is a partner in the Thomas J. Grey Co., Boston, Mass.

THE AMERICAN FLORIST

ESTABLISHED 1885.

Subscription, United States and Mexico, $1.50 a year; Canada $2.00; Europe and Countries in Postal Union, $2.50.

When sending us change of address always send the old address at the same time.

Advertising rates on application.

From the first issue THE AMERICAN FLORIST has accepted only trade advertisements.

Advertisements must reach us Tuesday (earlier if possible) as we go to press Wednesday.

We do not assume any responsibility for the opinions of our correspondents.

THE AMERICAN FLORIST,
440 S. Dearborn St., CHICAGO

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Personal.

R. J. Haight, former secretary of the Horticultural Society of Chicago, has the sincere sympathy of a wide circle of friends in the loss of his wife, who died at San Diego, Calif., August 10.

Fred H. Howard, Los Angles, Calif., arrived at New York from France, August 10.

GREENHOUSE GLASS is quoted at $7.00 to $8.00 per box.

GERMAN mail, dated November, 1916, is now coming through.

DR. MARLATT, of the federal horticultural board, is scheduled to address the Society of American Florists on "Plant Quarantine No. 37," at Detroit, Thursday afternoon, August 21, at 2:00 p. m., and all members should be in attendance to voice their views.

A Record Convention.

It goes without saying that the live wires in all branches of the trade will attend the coming S. A. F. convention, every indication pointing to a record gathering. Detroit is to be congratulated in having secured this meeting, which promises to be the greatest in the history of the society. The S. A. F. is fortunate, indeed, in its selection of this hospitable city, where the get-together, community spirit, uniting the local trade, has provided a welcome, and such accommodations as the society has seldom if ever enjoyed. Every firm of any prominence in all branches of the trade will be represented in the exhibition, reflecting the optimism that is prevalent in business circles the country over. This great display, so complete, the up-to-the-minute, last word in everything, that pertains to the florist's calling, will be of the greatest interest to all visitors.

The proceedings of the convention will be full of up-to-date matters pertaining to the life of the business, each session having features of special importance.

Those out for a good time, will find a surfeit of the best, in the plans of the Detroit Florist's Club, who are past masters in all that pertains to hospitality. Do not miss the Detroit convention.

Profiteering.

Florists throughout the entire country, together with every other person engaging in business, will be required to secure from the collector of internal revenue of the district in which they are located, a permit or license to do business, if congress adopts the bill which has just been introduced by Representative Siegel of New York. The measure also provides that any person engaged in business, to whom a permit or license has been issued, who shall "expose or offer for sale, or cause to be exposed or offered for sale to the public, any article of goods, wares or merchandise without having plainly stamped or printed thereon or attached thereto a card showing the true, actual cost price thereof," shall be guilty of profiteering. The violation of either of the above provisions will be punishable by a fine of not exceeding $5,000, or by imprisonment for not more than two years, or both.

The term "engaged in business" is to be construed to include those who manufacture or purchase from others, goods, wares and merchandise for the purpose of offering them for sale. The term, "true, actual cost price," is not to include drayage, freight or carriage charges paid by the purchaser, or any discounts allowed on bills paid before maturity.

In addition to the penalties stated above, the commissioner of internal revenue will be given the authority to revoke the permit or license of parties guilty of profiteering, and the same shall not be reissued to them for a period of at least one year.

Ocean Travel.

Ambassador Davis will advise the state department, emphasizing the probability of Americans who intend to visit Europe this year being marooned abroad for weeks, possibly months, owing to shortage of transport facilities, according to a New York World despatch. The Cunard line passenger accommodations are booked to October 31. The same is true of the Anchor, White Star and Dutch lines, while Canadian Pacific ships are booked until September 30. American business men offer $1,000 for berths on homecoming liners. The British operate 80 per cent of the transatlantic traffic, and only 20 per cent of space is available for passengers.

Florists' Telegraph Delivery.

A get-together meeting of the Florists' Telegraph Delivery Association will be held Tuesday, August 19, at 9:30 a. m., in Arcadia auditorium, Detroit, Mich., at which time suggestions well be welcomed toward making a very interesting programme for the annual business meeting in Buffalo, N. Y., October 14-15.

Special awards for the best F. T. D. window displays in Buffalo are announced as follows: Henry A. Dreer, Inc., Philadelphia, Pa., $100 in cash; Chicago Flower Growers' Association, Chicago, $100 in cash; A. L. Randall Co., Chicago, $150 electric fountain.

Potash Producers Ask Protection.

The American Potash Producers' Association has called upon the war trade board not to lift the embargo on potash from Germany before October 1. Meanwhile, the American producers hope that congress will find a way to protect the rapidly developing industry in this country. Lifting the embargo now, would, it is claimed enable German concerns to contract for the American demand years in advance at a lower price than American producers could meet.

Class Legislation.

The threat of the railroad brotherhoods to force, by means of a highly organized minority, class legislation of a pernicious character, is a blow at the foundations of representative government. Aside from any merit in railroad labor's position with regard to the cost of living, the high-handed attempt of perhaps two million railroad workers to dictate the railroad policy of the country for the other 98,000,000 people is indefensible.—Boston News Bureau.

Lime Association.

The agricultural bureau of the Lime Association, Mather building, Washington, D. C., under the director, Prof. E. O. Fippin, is beginning active operations, the aim being to secure the largest possible use of lime materials that will give the largest present and future returns at the largest net profit to the consumer. In agriculture, this means primarily the use of liming materials in the soil.

American Carnation Society.

The board of directors of the American Carnation Society will hold a meeting at Detroit, Mich., at 9 o'clock on the morning of August 21. Information regarding the committee room, etc., may be had at Secretary Young's desk in Arcadia auditorium.

A. F. J. BAUR, Sec'y.

Wants, For Sale, Etc.

Small Type, 12 Cents Per Line, Each Insertion. Display, $1.50 Per Single Column Inch, Each Insertion. These prices are net, cash with order. For Plant Advs., See Ready Reference Section.

Where answers are to be mailed from this office enclose 10 cents extra to cover postage, etc.

Situation Wanted—Experienced saleslady and designer. Chicago preferred. Address:
Key 407, care American Florist.

Situation Wanted—Experienced grower of roses, carnations, chrysanthemums and pot plants; single; state wages. Address
Key 410, care American Florist.

Situation Wanted—As head gardener or superintendent of private place or institution. Middle aged; Scotch; best of reference as to character, habits and ability. Understand all branches of gardening; well up in landscape work. Expect good salary; no objection to distance. Address
Key 411, care American Florist.

Help Wanted—In good, healthy city of 15,000 population; 12,000 feet under glass; must be able to do design work, grow carnations, chrysanthemums and general greenhouse stock; salary $25.00 per week; if interested reply at once.
Rainbow Floral Co., Marshall, Tex.

For Sale.—A retail establishment of 8,000 feet of glass; with store. Everything in first class condition. Address
Key 405, care American Florist.

For Sale—Two greenhouses, two acres of land with 80 bearing fruit trees and eight-room residence. $6,000; will pay for itself in three years. Retiring.
Wm. Kage, Petoskey, Mich.

For Sale — A small modern greenhouse and residence adjoining. Trade established and growing; no competition. A splendid opening for a young married man with small capital. Age and health reason for selling. Write me soon if you mean business.
John H. Durham, Mound City, Mo.

Situation Wanted.

Position by high class florist; manager or other responsible retail store work. Life experience; age 42; married. State salary and full particulars.
Key 406, care American Florist.

Partner Wanted

A Western Pennsylvania florist, for health reasons, wants a partner, single preferred, to carry on the business on a share basis. No large amout of funds required, but unquestioned references as to honesty and ability. Address
Key 412, care American Florist.

Selected Boiler Tubes

Thoroughly cleaned inside and outside and trimmed. All sizes. First-class condition. Complete stock in **New and Second-hand Pipe, Fittings, Valves, Boilers, Etc.**
LEVINE & CO.
3738-46 South Halsted Street, CHICAGO
Phone: Boulevard 9354.

Foreman Wanted

Working foreman. Must be first-class rose grower. Also capable of growing carnations, chrysanthemums and general stock. Steady position and good salary to the right man who can furnish the proper references. Address
Key 391, care American Florist.

FOR SALE.

Retail flower shop in heart of business district of Spokane, Washington; located on one of best corners in city: a good opportunity for the right party. The owner having passed away recently, and to close estate it will be sold for less than half the price paid for it. Please address
Genevieve Donart, Administratrix,
844 Third St., Coeur d'Alene, Idaho.

FOR SALE

Galvanized iron gutters,
50 cts. per foot.

Peter Reinberg
30 East Randolph St., Chicago

For Sale

Iowa hot water boiler No. 264, good as new; will heat 4,000 sq. ft. of glass. Cost $500. If taken soon, $150, cash. Wilks hot water, self feed boiler, in good shape; $50 if taken at once.
HART FLORAL CO.
425 E. Fergurson St., BLACKWELL, OKLA

NOTICE
—OF—
STOCKHOLDERS MEETING
CHICAGO, July 19, 1919.

Stockholders of the American Florist Company:

You are hereby notified that the annual meeting of the stockholders of the American Florist Company will be held in the Statler Hotel, Detroit, Mich., Wednesday, August 20, 1919, at 3 o'clock p. m., for the purpose of electing directors and officers for the ensuing term and for the transaction of such other business as may come before the meeting.

J. C. VAUGHAN, Pres.
M. BARKER, Sec'y.

NURSERYMEN
FLORISTS AND SEEDSMEN

Headquarters for first-class help, furnished free of charge to employers. Tractor hands, teamsters, general men for farms, single and married, all nationalities.

Phone Main 5074

DIAMOND AGENCY
557 W. MADISON STREET, CHICAGO, ILL.

New Business

There are many new men in the trade and they want to know now where to

LOOK FOR STOCKS

The best way to tell them is by regular advertising in these columns.

The new conditions of business demand special effort on the part of those who have goods to sell.

AMERICAN FLORIST CO.
440 South Dearborn Street
CHICAGO

Buy Your Fall Requirements Early

GNATT'S SPECIAL PROCESS PREPARED FOLIAGES

ARE THE BEST ON THE MARKET.

OAK SPRAYS NEW STOCK — Specially Prepared, the kind that holds its color.
Red, Brown, Tan or Green.
30c per lb.; 100-lb. cases, 27c per lb.
Short, carton Oak, $2.00 per hamper.

QUEEN QUALITY MAGNOLIA LEAVES — UNIFORM SIZE—NON-MOLDY—FLEXIBLE
Colors: Green, Brown, Purple.
Price, $1.50 per carton; 100-lb. cases, $22.00

O-G QUALITY CYCAS LEAVES — SUPREME IN QUALITY

FLEXIBLE—NON-CURLING—DURABLE
Our Cycas are packed 10 to the bundle We do not break bundles.

	Per 100		Per 100
12-16 at	$ 5.00	28-32 at	$10.50
16-20 at	6.00	32-36 at	12.75
20-24 at	6.75	36-40 at	14.50
24-28 at	8.50	40-44 at	18.00

PREPARED EVERGREEN — RETAINS ITS FRESHNESS.
Price.....$3.00 per 10-lb. carton

MAGNOLIA WREATHS — Made of Queen Quality Leaves by experienced artists.

ROUND OR OVAL. Colors: Brown, Green or Purple.

	Dozen		Dozen
No. 200—18-inch	$10.50	No. 203—24-inch	$21.00
No. 201—20-inch	12.00	No. 204—28-inch	26.00
No. 202—22-inch	16.00		

THE OVE GNATT CO., La Porte, Ind.

Manufacturers and Importers of Preserved Foliages, Baskets and Florist Supplies

Mention the American Florist when writing

VAUGHAN'S SEED STORE

CHICAGO NEW YORK

Edw. H. Goldenstein — Thos. D. Long — Geo. H. Mohn — Otis Bullock — W. J. Guille — W. S. Puffer — Edw. Boylan

Most of our travelers named above will be attendants at Detroit. We and they will be pleased to have you inquire at Exhibition Hall, Space D-51.

Indianapolis.

DRY WEATHER SHORTENS SUPPLY.

Owing to the extremely dry weather, stock has been very scarce. Gladioli and asters are becoming more plentiful but clean up easily each day. The greatest demand is from the central part of the state where outdoor flowers are suffering from lack of moisture. Roses are improving in quality but the supply is limited. A few early chrysanthemums were seen in the retail stores during the past week.

STATE FLORISTS MEETING.

The State Florists' Association of Indiana, met August 5 at the wholesale establishment of Smith & Young in this city with President Anders Rasmussen in the chair. The question of hail and windstorm insurance was discussed at length but no definite action was taken in the matter. The committee was retained and requested to report at a later meeting. The autumn flower show and entertainment, to which the Kentucky florists have been invited, was also taken up. This promises to be the biggest show that has ever been held in this state. Committees are hard at work and the guarantee fund has almost been subscribed.

Adolph Baur urged the members to exhibit at the coming state fair. He stated that the premiums were very liberal this year.

A. H. Nehrling invited the society to hold its September meeting in Crawfordsville. This will be in the form of an outing. From Crawfordsville, the party will travel by auto to the Shades and Turkey Run, two of Indiana's scenic points of interest. The invitation was accepted.

At the close of the meeting, State Vice-President Nehrling spoke on the coming S. A. F. convention and the national publicity campaign. He left the meeting with two applications for life memberships and one annual membership in his pocket. The out of town members present were: Theo. Kuebler, Evansville; Prof. Lommel of Purdue University, and A. H. Nehrling, Crawfordsville.

NOTES.

John Eitel & Son, of Greencastle, have their establishment in tip-top shape for the coming season. Smilax for the local market is one of the principal crops. Everything on this place is built for permanency. Even the smallest bench is made of concrete. A concrete garage and stack were added this summer.

C. C. Thomas, who has been identified with the retail trade of this city for a good many years, has resigned his position as manager of the Circle Flower Store. He has entered the automobile business. We regret to see him leave our profession.

Be sure and make your hotel and railroad reservations for the S. A. F. convention as far in advance as possible. Call or write Irwin Bertermann, chairman of the transportation committee. A. H. N.

An Institution for
Your Every Requirement

"The largest of its kind in the world."

Flowers

Take advantage of our thirty-five years growing experience and sell only "Flowers of Superior Quality" and watch the satisfaction of your customers grow.

Supplies

Our Supply Department is the most complete in the country with a full line of the latest novelties and accessories. Our stock includes everything for the greenhouse as well as for the shop.

Plants

We are growers of Potted Plants and Greenhouse Flowering Stock of every commercial variety of a quality that has received Special Mention among the Floral Trade everywhere.

This great Floral Institution has been built on the success of doing business on Quality, Service and Fair Prices.

"Everything for the Florist"

Poehlmann Brothers Company
66-74 East Randolph Street,
Chicago, U. S. A.

The Largest Growers of Flowers in the World.

Our Convention Display

With its full line of SUPPLIES, BASKETS and CHRISTMAS WREATHS, will in its great variety and moderate prices surprise you.

Our Mr. Jos. G. Neidinger, Jack Neidinger and George Hampton, will be on hand to welcome you.

JOS. G. NEIDINGER CO., *Florists' Supplies*

1309-11 North 2nd Street, PHILADELPHIA, PA.

FANCY (Special Picked) FERNS

Leave your order with us for regular shipments

Per 1000, $2.00

WIRE DESIGNS

Write for Our "New Style" List That you may "SEE YOUR COST AT A GLANCE"

C. A. KUEHN WHOLESALE FLORIST

1312 PINE STREET, ST. LOUIS, MO.

Pittsburgh.

MARKET HOLDS RECORD FOR DULLNESS.

This city has been about as dull a spot as was possible to find on the map during the past week. The supply has been plentiful, with the exception of roses, which showed poor quality. American Beauties continue small and of little account. Asters are very good; in fact, better than they have been for several seasons. Gladioli are also in good form, but the supply is too large for the demand, consequently prices dropped. Delphiniums are arriving in large numbers and are hard to move, most of them going to the dump. Greens are scarce, but the supply meets all requirements.

MCCALLUM CO'S. OUTING.

The McCallum Co. held an outing at its greenhouses at Evans City, August 9, the party being convened from this city in a special car. The afternoon was given over to athletic events, the chief feature being a ball game, which was won by the greenhouse team, the score being 13 to 5. George McCallum won the 100-yard dash, while Miss Kennedy, of the office force, was the lucky one in the drawing for a wicker chair. Moving pictures ware shown in the car on the return trip. Both members of the firm and employes voted it a most enjoyable outing—the best ever held.

NOTES.

Richards & Burns are opening a new store at Monessen, Pa., which is to be up-to-date in every respect. The firm is well known in this city, has many friends, and should make a success in the business. Karl Voelker, formerly of the A. W. Smith Co., and the Alpha Floral Co., is in charge.

The A. H. Smith Flower Stores Co. is redecorating the interior of its main store at Seventh and Liberty street. A. Hall, of this firm, and family, are enjoying the bathing at Atlantic City. Miss Carrie Jordan is also at the seashore.

Harry Irwin, the popular Monessen, Pa., florist, has just written from Michigan, that he expects to be barred from that state in future for catching all of the fish. His son, Harrison, is in charge of the business during his absence.

Wm. A. Clark, of the Pittsburgh Cut Flower Co., and family, are spending the month at their cottage at Lake Chautauqua.

Harvey Sheaff, manager of the Mrs. E. A. Williams store, is on a two weeks' trip.

Visitors: J. W. Glenn, Kittanning, Pa.; B. F. Engle, Rochester, Pa., and M. McGrail, Uniontown, Pa.

M.

WASHINGTON, D. C.—The Gude Bros. Co. has purchased the property adjoining its store, and will move to the new building when the lease of the present occupants expires in about two years.

St. Louis.

BUSINESS RATHER DULL.

The market is in fair condition. Business is more or less slow, with the demand just about cleaning up the good stock, with few exceptions. Good asters are in demand, as well as good roses. Neither are plentiful. Gladioli are in fair supply, but the quality is not very good. Other miscellaneous stock is in fair supply. Greens of all kinds are plentiful. The transient demand is very poor, and very little improvement is looked for until September.

NOTES.

The transportation committee of the florists' club, in charge of the "Presidential Special" to the Detroit convention, says they expect to have about 40 representatives from this city and vicinity. The special will leave on the morning of August 18. For any details, see W. J. Pilcher, W. A. Rowe or Frank Windler.

A visit to the Mossgiel Gardens, at Crescent, Mo., shows everything looking fine for a big season. They grow roses for the local market of an exceptionally good quality.

G. H. Angermueller has been getting in some nice asters, which are always sold before they are unpacked.

J. J. W.

IMPORTED BULBS

French Paper Whites
Freesias and French Romans

are being distributed to our customers.

If you are not yet covered on the above, let us quote you prices and submit samples or show you at convention.

"Joss" Narcissus

are ready.

These are very early and cheaper.

Dutch Bulbs

Our orders have been accepted; prices are ready; samples will be at Detroit. It is safe to order early. Remember, late orders last year had to accept many substitutes. Our stocks of **HYACINTHS, Fancy Forcing, Named Forcing; TULIPS, Keizerkroon, Murillo, Flamingo, Coronne d' Or,** as well as all the best **Darwins,** is complete.

LILY BULBS

A full line in season. Don't let any line of talk stampede you into profiteers' prices.

PAEONIES will be higher. We have the best florists' sorts at right prices.

CHICAGO **Vaughan's Seed Store** NEW YORK

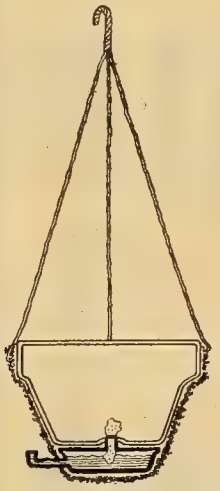
The Little Wonder

"No Drip" Hanging Basket

A Long Looked for Necessity

Needed by Every Florist

Wanted in Every Home



View Showing Interior View of Little Wonder Hanging Basket.

NO more water dripping on rug or floor, No muss or worry. Works automatically, keeping plants watered just right. By absorbing the exact amount of water required, the plants are kept fresh and healthy the year around. Waters the growing plant from the bottom, thus making longer roots and better plants.

WILL LAST INDEFINITELY

Little Wonder "No. Drip" Hanging Basket (From actual photo.)

THE WONDER PLANT IRRIGATOR CO.

2544 North Clark Street, - - - - CHICAGO

Albany, N. Y.

CLUB COMPLETES OUTING PLANS.

Preparations for the annual outing and clambake were discussed at the August meeting of the florists' club wrich was held at the establishment of Henkes Brothers, Newtonville. Louis H. Schaefer, chairman of the entertainment committee, reported that his committee had decided on the date, Saturday afternoon, August 23, and place, Henkes Brothers' grove, Newtonville. Chairman Schaefer said that the club will purchase all the edibles and accessories, and hire a man to look after the bake. Tickets will be $3 each for men and $2 for women. A poll of the members present showed that at least 43 will attend. The sale of tickets is always more than the number present at the meetings who promise to attend.

An invitation was read from Henry Heeremanns, secretary of the Lenox Horticultural Society, Lenox, Mass., to attend the Lenox Society outing on the afternoon of August 20. The local club passed a vote of thanks, and instructed the secretary to write that as many as could would attend from this city.

Frederick W. Gloeckner, of Watervliet, was elected a member of the club. After the meeting, the members enjoyed refreshments furnished by the hosts. Among the items was some very fine sweet corn. The Messrs. Henkes explained that the state department of agriculture has declared a quarantine in the town on all sweet corn on account of the presence of the European corn borer. The quarantine extends from near Newtonville, though a narrow strip of territory, to Amsterdam. Corn in the territory, is excluded from the markets of Albany, Troy, and a number of other places in districts where the borer has not been reported. Corn in infected territory may be sold in the cities within the infected districts. The object of the quarantine is to prevent the spread of the borer into uninfected districts. In some cases, the quarantine works a hardship, because not every field in a district excluded is affected.

Arthur Cowee, the gladiolus specialist of Berlin, Rensselaer county, has served four terms in the state legislature as an assemblyman. He is a candidate for renomination on the republican ticket. It is expected he will receive the nomination and be re-elected with little trouble.

R. D.

SEE

DREER'S DISPLAY

of Decorative and Other Seasonable Stock

At the Detroit Convention

Our representatives will be present and pleased to give any information desired.

HENRY A. DREER

714-716 Chestnut Street, PHILADELPHIA, PA.

FORMOSUM
LILY BULBS

Are on the Way

FIRST SHIPMENT

Due Here About
SEPTEMBER 1

We expect to make delivery to our customers in strict rotation of orders

Sizes, 7 to 9 inch
8 to 10 inch
9 to 10 inch

PRICE, $85.00 PER CASE

A. HENDERSON & CO.

166 N. Wabash Ave., CHICAGO, ILL.

OF COURSE, WE'LL BE THERE!

FOUR STRONG

S. A. F. Convention, Detroit, Aug. 19-20-21.

We're easily found at the

BUSY **BOOTH**

We can still accept orders for Freesia--different varieties:

FREESIA PURITY---Improved.
½ to ⅝-in...$9.50 per 1000

RAINBOW FREESIA.

	100	1000
First Size....	$4.00	$35.00
Second Size..	3.00	20.00

FREESIA--SUNSET COLL. PINK MIX.

	100	1000
First Size....	$5.50	$50.00
Second Size..	4.00	35.00

Write for prices on our

Large List of Dutch, French and Calla Bulbs

Pansy Seed, Sweet Pea Seed, Cineraria Seed, Cyclamen Seed, Primula Seed, Asparagus Plumosus, Asparagus Sprengeri.

We Are Headquarters for Japanese Lilies.

A. B. C.
WATCH US GROW

American Bulb Co.

172 N. Wabash Ave., Chicago, Ill.

A. B. C.
WATCH US GROW.

The Craig Quality Stock

IN OUR CONVENTION DISPLAY

will be well worth your careful inspection.

Crotons, Dracaenas, Pandanus, Ficus Pandurata, Ferns in variety. Handsome specimens to ornament the bon ton shops, and stock in small sizes for growing on. We believe this will be one of the best exhibits we have ever made.

Mr. Robert A. Craig, Mr. Leonard J. Seeger and **Mr. C. Van** will be on hand to welcome you.

THE ROBERT CRAIG CO.

Branch:
NORWOOD, PA.

4900 Market St., PHILADELPHIA, PA.

ANNOUNCEMENT FOR 1920

THE NOVELTY ROSE MME. BUTTERFLY

E. G. Hill's gorgeous sport of Ophelia, which has been tried out for three years and we are sure that it will supersede the parent; every tint is greatly intensified, gold, rose and cream. 50,000 already booked. The thousands of growers who know the good points of Ophelia, will be glad to welcome the "Butterfly Rose;" its culture is identical; everybody will know how to handle it.

It can be seen growing and will be distributed jointly by

THE E. G. HILL CO.
Richmond, Ind.

THE JOSEPH H. HILL CO.
Richmond, Ind.

C. H. TOTTY
Madison, N. J.

The Chicago Flower Growers Association

WHOLESALE GROWERS of CUT FLOWERS and PLANTS

182 North Wabash Avenue L. D. Phone, Randolph 631 CHICAGO

You Are Invited To Visit

Chicago's Leading Wholesale House

Whenever You Are In The City

Most Modern, Progressive, Centrally Located Wholesale Cut Flower Establishment in the World's Largest Market.

Our business is devoted entirely to the Wholesaling of Cut Flowers and Greens, and all Buyers in this line will do well to bear in mind that our line is complete in every respect.

"We Have It" if it is Obtainable in the Great Chicago Market.

Chicago.

AUGUST BUSINESS IS FAIR.

Business so for this month has been fair and compares most favorably with that of the same period of other years, with the total sales, in some instances, probably running considerably ahead. While business in some lines was good the past two weeks, it was not so unusually brisk that the grower should be given the idea that stock was selling at extraordinary high summer prices, which does not happen to be the case as the average returns show. While stock in general has been none too plentiful, there has been enough to go round, and if one particular house did not happen to have it, there was usually some obtainable close by. Roses are selling well, especially Columbia Mrs. Chas. Russell, Ophelia, Milady and Sunburst, which are reaching the market in good condition. American Beauty roses continue to be in brisk demand at high summer prices and clean up regularly. Asters are more plentiful and are to be had in quantity lots at reasonable prices considerably below those asked previously. Fancy asters are in exceedingly short supply and command good figures. Gladioli are in large supply, and are in good demand. Some first-class stock is seen in this line, but the majority of it is showing the effects of the hot weather. Orchids are scarce, and so is lily of the valley. Lilies, pond lilies, daisies, gypsophilas, cornflowers, calendulas, candytuft, snapdragons and feverfews are obtainable, and come in handy for the window displays during the hot weather. Greens are in good supply. Next week, the convention will be held at Detroit, Mich., and the closer the big event approaches, the more you hear of the large delegation from this city. Some will make the trip by auto, but the majority will go by rail, and very few, if any, by boat, for it is impossible to secure reservations.

O. L. A. Tonner Wholesale Florists

Dealers in Supplies Chicago Ill.

30 East Randolph Street

• NOTES.

Miss Ruth Wattman, of the Bassett & Washburn office force, is enjoying a three weeks' vacation. Mrs. Horton and Ernie Anderson are back from their vacations, and are again attending to their duties at this establishment.

Peter Duris, of the Central Floral Co., left this week for Fish Creek, Wis., where he and his sister will spend their vacation. Mr. Duris is the proud possessor of a new seven passenger 1920 model Buick.

John Kruchten is back on the job at the John Kruchten Co's. store after a delightful visit with his family at Sister Lakes, Mich. The trip was made by auto.

Percy Jones

INC.

Wholesale Florists

30 E. Randolph St., CHICAGO, ILL.

O. J. Friedman left August 9 to join his family for a week's visit at his cottage in Michigan.

Fritz Bahr, wife and son, George, left, August 9, on a pleasure trip to California.

Edgar Winterson and wife are spending their vacation at Grand Beach, Mich.

August Barnett, with Erne & Co., is enjoying a two-weeks' vacation.

WE ARE CUTTING AN EXTRA
Heavy Supply of Roses

SUMMER ROSES
OUR SPECIALTY

BUY DIRECT FROM THE GROWER.

We Are Rose Specialists and Are Cutting from 245,000 Rose Plants

We Are Now Cutting Russells from 60,000 Plants

The best Roses now are **Columbia, Russells, Hoosier Beauties, Ophelia, Sunburst** and **White Killarneys.** These are all our own growth, guaranteed fresh cut and packed to arrive in good condition.

BARGAIN PRICE LIST

Russells and Columbia

At the Following Bargain Prices:

Long.....per 100, $10.00 to $12.00 Medium.....per 100, $6.00 to $8.00
Short..... per 100, $3.00 to $4.00

Assorted Roses

Our selection. In lots of 300 or more; all choice, fresh cut stock.

Short lengths at the rate of $25.00 per 1000 Medium lengths at the rate of $50.00 per 1000

When ordering, please state grade wanted.

GLADIOLI and ASTERS at market prices
NEW FANCY FERNS, per 1000, $2.00

Adiantum.....per 100, $1 00 **Asp. Sprays**.....per 100, $2.50 to $3.00
Galax, bronze.....per 1000, 2.00 **Sprengeri**.....per 100, 2.00 to 3.00

All seasonable flowers not grown by us will be procured for our customers. A trial order solicited.

In buying direct of the grower you are assured of fresh stock at all times and the most even run of quality possible.

NOTICE—We close at 5 o'clock week days and all day Sunday. Week Days 8 A. M. until 5 P. M.

BASSETT & WASHBURN

LONG DISTANCE PHONE:
CENTRAL 1457.
Greenhouses: Hinsdale, Ill., and Greggs Station, Ill.

OFFICE AND STORE
178 N. Wabash Ave., CHICAGO, ILL.

You will find all the choicest offerings
in Cut Flowers at our establishment.
Handle the best.

JOSEPH FOERSTER CO.
WHOLESALE FLORISTS
160 N. Wabash Avenue, CHICAGO, ILL.

WIETOR BROS.
WHOLESALE FLORISTS
30 East Randolph St., L. D. Phone Randolph 2081 CHICAGO

Miss Gertrude Plutz, who tickles the ivories at Poehlmann Bros. Co's. office, is back from a pleasant vacation in northern Wisconsin. Ruth Pagel who operates the switchboard, has returned from a visit to her home at Spring Valley, Bass Lake and Starved Rock. Sam Cohon of the office force is back from a pleasant vacation at South Haven, Mich., and James Butler, who keeps the office books, is again on deck after spending a couple of weeks with his folks at their cottage at Long Lake. Miss Olga Mielke of the office staff left August 9 for a three weeks' visit with relatives at Altamount, S. D.

This city will be represented at the Detroit convention in the bowling contest by Allie Zech, Walter Amling, Eric Johnson, Herbert Amling and Peter Olsem. The trade is confident that the boys will make a good showing and would not be surprised if they brought home the bacon. Walter Amling, Allie Zech, Herbert Amling and Peter Olsem bowled a practice game with William Wolf, Fred, Price, Jack Byers and Mrs. Olsem, August 11, which they won by a close margin.

Charles Erne received a postal card last week from Charles Stewart, dated August 4, and mailed from Cheyenne, Wyo. Mr. Stewart and family left here several weeks ago, on an auto trip to Los Angeles, California, where they will make their home in the future.

Peter Showsboe has the stock at Peter Reinberg's greenhouses in splendid condition, particularly the roses, and is always pleased to show the visitors about. Peter Baumann reports that the demand at the store is strong enough to absorb the daily cuts.

H. Tobler, superintendent of grounds and greenhouses at the Northern Hospital for the Insane, Traverse City, Mich., called upon a number of old friends in the city last week and incidentally celebrated the fifty-first anniversary of his birthday.

CUT TUBEROSES
FOR IMMEDIATE SHIPMENT
Write, wire or phone.
IMPERIAL GARDENS, Sugar Land, Texas

Mention the American Florist when writing

A. Lange says Saturday of last week was the best August day in the history of his business, in orders as well as receipts. Mr. Lange and wife left Tuesday evening for the convention city.

A. L. Vaughan reports business at A. L. Vaughan & Co's. store as comparing most favorably with that of last year. Asters and gladioli are in good demand at this establishment.

Louis Finnermann, of the Grossberg-Tyler-Finnermann Co., was called home from a business trip in the east this week by the sudden death of his mother-in-law, Mrs. Klamage.

Phillip Schupp reports that the shipping trade is holding up remarkably well at J. A. Budlong Co.'s store for August.

Mrs. A. Kindler, of the Raedlein Basket Co., returned recently from a pleasant visit in California.

Sergeant Franklin Wallis, son of Thomas Wallis, of Rose Hill, has returned from overseas.

Leonard Koehler, with Joseph Foerster Co., is spending his vacation in Michigan.

The Meyer Florist Thread

Comes put up 16 oz. of actual thread to the lb., 2 oz. to the spool. Compare our thread with any other you are using and you will see a vast difference in the quality as well as the price and yardage of each spool. Manufactured by the

JOHN C. MEYER FLORIST THREAD WORKS,
1500 Middlesex Street, LOWELL, MASS.

MEET US IN DETROIT

At The Convention

August 19-21

And at All Other Times at Our Store

ALLIE ZECH
MATT MANN

—OF—

ZECH & MANN

Always Reliable Wholesale Florists

30 East Randolph Street, CHICAGO

The Open Door

Our door is always open to visitors. Call and see us when you are in the city—before or after attending the Detroit Convention if possible. We are located in the heart of the Great Central Market and will be pleased to have you pay us a visit.

A. T. Pyfer & Co.

WHOLESALE FLORISTS

164 North Wabash Ave., CHICAGO

The following have signified their intention of attending the Detroit convention: C. L. Washburn and wife, Miss Nettie Parker, Allie Zech and wife, Miss Marie Grothe, Gust Marshall, August Poehlmann, Adolph Poehlmann, John Poehlmann, George Asmus, T. E. Waters, M. Barker, H. A. Cecil, Matt Mann, Duncan Robertson and wife, Allan Humason, A. F. Longren, Peter Olsem and wife, H. E. Humiston, Miss Martha Gunterberg, Paul Klingsporn and wife, Eric Johnson, Joseph Kohout, Fred Dietsch, Fred Lautenschlager, Rudolph Kurowski, A. F. Amling and wife, Fred Stielow, Walter Amling and wife, Frank Schramm and wife, Herbert Amling, G. C. Weiland, Anton Then, August Jurgens, Charles McCauley, Fred Schramm, Rudolph Ellsworth, Emil Ehrhardt, Ed. Muret, Joseph Schoos, Sam Pearce, H. Nichols, P. L. McKee, G. M. Reyburn and wife, Albert Koehler and wife, S. Dumser, Frank Johnson, J. C. Vaughan, A. M. Anderson, Ed. Goldenstein, Thos. D. Long, George Mohn, Walter Stocklos, A. Hansen, Victor Bergman and wife and P. J. Foley.

Miss Edna Poehlmann, daughter of Mr. and Mrs. Adolph Poehlmann, and William Clark were married at the home of the bride's parents at Morton Grove, Tuesday evening, August 12, at 8 o'clock. The home was beautifully decorated for the occasion. The happy young couple have the best wishes of the entire trade.

George Asmus greeted Wm. F. Gude and wife of Washington, D. C., last week as they passed through the city on their return from the Canadian Rockies and Yellowstone Park, Mr. Gude appearing greatly improved in health.

Fred Nelson, manager of the George Wittbold Co.'s retail department, and Joe Schouten, with the Ernest Wienhoeber Co., are back from a vacation tour of the west including a visit to Yellowstone Park.

C. L. Washburn is pleased with the demand for Columbia roses at Bassett & Washburn's store, where they are arriving in quality this week along with all the other varieties they are growing.

A. Henderson and H. N. Bruns are planning to go by auto from Lakeside, Mich., where their summer homes are located, to the convention city, leaving Monday morning on the 200-mile run.

Vaughan's Seed Store is expecting the first carload of Chinese narcissus this week. The first Paper Whites are being expressed from the firm's New York house.

Frank Oechslin and wife returned from Colorado last week and report a very enjoyable trip.

Visitors: Earl L. Hempstead, Bloomington; Mrs. Kirby Boerstler, Little Rock, Ark.; Mrs. J. F. Ammann and Miss Angie Ammann, Edwardsville.

Cincinnati.

CHOICE STOCK IS LIMITED.

Business is somewhat quiet and does not take up all of the receipts that are coming into the market. The amount of choice stock is rather limited and sells readily, but the short and medium grades move very slowly and tend to accumulate in the wholesale houses. In roses, many short ones of the new cut are seen. Asters are plentiful but the most of the offerings in this line are short stemmed and small. Many excellent gladioli may be had. The choice ones sell readily while the others move slowly. Other offerings are a few rubrums and snapdragons.

NOTES.

The marriage of Miss Jennie Adrian, daughter of Gus Adrian and wife, to Oliver D. Perreault, was solemnized August 2. The bridegroom had just been discharged from the military service after having seen active service overseas. They will make their future home in Los Angeles, Calif.

The latest who have announced their intention of attending the convention at Detroit, Mich., are Frank Volz, who expects to make it part of his honeymoon trip, Arthur Becker and Ray Ruttlee.

C. E. Critchell has been getting many calls for sphagnum during the past fortnight. Last week he visited the greenhouse plants at Richmond, Ind.

Julius Baer has returned after a three months' trip through the far west and Canada.

Visitors: Geo. Hampton, representing Jos. G. Neidinger & Co., Philadelphia, Pa.; J. Coleman Nielsen, representing Poehlmann Bros., Chicago; Harold S. Lion, of Lion & Company, New York; Gus Schneider, Springfield, O., and H. F. Winters, of the Winters' Floral Co., Charleston, West Va.

H.

What Every Grower Will Do

A grower who is fair and impartial and not restricted in his judgment in choosing a Wholesale Cut Flower Commission House, will endorse our NEW SERVICE.

No supervision, no regulations, no protection, was adequately provided to a grower in the old practice of Commission Wholesaling.

Our REPORT OF SALES answers all questions.

It tells and explains fully what every grower ought to know about the marketing of his products.

If for no other reason, our SALES REPORT alone is sufficient to encourage consignments to us.

YOUR

PROTECTION

KENNICOTT BROS. CO.

CHICAGO

"Under Grower's Supervision" and "TRUE TO NAME"

Mention the American Florist when writing

HANNIBAL, MO.—Mrs. Hettie A. League, administratrix of the estate of the late W. T. League, announces that the establishment consisting of two houses 20x160 feet, a three-room brick building used as office and workroom in a downtown location on a lot 65x180 feet are offered for sale.

Visit Our Store

While You Are In The City

Before leaving for the Detroit Convention or after returning will be a good time, but remember that you are always welcome. If you wish you can have your mail addressed here and arrange to meet your friends at our establishment.

OUR SPECIALTIES:

Russell, Columbia, Killarney, White Killarney, Killarney Brilliant, Milady, My Maryland, Ophelia, Sunburst and Champ Weiland Roses. All the best new and standard Carnations in addition to other flowers in season. Complete line of Green Goods.

PETER REINBERG

WHOLESALE FLORIST

30 East Randolph St., CHICAGO

Long Distance Phone, Central 2846

WHEN YOU ARE IN CHICAGO

CALL AND INSPECT

OUR LINE OF BASKETS

and arrange for your fall and winter supply. Our line is complete, and you will find here many styles you will like.

RAEDLEIN BASKET CO., 713 Milwaukee Ave., Chicago

To reach our store, take a Chicago Avenue, Division Street, Milwaukee Avenue or Armitage Avenue car at State and Randolph Streets and get off at Huron Street. Cars stop right in front of our store.

Reid's Quality Cut Flowers

THE CHOICE OF THE MARKET FOR ALL SEASONS.

Best Flowers **Best Packing** **Best Service**

Growers and Retailers cannot do better than connect up with Reid's Service.
A leader in the Trade for 25 years. When They're REID'S They're Right.

EDWARD REID, 1619-1621 Ranstead St., Philadelphia, Pa.

San Francisco.

BUSINESS BETTER THAN IN PAST SUMMERS

This week has been a very good one among all the florists. It is certainly far ahead of the corresponding week last year. There is an unusually large number of weddings and other decorations, which call for large quantities of flowers, such as dahlias, gladioli, chrysanthemums, etc., and which are peculiarly adapted to this particular work. Chrysanthemums are becoming more plentiful every day. Golden Glow is about the only variety offered now. It has improved very much in quality over last week, owing to the cool weather. It is bringing good prices. As yet, none of this stock is being shipped, as it is disposed of readily in this market. Very few Early Frost were noted this week. The rose situation is improving rapidly, inasmuch as the stock is of much better quality than for some time past. As yet, there is no supply of Russell, but there is a large cut of Ophelia, Columbia, Hadley and Radiance. Good stock moves quite readily. Ulrich Brunner is also much better than heretofore. Cecile Brunner is off crop and the light arrivals clean up quickly. The good supply of Spencer sweet peas still keep coming in and are sold at good figures. Nearly all colors are represented, but pink and lavender are most in demand. Carnations from the new crop are beginning to arrive. Laddie is excellent and a good seller. Poor stock of the Enchantress family, however, is not moving at all. Dahlias are now at the height of the season. Enormous quantities find their way to the market every morning. Stock has to be of the best before ready buyers appear. The street venders dispose of the greater part of the inferior grades. Gladioli are still coming in freely, and continue to find a ready sale. Pink varieties are most in favor. There are practically no orchids to be seen. A few Harrisoniana are to be had occasionally and bring $1.00 each. The aster supply is increasing every day, and the stock shows much improvement over last week. All colors are available now, but as yet, prices are pretty stiff. Zinnias are much better than heretofore and find a ready market. They are in great demand for basket work. Snapdragons are quite plentiful, but of poor quality. There is an ample supply of calendulas, scabiosa and other stock from out of doors. Some fine specimens of pot grown celosia are being received and are a welcome addition to a scant supply of flowering plants. We also noted a fine lot of early cyclamens in pots in several of the stores. The stock was extra good for so early in the season. Hydrangeas, both pink and blue, in pots, are also popular. Water lilies, which are somewhat of a novelty here this season, are attracting much attention from buyers. There are plenty of green stock and adiantums.

NOTES

The nurserymen of this state are doing everything in their power to be in a position to meet the demand for stock this coming season. They report a tremendous call for fruit trees of every description. The California Packing Corporation, which is the largest concern of its kind in the world, has purchased 4,000 acres of land at Delano, and has placed an order with a prominent nursery at Fresno to supply the trees for this tract. It is one of the largest single orders ever placed for fruit trees. The varieties planted will be peaches and figs.

Charles Matraia, for many years a member of the firm of Podesta & Baldocchi, has entered the firm of the Art Floral Co., of which his brother, P. Vincent Matraia, is president and manager. The entire stock of this company is now controled by the Matraia brothers. Improvements, which are now taking place, are rapidly nearing completion at this store. When finished, it will be one of the most attractive in the country.

J. A. Axell, whose large wholesale house on Bush street will open at the beginning of the shipping season, has completed arrangements whereby he will become the largest handler and shipper of chrysanthemums in this city. He has purchased the entire crops of some of the leading growers. He will also handle the output of many of our leading violet growers, nearly all of which will be shipped to eastern points.

The Seabright Bulb Company has leased 10,000 square feet of glass at Santa Cruz, where it will plant bulbs to force for this market. They will specialize in early freesias. Thus far this season, this firm has shipped one million and a half freesia bulbs and 500,000 gladioli bulbs to this and eastern markets. They report a cleanup of all their surplus stock, and will plant largely for next season's trade.

Rosaia Bros.' nursery is in with a good cut of gladioli and Ulrich Brunner roses. Mr. Rosaia says that for some unexplainable reason the cut of Ulrich Brunner has been below the standard of former years. Nearly every grower of this rose has the same comment to make on its behavior this season. It is a very popular rose in this market and immense quantities are handled here every season.

Frank Pellicano's new dahlia, Dr. Harry Tevis, is by far the most popular and finest dahlia being received in this market. It was sent out by the introducer last spring, and has jumped immediately into popular favor owing to its immense bloom and very stiff stem. When it is more widely distributed, it will be near the head of the list of the best commercial dahlias.

Milton Tonini, manager of the Bay Counties Seed Company, has a fine collection of dahlias at his nursery, which he intends to exhibit at the coming dahlia show of the California Dahlia

Have Your Customers

Say it With Budlong's Flowers

The kind that are bound to give satisfaction.

A Word to the Wise

Try Our Stock and Satisfy Yourself on This Score

WE HAVE AS FINE A LOT OF

Summer Roses of Every Variety

as is coming to this market. We carry a **Complete Line of Roses.** We are exceptionally strong on **Double White Killarney,** the only White Killarney that stays "white" during the hot summer months. **Once used, you will want no other.**

Gladioli **of Quality Stock,** all colors, at reasonable prices.

Asters Heavy supply of **White, Pink, Purple** and **Lavender** of the **large, showy kind** also plenty of the commoner sorts.

Choice Stock of Daisies, Calendulas, Candytuft, Feverfew, Snapdragons, Cornflowers, Gypsophila and all other Seasonable Stock.

HARRISII LILIES are scarce but we can supply RUBRUM and ALBUM.

DON'T FORGET US ON GREENS, AS WE HAVE

Asparagus, Sprengeri, Ferns, Adiantum, Galax.

If you want good stock and good treatment, buy of Chicago's most up-to-date and best-located Wholesale Cut Flower House.

J. A. Budlong Co.

Quality Speaks Louder Than Prices.

Wholesale Cut Flowers and Greens

184-186 North Wabash Ave., Corner Lake St., CHICAGO

Roses, Valley and Carnations
Our Specialty

Prices As Low As Others.

SHIPPING ORDERS GIVEN CAREFUL ATTENTION.

WE ARE CLOSED ALL DAY SUNDAY.

We are in daily touch with market conditions, and when a decline takes place you can rely upon orders sent us receiving such benefits.

You Are Invited

to make our store your headquarters whenever you are in the city. Drop in and get acquainted—we will make it as pleasant as we can for you. Before or after returning from the Detroit Convention would be an opportune time.

ERNE & COMPANY

WHOLESALE FLORISTS

30 E. Randolph Street, L. D. Phone, Randolph 6578. **CHICAGO, ILL.**

The Coming Season

We will handle the product of two of the largest rose growers of this section. **Nothing better offered anywhere.**

FIRST SELECTIONS IN ALL SEASONABLE FLOWERS

Our packing and shipping facilities are unsurpassed. Only one block to express or parcel post.

PHILADELPHIA WHOLESALE FLORISTS' EXCHANGE, 1615 Ranstead St., **Philadelphia, Pa.**

Society in September. He is looking forward to a heavy fall plant trade, and is arranging to handle a large amount of stock this coming season.

R. H. Taylor, of Berkeley, horticulturist at the University of California, has been appointed chief deputy director of the state bureau of plant industry of the new state department of agriculture. The appointment was made by George H. Hecke, director of the department.

J. T. Mayfield, who raised 400,000 freesia bulbs on his place at Capitola, has shipped his crop east. The freesia crop was a big one this year, and growers received good prices. He plans to increase his acreage to quite an extent next season.

F. C. Jaeger & Son are displaying some good Golden Glow chrysanthemums in their store this week. This firm has been kept busy all summer and has no complaint to make over the dull season.

Angelo J. Rossi has been appointed by the mayor on the reception committee, which will entertain the officers and men of the Pacific fleet upon its arrival in this city.

Avensino Bros.'s store is receiving a fine lot of pot grown begonias. They are in great demand just now, when flowering plants are rather scarce.

JAMES T. LYNCH.

COLUMBUS, O.—Frank S. Miller, who recently acquired the range of the Columbus Floral Co., is remodeling two houses and putting the entire establishment in good condition for the coming season.

BERNHEIMER'S SERVICE IS BEST

Situated in the heart of the city's cut flower center. We offer a splendid market for both grower and retailer.

Eugene Bernheimer, 1531 Ranstead Street, PHILADELPHIA, PA.

Saginaw, Mich.

SCARCITY OF STOCK KEENLY FELT.

The extremely short supply of flowers was felt in this market during the past week, and there is no complaint that there is not enough business to take care of the supply. Gladioli are becoming more plentiful and roses are in better quality and quantity. Since carnations have been withdrawn, asters have taken their place, but they are still short stemmed.

NOTES.

J. B. Goetz Sons are benching carnations for early blooms. The main crop will be housed later. Coal hauling is at top speed and the winter's supply is nearly in. Henry Goetz was highly honored by the Detroit Florists' Club, of which he is a member, being appointed chairman of the proposed state florists' association which he hopes will take its date of birth at the Detroit convention of the Society of American Florists, August 19-21. It is proposed that Detroit take the initiative steps in forming the organization as this would be the most opportune time, when all state florists were together at one time and place. The hearty co-operation of every florist in the state is hoped for, and since it is right at our door, the Detroit meeting is expected to bring a 100 per cent Michigan attendance. Let's make it a reality.

Grohman, the Florist, was more than disappointed that he did not have more stock to offer, as he was compelled to turn down as many orders as he accepted.

Charles Frueh, of Chas. Fruch & Sons, is traveling in the east and expects to make a stop at Detroit on his way home in time for the convention.

The Wm. Roethke Floral Co. has its roses benched and is all ready for winter.

GETS.

GEORGETOWN, ILL.—R. L. Burgoyne, who suffered considerable loss from hail during the past year, is rebuilding his range to double its former capacity.

TORONTO, ONT.—Arthur H. Ewing, former secretary of the gardeners' and florists' association, died recently in California.

COLUMBUS, O.—The Franklin Park Floral Co., it is reported, will replace three of its houses with new structures.

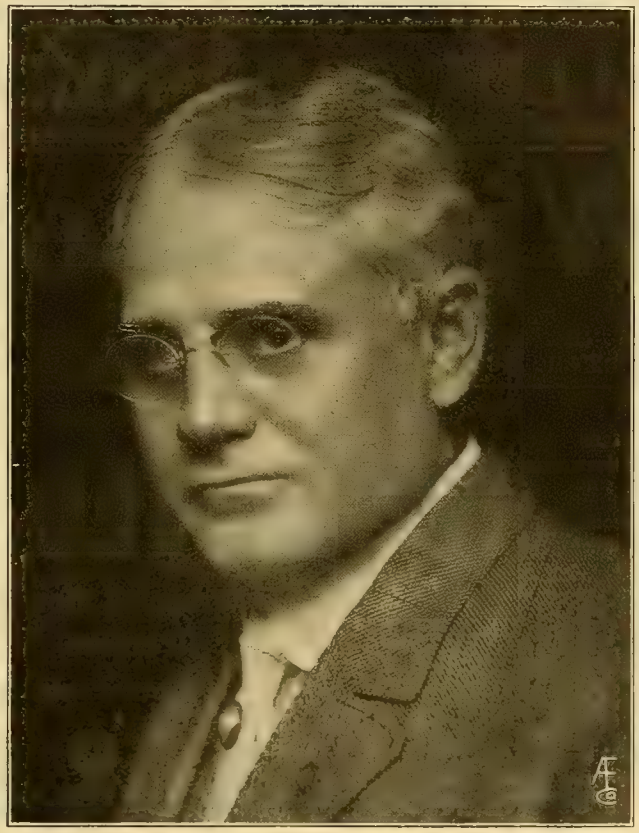
THE RIGHT PLACE

TO BUY CUT FLOWERS

is from us, for there is nothing in the Cut Flower and Green Line that we do not sell or handle, and besides we give you as much actual value for your money as any firm in Chicago.

OUR AIM

at all times is to treat every one right and with this constantly in view we will surely be friends if you will but do your part.



A. L. VAUGHAN.

BIG SUPPLY

of choice summer stock and every arrangement made for fall and winter with the best growers in and adjoining Chicago.

Our Efficient Service Always Means A Great Deal To You.

From now on our supply of Cut Flowers and Greens will be larger than ever so place your orders with us and we will see to it that they will be filled to your entire satisfaction.

A. L. VAUGHAN & Co.

NOT INC.

PHONES:
CENTRAL 2571 - AUTOMATIC 48-734 - CENTRAL 2572
161 North Wabash Ave, Chicago

WE'LL BE RIGHT THERE!

The Big Detroit Convention

Yes, sir, we'll "be there" with a complete display of the latest novelties to be had, and also a full line of the more staple articles in Florists' Fall and Holiday Goods, including new made-up Wreaths, Baskets, Ribbons, Chiffons, and several other items of interest. We will be represented by the following, who will be very glad to extend you a hearty welcome and make your acquaintance:

E. J. McCALLUM, ROSS E. ADGATE, RALPH E. GAY,
GEO. C. McCALLUM, HENRY L. BLEND, EARL C. TIPTON.

Our headquarters will be at our exhibit at the Exhibition Hall, where you will find our representatives at all times. You will be most welcome to make your headquarters with us.

THE McCALLUM COMPANY, "The House That Service Built," **PITTSBURGH, PA.**

E. F. Winterson Co.

166 North Wabash Avenue, L. D. Phone Central 6004. **CHICAGO**

We carry the year round the best Wild Smilax, Fancy Ferns, Galax and Huckleberry. Try us on your regular orders.

Baltimore.

WEATHER UNFAVORABLE WITH FAIR SALES.

The weather in this vicinity has been of the exceptional variety of late, and the excessive rains have brought about a poor condition of outdoor stock. Gladioli, however, do not seem to have been affected and still show very good form. Some of the best have 8, 10 and even 12 flowers to the stalk, and sell at $2 per dozen wholesale. Asters, due to the weather, do not improve and look like small value for the prices asked. Pond lilies are still abundant and will sell better when the blue varieties come in later.

NOTES.

Wm. McKissick, manager of the Leo Niessen Co., deserves credit for the way he has advanced the trade in every way since coming to this city. An example of this is seen in his securing for Leonard Lancaster, formerly with Samuel Feast & Son and later foreman for Lohr & Fritz, the Wright place on Reistertown road. The range is already well filled with miscellaneous stock which will yield immediate returns. Mr. Lancaster makes roses his specialty which will be sent to the wholesale market in this city.

Wm. F. Ekas, of the Leo Niesson Co., state vice-president of the Society of American Florists, is combining vacation and business in visiting growers in New York and vicinity.

Robert Graham and wife will attend the Detroit convention.

G. JR.

Washington, D. C.

Live ducks swimming in a tank in the window of the Gude Bros. store, 1214 F street, have been attracting a great deal of attention to the excellent display. These ducklings are something of a novelty, as part of a window, and crowds congregate in front of the store to watch them swim around or snap at the gold fish who share the pool with them. There are also a number of water lilies in the pond. Sloping up from the water is a hill, in a sort of rock garden shape, on the top of which is perched a miniature greenhouse, within which are "growing" flowers. These are kept in concealed jars, and are changed when they begin to look other than presentable.

William F. Gude and Mrs. Gude have just returned from their trip into Canada, coming home by way of the Canadian Rockies and the Yellowstone park. En route to Washington, they stopped in Minneapolis, visiting Theodore Wirth, and renewing old acquaintances in other cities. The trip has done Mr. Gude a world of good, and he is preparing to take up his business activities about where he left off.

B. F. L.

IMPORTED MATS

For Wrapping Flower Pots.

Just arrived. All colors. $15.00 per 100.

Write for samples.

Enomoto & Co., Inc.

Wholesale Growers and Shippers

35 Saint Anne Street, SAN FRANCISCO, CALIF.

Mention the American Florist when writing

Providence, R. I.

TRADE GOOD FOR SUMMER SEASON.

The demand during the past week has been good, with stock of all kinds plentiful. Asters are almost a glut on the market at present, and gladioli are coming in freely. It seems as if everyone was growing this flower this year, and the result is prices have been lowered.

NOTES.

E. R. Seymour, of Warren, is showing ferns at his establishment that are in fine condition.

Jesse Taraglini, of Simmonsville, will soon be cutting a good crop of asters of fine quality.

Max Villers, who has been in France for the past year, has returned and is looking fit.

H. A. T.

John Kruchten Co.

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George Reinberg

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Price List, 1919. Plain Wire Hanging Baskets.

10-inch	$1.75	14-inch	$3.00
12-inch	2.25	16-inch	4.50

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Wholesale Flower Markets

Chicago.

CURRENT PRICE LIST.

		Dozen
Roses,	Beauty	$ 1.50@$ 5.00
		100
"	Mrs. Chas. Russell	5.00@ 20.00
"	Columbia	5.00@ 15.00
"	Hoosier Beauty	4.00@ 10.00
"	Killarney Brilliant	3.00@ 10.00
"	Killarney	3.00@ 10.00
"	White Killarney	3.00@ 10.00
"	Richmond	3.00@ 10.00
"	Prince de Bulgarie	3.00@ 10.00
"	My Maryland	3.00@ 10.00
"	Mrs. Geo. Shawyer	3.00@ 10.00
"	Milady	3.00@ 10.00
"	Sunburst	3.00@ 10.00
"	Mrs. Aaron Ward	3.00@ 10.00
"	Hadley	3.00@ 10.00
"	Ophelia	3.00@ 10.00
"	Double W. Killarney	3.00@ 10.00
"	Mrs. Moorfield Storey	3.00@ 10.00
"	Champ Weiland	3.00@ 10.00
"	Stanley	3.00@ 10.00
"	Francis Scott Key	3.00@ 10.00
"	Bayard Thayer	3.00@ 10.00
"	Cecile Brunner	3.00
"	George Elgar	3.00
"	Baby Doll	3.00
"	Nesbit	3.00
"	Our selection	4.00
Carnations		3.00@ 4.00
Cattleyas, per doz.		10.00@ 12.00
Daisies		1.50@ 2.00
Gladioli		4.00@ 6.00
Valley		12.00@ 15.00
Calendulas		2.00@ 4.00
Callas		15.00
New Ferns	per 1,000	3.00@ 4.00
Galax	per 1,000	1.50@ 2.00
Leucothoe		1.00@ 1.25
Mexican Ivy	per 1,000	5.00@ 6.00
Plumosus Strings	each	.60@ .75
Smilax	per doz.	2.50@ 3.00
Sprengeri, Plumosus Sprays		3.00
Boxwood, 35c per lb., per case		9.00

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WHOLESALE FLORISTS

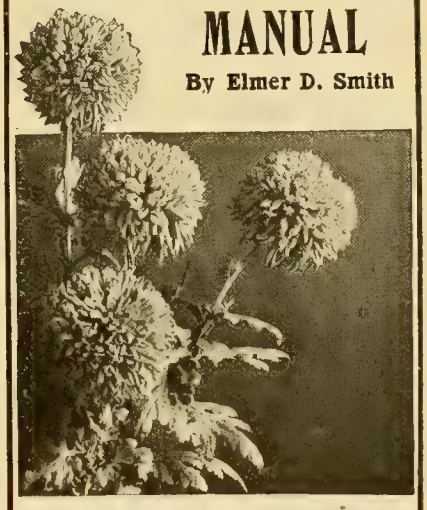
30 E. Randolph St., CHICAGO

Telephone Central 3284

Mention the American Florist when writing

THE CHRYSANTHEMUM MANUAL

By Elmer D. Smith



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GLADIOLUS

They are in full crop. Our stock includes many novelties and all the standard varieties. Always a good supply of **America, Augusta, Francis King, Panama, etc. $5.00 and $6.00 per 100.**

If you will leave the selection to us we can offer you Gladiolus at very attractive prices. We ship Gladiolus mostly in bud, insuring arrival in good condition. You are obliged to carry some stock during the summer months, and you have less risk of loss in Gladiolus than any other flower you can buy.

THE LEO NIESSEN CO., 1201 Race St., Philadelphia, Pa.

Mention the American Florist when writing

Philadelphia.

DEMAND REACHES LOWEST LEVEL.

The first week in August ran pretty true to form as far as the florist business was concerned, the volume of trade being about the smallest of the year. Gladioli and asters, most of the latter field-grown, are being thrown on the market in great quantities. Only about 25 per cent of the stock is fit for sale in the stores, the balance being so poor as to be almost unmarketable. The wholesalers are helpless. It comes in, is potted up, and they do the best they can with it. Aside from the first selections, or cream of the stock for which there is generally a fair local or shipping demand, the balance is sold in job lots to the street men, who take it away in wagon loads and market it on the busy corners of residence centers, or in the shopping districts. Gladioli are offered at 10 cents a bunch of from six to eight stalks, and asters 10 to 15 cents for a bunch of 25. Russell, Maryland and Victoria are the best summer roses. Columbia and a few Premier are also good, but all the rest are very small. There are American Beauties, new crop, if ordered, at $40 to $50 per hundred. Hydrangea Golden Glow, and other outside flowers are very plentiful. Dahlias are being sent in despite the protests of the growers. If the early shipments are any criterion, the acreage must have been very heavily increased by the "farmers" of New Jersey. The recent wet weather has been favorable to their growth, and if there were any sale, the market would soon be flooded with them.

THE GLADIOLUS SITUATION.

A wholesaler, in speaking of the immense shipments of gladioli, said he anticipated this condition last spring as all the bulb men said they had never had such a demand before. He questioned very much, with the high cost of labor, boxes, shipping expenses, etc., together with the greatly overstocked market, whether the growers would get a new dollar for an old one. He was afraid it would be much the same during the dahlia season, although at that time, there would be a much better demand.

BULB PROSPECTS.

The forcing bulb situation is interesting. Paper White narcissi are now in, and will be on the market as cut flowers much earlier than last season, when the bulbs did not arrive until November. Prices are much higher, $21 per 1,000 being asked for 13 centimeters in size. Flowers will have to bring $6 per 100 to pay. Emperor narcissi are quoted $47.50 per 1,000. These initial prices and allowing for bulbs that do not flower will put the cost of the cut flowers, when ready for market, at a rather high figure. The Easter lily flowers will, it is said, not cut any figure in the market before the last of January or February. Formosums are quoted at $30 to $35, per 100 provisionally. Harrisii, 7-9, are $32.50, and such a small quantity in sight as to make no material difference. The giganteums are still an unknown quantity. Large shipments are expected, but no one feels safe, as yet, in quoting prices or quantities that will stand.

Wholesale Flower Markets

BUFFALO, Aug. 13. Per 100

Roses, Beauty, Special	30.00@	40.00
" Fancy	20.00@	30.00
" Extra	10.00@	20.00
" 1st	8.00@	10.00
" Killarney	3.00@	10.00
" My Maryland	3.00@	10.00
" Sunburst	3.00@	10.00
" Ward	3.00@	10.00
" Ophelia	3.00@	10.00
" Russell	6.00@	10.00
" Shawyer	3.00@	10.00
" Bon Silene	3.00@	4.00
Cattleyas	75.00@	85.00
Carnations	1.00@	2.00
Sweet Peas	.50@	1.50
Asparagus Sprengeri	.35@	.50
Ferns per 1,000	2.00	
Calendulas	2.00@	3.00
Smilax		25.00
Gladioli	2.00@	5.00
Asters	1.00@	3.00

BOSTON, Aug. 13. Per 100

Roses, Beauty	12.00@	25.00
" Killarney Queen	2.00@	6.00
" White & Pink Killarney	2.00@	6.00
" Double White Killarney	6.00@	12.00
" Killarney Brilliant	2.00@	8.00
" Hadley	6.00@	12.00
" Mock	2.00@	4.00
" Mrs. Chas. Russell	6.00@	12.00
" Taft	2.00@	8.00
" Milady	2.00@	8.00
" Ward and Hillingdon	2.00@	8.00
" My Maryland	2.00@	8.00
Carnations	12.00@	15.00
Easter Lilies	10.00@	20.00
Valley	6.00@	10.00
Gladioli	4.00@	8.00

CINCINNATI, Aug. 13. Per 100

Roses, Killarney	4.00@	12.00
" Mrs. Chas. Russell	6.00@	18.00
" Ophelia	4.00@	10.00
" Richmond	4.00@	10.00
" Sunburst	4.00@	10.00
" Shawyer	4.00@	10.00
" Columbia	6.00@	18.00
Lilium Giganteum	12.50@	15.00
Cattleyas	1.00@	3.00
Carnations	4.00@	12.00
Callas	10.00@	12.00
Calendulas	1.50@	3.00
Easter Lilies	12.50@	15.00
Sweet Peas	.50@	2.00
Tulips	4.00@	8.00
Daffodils	5.00@	6.00
Iris Tingitana	12.00@	15.00
Jonquils	4.00@	6.00
Snapdragons	6.00@	10.00
Gladioli	3.00@	5.00
Asters	2.00@	4.00

NOTES.

Clarence Watson, of the Leo Niessen Co's. force, says it seems almost impossible to get growers, particularly the farmers or large growers of outside flowers like gladioli and asters, to understand the advantage of quality over quantity. If they would select the best varieties, and grow but one-fourth as many, disbudding, and only sending in good salable flowers, properly bunched and packed, they would be almost certain of good returns, and the entire trade would be greatly benefited.

One of the sages of the trade, discussing the present agitation on the high cost of living, and the efforts by the national authorities to reduce prices wherever possible, wondered what effect it would have on the sale of flowers, not that they should be reduced, as they have not at all kept in step with the advancement in other lines, but should an economic wave set in, all things of a luxurious nature might suffer, with flowers among the first.

E. J. Keohane, of the H. F. Michell force, is visiting at the Delaware Water Gap. He declares that in all his experience he has never found the trade in such a receptive mood. The trouble now is to get the goods, there being a ready market for all the standard seeds and plants at greatly increased prices.

Louis Nieman, who will attend the convention, going via Buffalo, will at the close, extend his trip through the Thousand Islands, and into Canada, visiting Montreal, Quebec and other interesting points. He says it is going to be a "regular trip."

Herman Hunkel, and family of Milwaukee, Wis., have been spending a week in Atlantic City, and two days

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Roses, Orchids, Sweet Peas, Carnations.

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Pittsburgh Cut Flower Co.

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Rubber Putty Bulb (12-oz size)..... 1.25

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C. C. POLLWORTH CO.
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MILWAUKEE, WIS.

HOLTON & HUNKEL CO.
462 Milwaukee St., Milwaukee, Wis.
Wholesalers and Growers of Choice Cut Flowers and Greens

here visiting growers. Other visitors were Louis Wittbold, Chicago; W. H. Gullett, Lincoln, Ill., and T. W. Pennock, Athens, Ga.

Carl Corts, having put the Jos. Heacock Co's. store in order, building an additional cold storage room and having decorated the salesroom with white enamel, is spending a couple of weeks with his family in the peaceful Brandywine valley.

Edward Reid has just returned from a business trip to Norfolk, Portsmouth and other Virginia points where he found business very good for the season. Asters that grade high are a feature of his stock at this time.

A. M. Campbell has just housed nearly 10,000 plants of Laddie carnations. They made a good growth in the field, and present one of the best houses of this aristocrat in this section.

Full stocks of gladioli, roses and asters are features with the Philadelphia Wholesale Florists' Exchange. Manager Duetscher declares these are strenuous days.

Martin Gannon, chief of the A. M. Campbell city store force, is to spend a portion of his vacation next week in Washington looking into the high cost of lily bulbs.

K.

Kansas City, Mo.

SOME GOOD STOCK AVAILABLE.

Market conditions underwent little change during the past week. Stock, however, is a little more plentiful, with quality somewhat improved. Gladioli are leading the list, and are the mainstay. In roses, Ophelia and Russell are better than a month ago. Asters are plentiful and improving in form. Some fine stock in this line is being received from California with long, heavy stems and large flowers.

NOTES.

Earl Hampton, of the Joseph G. Neidinger Co., Philadelphia, Pa., who showed his fall line to the trade here last week, reports that business is better than expected.

Miss Helen Kirkley, formerly bookkeeper for the Wm. L. Rock Flower Co., is receiving congratulations on her approaching marriage.

H. Kusik & Co. handled a large amount of stock last week, surpassing all sales for this summer in gladioli, roses and asters.

The Wm. L. Rock Flower Co. has enjoyed the best summer business in many years. Funeral work has been unusually heavy.

The Pinehurst Gardens, of Pleasant Hill, report supply below requirements. This firm is sending in some very good gladioli.

McGrail & Conkling had an extra good July, and the present month indicates a fine summer trade.

T. J. Noll & Co. report a better supply of stock this week, but the demand brings a daily cleanup.

GUST. RUSCH & CO.
Wholesale Florists
Jobbers in FLORISTS' SUPPLIES.
Phone Main 1245. P. O. Box 206
444-446 Milwaukee St., Milwaukee, Wis.

Wholesale Flower Markets

PHILADELPHIA, Aug. 13. Per 100

Roses, Beauty, special	30.00@	40.00
" " fancy	10.00@	15.00
" Mrs. Chas. Russell	6.00@	20.00
" Killarney	2.00@	6.00
" Hadley	6.00@	15.00
" Sunburst	4.00@	10.00
" Wards	3.00@	6.00
" Ophelia	4.00@	12.00
" Columbia	6.00@	20.00
Carnations	2.00@	4.00
Easter Lilies	15.00@	20.00
Snapdragons	4.00@	10.00
Calendulas	2.00@	3.00
Adiantum	1.00@	1.50
Smilax		.25
Asparagus Strings	.50@	.75
Asparagus bunches		.50
Dagger and Fancy Ferns, per 1,000	3.00@	4.00
Sweet Peas	.50@	1.00
Gladioli	2.00@	6.00

ST. LOUIS, Aug. 13. Per 100

Roses, Hadley	2.00@	4.00
" Killarney	1.50@	3.00
" White Killarney	1.50@	6.00
" Hoosier Beauty	2.00@	8.00
" Russell	2.00@	10.00
" Ward	1.00@	2.00
" Mrs. Shawyer	2.00@	6.00
" Sunburst	2.00@	6.00
Ferns	2.00	
Carnations	1.00@	3.00

PITTSBURGH, Aug. 13. Per 100

Roses, Beauty, special	25.00@	30.00
" " fancy	15.00@	20.00
" " extra	8.00@	12.00
" " No. 1	3.00@	6.00
" Hadley	4.00@	15.00
" Killarney	3.00@	10.00
" Sunburst	3.00@	10.00
" Mrs. Aaron Ward	3.00@	8.00
" Russell	4.00@	15.00
" Columbia	4.00@	15.00
" Ophelia	4.00@	10.00
" Hilda	3.00@	10.00
Carnations	2.00@	3.00
Cattleyas		50.00
Ferns, per 1,000	2.50	
Sweet Peas	1.00@	2.00
Gladioli	4.00@	6.00
Phlox	3.00@	4.00
Delphinium	4.00@	6.00
Daisies	1.00@	2.00
Asters	2.00@	4.00
Galax	1.50	
Plumosus	.35@	.50
Sprengeri	.35@	.50

R. C. Kerr, of Houston, Texas, passed through this city on his way to the Detroit convention.

Miss J. E. Murray reports a fine demand, and every indication points to a continuance. E. J. B.

H. Bayersdorfer & Co.
The Wholesale Supply House of America . . .
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PITTSBURGH, PA.

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MINNEAPOLIS, MINN.
RICE BROTHERS
Wholesale Florists and Supplies
218 North Fifth St.
Send list in for quotations.

MILWAUKEE, Aug. 13. Per 100

Roses, Killarney, W. Killarney	3.00@	8.00
" Ward	3.00@	6.00
" Mrs. Chas. Russell	6.00@	15.00
" Ophelia	3.00@	8.00
" Columbia	6.00@	15.00
" Hoosier Beauty	4.00@	8.00
Carnations, assorted	2.00@	3.00
Cattleyas, per doz.		9.00
Snapdragons	4.00@	6.00
Gladioli, per doz.	.50@	.75
Gypsophilia	.25@	.35
Rubrums	4.00@	6.00
Asters	2.00@	3.00

TORONTO, ONT.—W. Doughty has closed his establishment for two months during which time he will visit England, accompanied by his family, and will reopen in a new location upon his return.

NEW ALBANY, IND.—Anders Rasmussen, the well known grower, who maintains a club room for his employes, has offered to donate a bowling alley for the new home of the Calumet Club in this city.

New York.

BUSINESS FAILS TO SHOW LIFE.

Even the professional optimist of the wholesale districts, who feels that he has a reputation to sustain, surrendered during the past week and acknowledged that business was "pretty bad." It was all that, and it almost called for a stretch of imagination to dignify what little dickering that went on, with the name of business. There would be a little buying in the morning, but to an outside observer, all that was carried away by the buyers, could scarcely be missed from the wholesale stores. It is hard to determine whether conditions in asters or gladioli were the worst, as in both they were exceptionally bad. In the case of the latter, it is stated, that some of the growers are peddling them to the retail stores at $1 per 100. There is, of course, some exceptionally fine stock, in gladioli, on the market that brings fair prices, but the lack of demand is the wet blanket to practically all stocks. The aster situation was about the same. The later and larger varieties are now on the market, but they create no stir. The cut hydrangeas are not arriving in quantity, but most of them had better have been left on the bushes to beautify the landscape. Phlox, zinnias, rudbeckias, cosmos and various other outdoor stock, is adding to the misery. There was a heavy supply of American Beauty roses, even most of the specials going at ridiculously low prices, as there was simply no market for them in the stores that during the "season" are the heaviest buyers. There is always some demand for tea roses, but half that came in the past week had to be sacrificed or lost. The supply of sweet peas is light, and but few lilies of any variety, or lily of the valley are seen.

August 11.—There is practically no change in the condition of the market over that of the past week. In roses, which are plentiful, some improvement in quality is noted, due to cooler weather.

NOTES.

A. E. Cazan, owner of the retail business heretofore known as D. J. Pappas, Inc., located at 2751 Broadway, is now conducting it under his own name. Coming to this country from Greece, over 20 years ago, when a mere boy, he has not only worked up to be a proprietor, but also acquired, both in speaking and writing, a good knowledge of our language. In brief, he is now a good American, is a member of the Society of American Florists, the Florists' Telegraph Delivery and the Greek-American Florists' Association.

Roy K. Moulton, who lives in Flushing, and is something of a scribe, has been writing to the Evening Mail, a graphic description of the great storm that recently destroyed so many of their fine trees. He also mentions that a committee of Flushing citizens has been organized to invite the Prince of Wales and show him a good time.

Mrs. William H. Long, of 412 Columbus avenue, has gone on her annual trip to Cape Breton, Nova Scotia, to visit her parents, Captain and Mrs. Fraser. With her husband, Mrs. Long, when in New York, leads an active life in the florist business, and all will wish her a pleasant visit and safe return.

John A. Jacobson, son of Peter Jacobson, the well known grower of Elmhurst, L. I., recently returned from France where he spent a strenuous year in the motor transport corps of the American army. He is in good health, and for the present, is assisting his father in his business.

At the store of David Clarke's Sons, during the past week, there has been great activity, not particularly in the regular trade, but in repainting and decorating the interior. All the boys donned overalls, and worked like beavers and deserve credit for doing a good job.

G. E. M. Stumpp has purchased the North Sea Gardens, including store and greenhouses, formerly owned by James Guylfoil. The property is located on the North Sea road, Southampton, L. I. He has also purchased 15 acres of land for a nursery.

Paul Meconi is the latest to announce his intension of joining the convention party. Paul is very fortunate in having a wife who has a good business head to manage the establishment in his absence.

A. L. Young is carrying a cane, which nicely matches his Palm-beach suit; but he offers the excuse that he has had an attack of rheumatism.

Stephen and Mrs. Masur are dividing their time between their Brooklyn business and their summer home at Culvers Lake, N. J.

There are grounds for stating that another wholesale store will be opened in West 28th street in the near future.

William Mackie is receiving a good stock of gladioli, among which are some of the new and fine varieties.

M. Sampson, Jr., of Noe & Sampson, is on a two weeks' vacation.

A. F. F.

Fort Wayne, Ind.

COOLER WEATHER IMPROVES BUSINESS.

Market conditions underwent a decided change for the better last week, when the mercury dropped, and cooler temperature prevailed. The quality of flowers, improved greatly, and there was a noticeable increase in sales, particularly in counter trade. Funeral work was in constant demand throughout the week, with an increase noted the latter part, with a moderate amount of wedding work at all times. There was a marked improvement in the quality of roses, particularly Columbia, which is certainly showing up fine for erly in the season. Premier is also making a distinct hit with the florists as well as with the flower-buying public. Sunburst and Ophelia are also much better in quality. Auratum lilies, hydrangeas, and Jap lilies are coming into excellent use for funeral work, and summer decoration. Orchids are scarce, and are bringing $1.50 each. Shasta daisies, verbenas, calendulas, and a large variety of other summer flowers are offered in the retail stores.

NOTES.

A handsome, up-to-date flower store will be opened in this city about September 15, to be known as the Blossom Floral Co., with Richard I. Blossom and Ruth Flick-Blossom the members of the new firm. The new flower store will be located at 110 West Wayne street, which is in the center of the shopping district of the city. Mr. and Mrs. Blossom will attend the S. A. F. convention at Detroit next week.

Herman Leitz, of the New Haven Floral Co., made a motor trip to the large growers of Richmond, Ind., and vicinity, and reports the ranges in excellent condition, and working to their full capacity. The New Haven Floral Co's. range is also in fine shape, with all of the carnation plants benched and ready to bloom. Rose and chrysanthemum stock was also very thrifty here.

A. J. Lanternier and wife have returned from a week's outing at Rome City, Ind. A large new refrigerator has been installed in the Lanternier store, replacing their previous ice-box, which was too small for present use.

The opening of the new Irene Byron tuberculosis hospital, August 10, was the occasion for the use of many hundreds of flowers. The rooms were decorated with gladioli and roses which were donated by the Flick Floral Co.

Miss Marguerite Flick, who has been visiting friends and relatives in Toledo, O., for the past month, will go to Detroit to attend the convention before returning to this city.

H. K.

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Wholesale Florists, 102 West 28th St., New York.
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GROWER AGENT
55 and 57 West 26th St.

Joseph A. Millang
Wholesale Florist
55-57 W. 26th St., New York
Telephone 2046 Farragut
Mention the American Florist when writing

WHOLESALE FLORISTS
A. L. Young Co.
54 WEST 28th ST. NEW YORK.
Consignments Solicited
Mention the American Florist when writing

Telephone 9760 Chelsea.
Traveling Wholesale Florist
INC.
130 W. 28th St., NEW YORK
Cut Asparagus Plumosus Sprays a Specialty
Consignments of Cut Flowers Solicited.
Mention the American Florist when writing

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WHOLESALE FLORIST
55-57 WEST 26TH STREET
Telephones: 3864 and 3157 Farragut. NEW YORK CITY

GEO. J. POLYKRANAS
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CONSIGNMENTS SOLICITED
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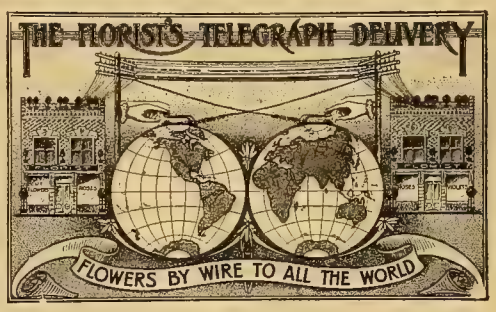

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Akron, O., 49 South Main St....The Heepe Co.
12 W. Market St....Hammerschmidt & Clark
58 E. Mill St.....McCauslen Floral Co.
491 Wooster Ave.....McFarlands, Florists
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40 & 42 Maiden Lane.....Danker, Fred A.
79 State St.....Gloeckner, W. C.
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20 N. Sixth St.....John F. Horn & Bro.
Allentown, Pa., 1012 Hamilton...Ashley, Ernest
Alliance, O., 522 S. Freedom St....H. T. Miller
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1231 Commonwealth Ave..Rogers Flower Shop
Alton, Ill.
.....Alton Floral Co.
Altoona, Pa., 1016 Green Ave.....Myers Bros.
Amarillo, Tex.—
4th and Jackson Sts.....Amarillo Greenhouses
1909 VanBuren St....Cunningham Flower Shop
Ames, Iowa.....Kemble-Smith Co.
Amsterdam, N. Y., 50 E Main St.....Hatcher
Anderson, Ind.
922 Meridian St.....Klus Flower Shop
Anderson, S. C.
521 Marshall Ave.....Anderson Floral Co.
Andover, Mass.....Playdon, J. H.
Ann Arbor, Mich.—
1002 S. University Ave.....Cousins & Hall
Anniston, Ala., 9 E. 10th St...The Flower Shop
Ardmore, Pa.....Primrose Flower Shop
Arkansas City, Kan. .....Arkansas City Fl. Co.
Arlington, Mass.
443 Massachusetts Ave.....Beasley, Jos. L.
Asbury Park, N. J.
520 Cookman Ave.....Ralston Flower Shop
Asheville, N. C.
.....Brownhurst Greenhouses, Brown E. E.
Ashland, Ky., E. Winchester Ave..Carp, Wm. H.
Ashland, O., W. Walnut St..Ashland Floral Co.
415 Commercial St.....Groves Floral Co.
Ashtabula, O.....Tong & Weeks Floral Co.
Atchison, Kan.....Atchison Sd. & Flower Store
Athens, O.
241 W. Union St.....L. W. Connett & Sons
Athol, Mass.
202 South Main St....Sutherland, G. W., Inc.
Atlanta, Ga.....C. A. Dahl Co.
138 Peachtree St.....Lawrence Floral Co.
Atlantic, Ia.....Atlantic Greenhouses
Atlantic City, N. J.....Berke, Geo. H.
1716 Pacific Ave....Edwards' Floral Hall Co.
1311 Pacific Ave...Egg Harbor Flower Shop
Attica, Ind., N. Perry St....Attica Floral Co.
Attleboro, Mass., 28 S. Main St. The Flower Shop
Auburn, Ind., 314 W. 2nd St....Ten Eyck & Son
Genesee St.....Patrick's Floral Store
Auburn, N. Y.....Dobbs & Son
Augusta, Ga.....Stulb's Nursery
August, Me.....Augusta Flower Shop
122 Winthrop St.....Robbins, The Florist
Aurora, Ill.....Aurora Greenhouse Co.
354 S. 4th St.....Smely, Joseph M.
Austin, Minn.....Kinsman, A. N.
Austin, Tex.....Hillyer's For Flowers
Ballston Spa, N. Y.
85 E. High St.....The Schaefer Estate
Baltimore, Md.—
1520 E. Chase St.....Wm. F. Keys
331 N. Charles St.....Feast, Samuel, & Sons
221 W. Madison Ave.....Johnston, Mary
207 N. Liberty St.....Smith, C. E.
Barberton, O.
1431 Wooster Ave.....West Side Greenhouses
Bar Harbor, Me., Main St....John H. Stafford
Batavia, Ill.....Batavia Greenhouse Co.
Batavia, N. Y.....Stroh & Sons, L. C.
Baton Rouge, La.
...The Roseland Florist, Sam Scheinuk, Prop.
Battle Creek, Mich.....Coggan, S. W.
41 N. Jefferson Ave.....B. W. Kribs
Bay City, Mich., 316 Jeff'son Av. Boehringer Bros.
Beatrice, Neb. .....Dole Floral Co.
Beaver, Pa., 964 6th St..Thomas M. Fitzgerald
Beaver Falls, Pa., 1308 7th Ave. The Flower Shop
Bedford, Ind., 8th and O Sts. Williams Floral Co.
Bellefontaine, O.
127 S. Main St.....Stelzig's Floral Store
Bellevue, O., 209 E. Main St. Mrs. Nellie Zeigler
Bellows Falls Vt.
6 Webb Terrace.....Geo. A. Hailaday
Beloit, Kan., S. Mill St.....Beil, Mrs. E. L.
Belvidere, Ill., 219 S. State St....J. P. Herzog
Benton Harbor, Mich.
197 E. Main St.....Princess Flower Shop
Berkeley, Calif.—
2227 Shattuck St.....Wm. F. Norton
2109 University Ave.....Pacific Floral Co.
Berwick, Pa., 121 W. Front St.....D. W. Davis
Bethlehem, Pa.—
419 Wyandotte St.....Foulsham, The Florist
817 Seneca St.....Charles Vorkeller
Laurel St.....Sawyer & Johnson
Beverly, Mass.
296 Cabot St.....Beverly Flower Shop
Biddeford, Me., 317 Alfred St.....Strout's
Big Rapids, Mich.
149 S. 3rd Ave.....Star Greenhouse
Billings, Mont.....Partington's Greenhouses
Binghamton, N. Y.—
66 Court St.....Binghamton, Florist
6-10 Bigelow St.....A. E. Faucher
68 Chenango St.....The Flower Shop
.....Empire Flower Shop
.....Fraser Nursery Co.
Birmingham, Ala.....Empire Flower Store
Woodward Bldg.....Parker's Flower Store
Tutwiler Hotel.....Tutwiler Flower Store
Bismarck, N. D., 200 4th Ave..Hoskins Floral Co.
Bloomington, Ill.....Washburn, A., & Sons
Bloomington, Ind.....Morris The Florist
Bloomsburg, Pa., Fifth St.....J. L. Dillon
Bluffton, Ind., Wabash Ave.....Myers & Co.
Boonton, N. J., 502 Main St.....Herrick
Boone, Ia.....Kemble & Smith Co.
Boston, Mass.—
144 Massachusetts Ave.....Caplan, Florist
342 Boyleston St.....Carbone, Philip L.
6 Beacon St.....Cassidy, John J.
1 Park St.....Galvin, Inc., Thos. F.
67 Beacon St.....John J. O'Brien
124 Tremont St.....Penn, Henry
143 Tremont St.....Wax Brothers
Boulder, Colo.....North Boulder Greenhouse
Bowling Green, Ky.
861 Fairview Ave.....Burdell Floral Co.
Bozeman, Mont., 315 S. Tracy St....M. Langohr
Braddock, Pa.
621 Braddock Ave.....J. M. Johnston
Bradford, Pa.....Gunton, C. E.
91 Main St.....Wm. N. Graham
Braintree, Mass.
37 Sampson Ave.....Waldecker Herman
Brantford, Ont., 88 Dalhousie St....The Rosery
Brattleboro, Vt.
118 Main St.....Hopkins, The Florist
Brazil, Ind.
25 W. Walnut St.....Dinkel Flower Shop
Bridgeport, Conn.....Beck & Son, John
943 Main St.....James Horan & Son
Bristol Conn., 19 Maple St.....Andrew Bros.
184 Main St.....Paul M. Hubbard & Co.
Bristol, Pa.
Otter & Maple Sts.....J. C. Schmidt
Brockton, Mass.....Belmont Flower Shop
9 Main St.....Hathaway, Wm. W.
Brookline, Mass., 220 Wash'n St..Palmer, F. E.
Brooklyn, N. Y—
272 Fulton and 7 Clinton St....Phillips, J. V.
Cor. 5th Ave. and 25th St.
.....Weir & Co., Inc., J. Ebb
Lewis Ave. & Hancock St.....Joseph Trepel
3-5 Greene Ave.....Wilson, Robert G.
Brownwood, Tex., Cor. W. Baker & Booker Sts.
.....Brownwood Floral Co.
Bryn Mawr, Pa.....Connolly, Est., J. J.
807 Lancaster Pike.
.....Jeannett's Bryn Mawr Flower Shop
Bucyrus, O.
Spring, Charles & Kaler Aves.....F. J. Norton
Buffalo, N. Y.....Anderson, S. A.
379 Main St.....Stroh's
77 Allen St.....Wm. H. Grever
Main & Balcom Sts.....Scott, The Florist
219 Delaware Ave.....Colonial Flower Shop
Main and High St.....Neubeck, L. H.
304 Main St.....Palmer, W. J., & Son
Burlington, Ia.—
322 N. Third St.....Bock's Flower Shop
Burlington, Vt.—
184 Main St.....Gove, Mrs. Cora E.
128 Church St.....Peters, W. E.
Butler, Pa.
328 S. Main St.....A. Krut Floral Co., Inc.
Butte, Mont., 27 W. Broadway..Butte Floral Co.
47 W. Broadway.....Columbia Floral Co.
Cairo, Ill., 228 8th St.....Cade, The Florist
Calgary, Alberta, Canada..Terrill, Ltd., A. M.
.....Emery Floral Co., Ltd.
Cambridge, Mass.....Becker's Conservatories
581 Mt. Auburn St.....Harold A. Ryan, Inc.
636 Massachusetts Ave.....Robbins Brothers
Cambridge, O.—
915 Wheeling Ave.....Fred W. Arnold
Camden, N. J., 524 Market St....Hours, J. M.
Canajoharie, N. Y.....Traudt, Jos.
Canandaigua, N.Y., 305 S. Main St., Edward Sick
Canton, Ill.....Jacobs, Geo. W.
Canton, O., 522 N. Market Ave...Geltz, Fred G.
306 Tuscarawas St.....J. Rollin Cowgill
Carbondale, Pa.
11 S. Main St.....Wade's Flower Shop
Carey, O.
131 N. Lake St.....The Carey Greenhouses
Carlisle, Pa., 36 Ridge St.....Jesse Robbins
Carthage, Mo., 428 Clevenger St...Guy Tadlock
Casper, Wyo.
.....The Casper Floral Co., W. W. Keefe, Prop.
Catskill, N. Y.
Clinton Ave. & Spring St.....Henry Hansen
Cedar Falls, Iowa....Bancroft, Joseph & Sons
Cedar Rapids, Iowa.....Kramer, I. N., & Son
308 Third Ave., E.....John E. Lapes
Celina, Mercer County, O.
N. Mill St.....J. A. Ernsberger
Centerville, Ia.....Kemble Floral Co.
Centralia, Ill.....J. W. Ross
Locust and E. 4th St...Webster's Greenhouses
Chagrin Falls, O.
7 Washington St.....Wyckoff Floral Co.
Chambersburg, Pa. .....Beyer Bros.
Champaign, Ill.
112 N. Neil St.....Thomas Franks & Son
Charleston, Ill., 713 N. 7th St..Bertha B. Newby
Charleston, S. C., 88 Society St...Bolger, T. T.
174 Tradd St.....Rodgers Floral Co.
King and George Sts...Carolina Floral Store
Charleston, W. Va.—
.....Charleston Cut Flower & Plant Co.
811 Quarrier St.....Winter Floral Co.
Charlotte, N. C.....Scholtz, The Florist
203 N. Tryon St.....The Flower Shop
Charlotte, Mich.
620 W. Harris Ave.....Wietzke, R. A.
Charlottesville, Va.
101 W. Main St.....Lankford's Flower Shop
Chatham, Ont.
119 W. King St.....W. McK. Ross Sons
Chattanooga, Tenn. .....Haeger, W. F.
721 Market St.....Jov's
Cheyenne, Wyo.—
122 W. 17th St.....Underwood Flower Shop
Chicago, Ill.—
146 S. Wabash Ave.....Alpha Floral Co.
3040 W. Madison St.....Bruns, H. N.
57 East Monroe St.....Bohannon Floral Co.
84 E. Jackson Blvd. ...Fleischman Floral Co.
522 S. Michigan Ave.....Friedman, Oscar B.
77-79 E. Madison St.....Lange, A.
55 E. Jackson Blvd.....Lewis & Rocca
17 E. Monroe St.....Mangel, The Florist
834 N. State St.....Neiglick, Chas. T.
2132-2134 Michigan Ave.....Samuelson
2221 W. Madison and 4509 Broadway.
.....Schiller, The Florist
31st and Michigan Ave.....Smyth, W. J.
22 E. Elm St.....Wienboeber Co., Ernst
Chicago Heights, Ill.
6 W. 21st St.....H. J. Peterson
Chickasha, Okla.
628 Fifth St.....Mrs. Stella Johnston
Chicopee, Mass., 62 Grape St.....Paul, William
Chillicothe, Mo.....R. L. Isherwood
Chillicothe, O., 52 E. Main St. Elsass Flower Shop
Cincinnati, O., 138 East 4th St.....Baer, Julius
128, W. 4th St.....Edward A. Forter
150 E. 4th St.....Hardesty, T. W., & Co.
921 Vine St.....Tromey's Flower Shop
532 Race St.....H. W. Sheppard
1037 E. McMillan St.
Walnut Hills Floral Bazaar, C. J. Jones, Prop.
Clarksburg, W. Va.....Hayman Greenhouses
Waldo Hotel Bldg.....J. W. Dudley Sons Co.
Gore Bldg., Pike St..The H. Weber Sons Co.
Clarksville, Tenn.....Joy's
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5523 Euclid Ave.....Graham, A., & Son
10515 Superior St.....Paul O. Hahn
1284 & 1308 Euclid...The Jones-Russell Co.
1836 W. 25th St.....Knoble Bros.
67th and Quincy Sts. .....John T. Kirchner
2991 W. 25th St.....G. W. Mercer
5923 Euclid Ave. .....Westman & Getz
Clifton Springs, N. Y. .....
Kendall St.....F. R. & J. R. Tomilson
Clinton, Ia., 210 6th Ave..Est. of Andrew Barber
Clinton, Ill.....Grimsley's Flower Store
Clyde, O., Maple & Race Sts....Hall's Greenhs.
.....Arthur Doebel & Sons
Coatesville, Pa.....
247 E. Main St.....Thomas Flower Room
Cohoes, N. Y.....Carpenter, Ansel D.
Coldwater, Mich.....D. Vogt's Greenhouses
Colorado Springs, Colo.....Crump, Frank F.
104 N. Tejon St.....Pikes Peak Floral Co.
Broadmoor Hotel....The Cheyenne Floral Co.
Columbus, Ind., 428 5th St..Chas. S. Barnaby
Columbus, O.....Franklin Park Floral Co.
82 N. High St.....Ludwig, T. J.
Concord, N. H. .....
28 Pleasant St.....Solon R. Baker
Conneaut, O. .....
223 Broad St.....L. A. Eaton & Sons
Connellsville, Pa.....DeMuth & Sons, P. R.
Corning, N. Y. .....
8 W. Market St.....Bacalles Flower Shop
Corsicana, Texas.....Holm, Alfred
Coshocton, O. .....
306 S. 10th St.....S. M. Hamilton & Sons
Council Bluffs, Ia.....Wilcox, J. F., & Sons
Covington, Ky.....Ruttle, Robert D.
Crawfordsville, Ind.....McDonald & Co.
Cumberland, Md., 56 N. Center St....John Paul
Dallas, Tex., Ross and Masten Ave.....
.....Dallas Floral Co., Henry F. Greve
1214 Main St....Lange Floral & Nursery Co..
Danielson, Conn. .....
8 Academy St.....Franklin & Crosby, Inc.
Danville, Ill. .....F. B. Smith's Sons
211 S. Bowman Ave.....
.....Britz, The Telephone Florist
Danville, Pa., 302 Bloom St.....T. J. LeDue
Danville, Va.....Eldridge Stores, Inc.
Davenport, Ia.....Bills Floral Co.
313 Brady St.....Forber, G. F.
Dayton, O., 112 S. Main St....Heiss Company
Elks Bldg., 3d & Jefferson Sts..Rodgers, J. W.
16-18 W. 3rd St.....Matthews, The Florist
Decatur, Ill., 120 E. Prairie Ave.....Daut Bros.
402 Water St.....Peterson Floral Co.
Defiance, O.....Winterich, Christ
DeKalb, Ill.....Johnson, J. L.
Delaware, O. .....
325 W. William St.....Jos. H. Cunningham
Deming, N. M. .....
111 N. Gold Ave. .....Miss L. Ironmonger
Denver, Colo. .....The Park Floral Co.
1017 16th St.....America Flower Shop
833 15th St.....Cooper, Geo. H.
1225 Logan St.....The Mauff Floral Co.
Derby, Conn. .....
113 New Haven Ave.....Bradley, H. M.
Des Moines, Ia.....Lozier, H. E.
317 6th St.....Alfred Lozier Rosery
7th and Walnut Sts.....Alpha Floral Co.
.....Wilson Floral Co., J. S.
Detroit, Mich.....Bemb Floral Co., The L.
.....Breitmeyer's Sons, John
13 W. Elizabeth St.....Brown, W. B.
491 Woodward Ave.....Carey, The Florist
35-37 Broadway.....Central Floral Co.
17 E. Adams Ave.....Fetters, Edward A.
.....Plumb, Chas. H.
604 E. Fort St.....Scribner Floral Co.
361 Woodward Ave.....J. F. Sullivan
95 Gratiot Ave.....Taepke, Gust. H., Co.
450 Elmwood Ave.....Gust H. Taepke Co.
Dixon, Ill., 117 E. 1st St.....Dixon Floral Co.
Dothan, Ala., 134 N. Foster St.Dothan Floral Co.
Dover, N. H., Floral Ave.....Charles L. Howe
Dover, N. J.....Herrick, Alonzo D.
Du Bois, Pa.....Wm. G. Jones
Dubuque, Ia.....Harkett's Floral Co.
Duluth, Minn.....Duluth Floral Co.
Dunkirk, N. Y., 58 E. 4th St.Wm. Schwan & Son
Dunmore, Pa., 317 Church St..Schultheis Florist
Duquesne, Pa., 21 Grant Ave....J. M. Johnston
Durham, N. C. .....Fallon, J. J.
118 E. Main St.....Durham Floral Co.
DuQuoin, Ill., 730 N. Wash. St...Wm. L. Thill
East Cleveland, O.....Friedley
East Liverpool, O. .....
Cor. 5th & Market Sts..The Chal. Peterson Co.
East Orange, N. J.—
75-77 Central Ave.....Hornecker, Henry
373 Main St.....Reichey & Lake
557 Main St.....Geo. Smith & Son
Easton, Pa.....Buenning, Chas. H.
Eau Claire, Wis.....Lauritzen, A. F. F.
Edmonton, Alberta, Can..The Emery Floral Co.
Edwardsville, Ill. .....
1308 St. Louis St.....J. F. Ammann Co.
Elgin, Ill., 34 Grove Ave.....George Souster
Elizabeth, N. J.....Leahy, Henry
Elkhart, Ind.....West View Floral Co.
Ellsworth, Me., Park St.....Clark, Mrs. M. A.
Elm Grove, W. Va.....John Dieckmann
Elmira, N. Y., 100 E. Water St.LaFrance Florist
El Paso, Tex., Mills Bldg....Potter Floral Co.
El Reno, Okla. .....
207 S. Rock Island.....Preston Floral Co.
Elyria, O.....Hecock Floral Co., The
224 Middle Ave.....Elyria Flower Store
Englewood, N. J., 57 Dean St.Burrows, Edw. G.
Erie, Pa.- 704 State St.....Laver, John V.
924 Peach St.....Miller, Miles R.
30 W. 8th St.....The Schluraff Floral Co.
Escanaba, Mich.....Peterson & Son, C.
Evanston, Ill. 614 Dempster St...Fisher Bros.
602 Davis St.....Weiland, M.
Evansville, Ind..Blackman Floral Co., The Wm.
Exeter, N. H., 23 Lincoln St...John R. Perkins
Fairbury, Neb.....Hurlburt, C. M.
Fairmount, W. Va., Ridgely & Floral Aves.
.....Hauge Flower & Plant House
118 Main St.....The H. Weber Sons Co.
Fall River, Mass. .....
33 N. Main St.....C. Warburton & Sons
Fargo, N. D.....Smedley & Co.
.....Shotwell Floral Co.
Far Rockaway, N. Y. .....
232 Central Ave.....H. Bergman
Fayetteville, Ark..The Southwestern Seed Co.
Fayetteville, N. C....Sunnyside Floral Nursery
Findlay, O., 140 Larken St.....J. J. Waaland
Fitchburg, Mass. .....
5 Putnam Ave.....Lesure, The Florist
169 Main St.....Ritter, W. H.
Flint, Mich. .....
201 E. Kersley St.....D. P. Smith Floral Co.
623 S. Saginaw St.....Hasselbring Florist
Florence, S. C., Palmetto Nurseries.....
.....De Witt House
Flushing, N. Y.....Williams, G. P.
2 Jamaica Ave.....Hall, Ralph
Fond du Lac, Wis., 414 Linden St..Haentze Co.
Fort Atkinson, Wis. .....Cloute Bros.
Fort Collins, Colo.....Espelin & Warren
Fort Dodge, Ia.....Atwell, Florist
10 S. 11th St.....Elmer E. Nordwall
Fort Madison, Ia. 8th & Broadway..Auge, J. M.
Fort Morgan, Colo.....Morgan Floral Co.
Fort Smith, Ark., The Plaza.....Rye, Geo.
Fort Wayne, Ind.....Flick Floral Co.
1203 Calhoun St.....Lanternier, Florist
2602 Thompson St.....The Veseys
Fort Worth, Tex.....Baker Bros. Co.
.....Drumm Seed & Flo. Co.
.....McAdam, J. E.
Fostoria, O., 800 N. Main St.Fostoria Floral Co.
Framingham, Mass., 37 Main St..Goddard, S. J.
2 Clinton St.....J. T. Butterworth
Frankfort, Ind., 358 Barner St....H. O. Meikel
Franklin, Ind., 290 S. Main St.....J. E. Hitz
299 S. Jackson St.....J. E. Hitz
Frederick, Md.....C. Hermann & Son
Freeport, Ill., 104 Chicago St...Bauscher, John
83 Stephenson St.....Freeport Floral Co.
Fremont, O., 109 S. Front St....Frank B. Lesher
Gadsden, Ala. .....
Stocks Bg., Chestnut St.....Miss Stocks
Gainesville, Ga. .....
Piedmont Greenhouses....J. E. Jackson, Prop.
Gallipolis, O., 415 3rd Ave....Mrs. Ed. Morgan
Galesburg, Ill., 63 Locust St....Pillsbury, I. L.
Geneva, N. Y. .....
149 N. Exchange St.....Trautman & Smith
Georgetown, Ky.....Alex. Hassloch
Gibson City, Ill.....Peterson Floral Co.
Glens Falls, N. Y. .....
2 Harrison Ave.....Crandell's Flowers
Gloversville, N. Y. .....
59 N. Main St.....Peck Floral Co.
Goshen, Ind. .....
302 S. Main St.....Colonial Flower Shop
Grand Island, Neb. .....
118 S. Locust St.....Williams, The Florist
Grand Rapids, Mich.—
13 Jefferson Ave.....Crabb, Arthur F.
150 Monroe Ave.....Cross, Ell.
1058 Wealthy St.....Freyling & Mendels
19 Park St., N. E.....Hartnett Flower Shop
Monroe & Division Sts.....Smith, Henry
Great Barrington, Mass....Dolby, Edward B.
Great Falls, Mont...Electric City Conservatories
311 Central Ave.....Feiden's Flower Shop
Green Bay, Wis.....Meier-Schroeder Co.
Greencastle, Ind., Vine St....John Eitel & Son
Greenfield, Mass.....Richards, E. A
Greensboro, N. C.....Van Lindley Co
Greensburg, Ind., S. Broadway.....Ira Clark
Greensburg, Pa.....Thomas, Joseph
Greenville, O. .....
748 Sweitzer St.....Frost & Spence
Greenville, Pa. .....
18 Rosedale Ave.....Wm. Baird & Son
Greenville, S. C. .....
208 S. Main St.....Gilbreath-Durham Co.
Greenville, Tex., 1615 Walnut St..Wise Adkisson
Greenwich, Conn. .....
323 Greenwich Ave.....MacMillen & Co.
Grinnell, Ia.....Kemble Floral Co.
Guthrie, Okla.....Furrow & Co.
Hackensack, N. J., 196 Main St.Alfred Whittley
Hackettstown, N. J.....Herrick, Alonzo D.
Hagerstown, Md., 40 E. Baltimore St.....
.....Bester & Sons, Henry A.
Halifax, Nova Scotia.....
24 Fenwick St.....Fraser Floral Co., Ltd.
Hamilton, O. .....
161 Bechett St.....John Lodder & Sons
Hamilton, Ont., Can.....Connon Co., Ltd., John
113 E. King St.....The "Arbor" Florist
Hammond, Ind., 188 E. State St..Arthur Schutz
Hancock, Mich.....Dale & Nicholas
Harrisburg, Pa.....Keeney's Flower Shop
Locust St. at Second.....
.....The Berryhill Nursery and Floral Co.
1221 N. 3rd St.....Ridenour, F. E.
313 Market St.....Schmidt, Charles
Hartford, Conn., 639 Main St...Brodrib, J. A.
.....Coombs, John F
165 Main St.....McClunie, George G.
242 Asylum St.....Spear & McManus
180 Asylum St.....Welch, Andrew W.
Hartford City, Ind.....R. M. Henley
Hazelton, Pa., 231 W. Broad St., Geo. H. Seidel
Haverhill, Mass., 28 Main St.Kaulbach, Florist
Helena, Ark.....Ball Floral Co.
Helena, Mont., 328 Fuller Ave.....
.....State Nursery & Seed Co.
Henderson, Ky., 1100 2nd St.Morgan Floral Co.
Highland Park, Ill..Highland Park Greenhouses
Highland Park, Mich. .....
2571 Woodward Ave....Highland Park Florist
High Point, N. C.....Ford, Frank H.
Hillsboro, Tex, Cor. Elm & Covington Sts.....
.....M. C. Wood Seed & Floral Co.
Hillsdale, Mich.....Stoll, Otto A.
Hoboken, N. J., ...Grulich, J., & Sons
Holyoke, Mass., 500 Dwight St., Gallivan Bros.
Homestead, Pa., 131 E. 8th Ave..J. M. Johnston
Hopkinsville, Ky., 7th St.....T. L. Metcalfe
Hornell, N. Y.....Wettlin Floral Co.
Hot Springs, Ark. .....
232 Central Ave.....Johnson Floral Co.
Houlton, Me., 16 High St.....Chadwick, H. L.
Houston, Tex., 721 Main St...Boyle & Pendervis
.....Carroll, Paul M.
Main and McKinney Sts.....Kerr, R. C.
Hudson, N. Y.....Allen Greenhouses
437 Warren St.....The Forest Flower Shop
Huntington, Ind. .....
513 N. Jefferson St.....A. G. Bieberich
Huntsville, Ala., 5th St. .....Scott John
Hutchison, Kans.....Smith's Floral Co.
Ilion, N. Y., 101 W. Main St...Snell & Bronner
Independence, Kan.....Hasselman, Wm.
Indianapolis, Ind.—
241 Massachusetts Ave..Bertermann Bros. Co.
1610-20 N. Illinois St.Weigand's Sons Co., A.
Ionia, Mich. .....Smith, Byron L.
Iowa City, Ia. .....
112 S. Dubuque St.....J. Aldons & Son
26 S. Clinton St.....Prince's Flower Shop
Iron Mountain, Mich.....Eskils Greenhouses
Ironton, O., 1501 S. 6th St.....Weber Bros.
Ironwood, Mich. .....
Cor. Ayer & Mansfield Sts.....R. Lutey
Ithaca, N. Y., 215 E. State St..Bool Floral Co.
Jackson, Mich., 256 E. Main St..Blessing, J. B.
Jackson, Miss. .....
New Water Works Road...Langley, Robert E.
Jacksonville, Fla.....Mills, The Florist, Inc.
Jacksonville, Ill. .....
229 W. State St.....Heinl & Sons, Joseph
Jamestown, N. Y. .....
304 Main St.....Lakeview Rose Gardens
Janesville, Wis.....Janesville Floral Co.
Jersey City, N. J. .....
222 Monticello Ave.....Weidemann, H. G.
Johnstown, N. Y., O'Neil Ave...Wollager Bros.
Johnstown, Pa. .....Malbranc, T.
Joliet, Ill., Hobbs Bldg.....Labo, Florist
407 E. Jefferson St.....Chicago Carnation Co.
Kalamazoo, Mich.....Van Bochove & Bro.
Kane, Pa., 46 Birch St.....Kane Greenhouses
Kankakee, Ill.....Faber, George
Kansas City, Kan.....Fields, L. C
Kansas City, Mo. .....Murray, Samuel
.....Barnes, W. J.
1106 Grand Ave.....W. L. Rock Flower Co.
10th and Grand Ave.....Newell, Arthur
Kendallville, Ind. .....
324 Silver St.....Johnson Floral Co.
Kenosha, Wis., 325 Park Ave..Turner & Sons, L.
Kenton, O. .....
N. Detroit St.....Sabransky's Floral Store
Kewanee, Ill., 204 E. 3rd St..Hamilton, C. M.
Kingston, N. Y. .....
Fair & Main Sts....Burgevin's, Valentin, Inc.
Knoxville, Tenn.....Baum, Chas. L.
523 Gay St.....Crouch, Charles W.
Kokomo, Ind.....Coles Flower Shop
La Crosse, Wis.....La Crosse Floral Co.
.....Salzer Seed Co., John A.
Lafayette, Ind.....Dorner, F. & Sons Co.
La Grange, Ill.....La Grange, Fl. & Seed Co.
La Junta, Colo. .....
215 Colorado Ave.....The Valley Floral Co.
Lake Forest, Ill.....Calvert Floral Co.
Lancaster, N. Y. .....
24 Palmer Place.....Palmer's Greenhouses
Lancaster, O. .....
833 E. Wheeling St.....Gravett, W. E.
Lancaster, Pa.....Barr Co., B. F.
30 Penn Square.....The Rosery
146 N. Duke St.....Schroyer, H. A.
Lancaster, Wis....Stratton's Greenhouses, C. D.
Lansing, Mich.—
624 N. Capitol Ave.....Bissinger, Jno. A.
109 E. Ottawa St.....Saier, Harry E.
105 W. Michigan Ave.....Smith Floral Co.
La Porte, Ind., 812 Jefferson Ave.The Kaber Co.
La Salle, Ill., 734 1st St...Simmen, The Florist
Lawrence, Mass., ...W. C. Campbell
647 Broadway.....A. Wagland
Lawton, Okla. .....
11 Maple St.....The Hornaday Greenhouses
Leavenworth, Kan.....Sunnyside Floral Co.
Lebanon, Ind.....Tauer, Paul O.
Lebanon, Pa.....Vavrous' Sons, J. F.
Lebanon, Tenn.....Anderson Floral Co.
Lehighton, Pa., 328 S. 1st St.....Niehoff, Paul
Lenox, Mass.....O'Brien, Michael
Leominster, Mass. .....
31 Orchard St.....Fuller, J., Florist
Lewistown, Pa., Electric Ave...Bowersox, R. G.
Lexington, Ky.....Honaker, The Florist
.....Keller Co., Jno. A.
Lexington, Va. .....McCrum's
Lima, O., 207 W. Market St..Eggert N. Zetlitz
Lincoln, Neb., 1338 O St.....Frey & Frey
127 S. 13th St.....Chapin Bros.
1333 O St. .....Eiche Floral Co.

FLORISTS' TELEGRAPH DELIVERY--Continued.

Lisbon, O., West Lincoln Way.....Scott. J. W.
Little Falls, N. Y.....Graham, J. O.
Little Rock, Ark., 521 Main St.Tipton & Hurst
Lockport, N. Y.....Thomas Mansfield Estate
119 Main St.....Lewis Flower Shop
Logansport, Ind.
809 W. Broadway.....Newby, J. A.
London, Ont., Can.....Dick's Flower Shop
.....Gammage, J., & Sons
249 Dundas St.....The West Floral Co.
Long Beach, Calif.....Lowe's Flower Shop
Long Branch, N. J.....Eisele, W. G.
Longmont, Colo.
421 Coffin St.....Robbins' Flower Shop
Lorain, O.....Hecock, L. C., Floral Co.
2041 Broadway.....Carek, Florist
Los Angeles, Calif.....Redondo Floral Co.
212 West 4th St.....Purdie & Co., D. S.
224 W. 4th St.....Wright's Flower Shop
Louisville, Ky.—
Masonic Temple.....Baumer, August R.
550 S. 4th Ave.....Schulz, Jacob Co.
312 W. Chestnut St.....Walker, F. Co.
615 4th Ave.....Walker, Wm., & Co.
Loveland, Colo.
863 N. Cleveland Ave.....Robbins & Sons
Lowell, Mass., 8 Merrimac Sq..Morse & Beals
Lynchburg, Va., ...McCarron, Miss Julia
1015 Main St.....Fallon, J. J.
Lynn, Mass., ...Miller, Wm., & Sons
233 Union St.....Gibbs Brothers
McKeesport, Pa., 531 Locust St..Johnson, J. M.
Macon, Ga.....Idle Hour Nurseries
Madison, Wis.....Rentschler Floral Co.
Madison, N. J., Keep St.....Wagner, E.
Malden, Mass., 73 Summer St..Walsh, J., & Son
.....Kaulback & Son, E. D.
Malone, N. Y., 51 E. Main..Rennie, Miss L. G.
Manchester, N. H., Trenton St....F. J. Bixby
Mankato, Minn.....Windmiller Co., The
Cor. Front & Marshall Sts.....Neilson, Neil
Mansfield, O.....Mansfield Floral Co.
32 W. 4th St.....Stuhldreher Bros.
Maquoketa, Ia., W. Pleasant St....Hill, H. L.
Marietta, Ohio.
290 Front St.....Dudley Sons Co., J. W.
Marion, Ind.
406 S. Adams St.....Marion Floral Co.
Marion, Ohio, 140 N. Center St., Blake, F. E.
Marinette, Wis.....Vatter, Geo.
Marshall, Mo, ...Marshall Floral Co.
Marshalltown, Ia.—
109 E. Main St.....Denmead, James L.
529 N. 3rd Street.....Kembles Flowers
Marshfield, Wis., 603 W. 5th Ave., Hefko, T. D.
Martins Ferry, Ohio.....
118 S. 4th St.....O'Beirne, Chas. R.
Martinsburg, W. Va.
134 King St.....The Flower Shop
Martinsville, Ind.
865 E. Harrison St.....Martinsville Floral Co.
Maryville, Mo.
1001 S. Main St...The Engelmann Greenhouses
Mason City, Ia.....Kemble & Goodman
Massillon, Ohio., 811 E. Main St., Weaver, Aug.
Maysville, Ky.
219 Market St. .....Dieterich & Sons, C. P.
Maynard, Mass.
Acton St.....Batley & Son, Albert
Meadville, Pa.
292 Chestnut St.Huas & Son, The Posy Shop of
Mechanicsville, N. Y.
34 N. Main St.....Collins' Flower Shop
Media, Pa., 36 W. State St...The Lorgus Co.
Medina, N. Y., 546 Main St.....White Bros.
Medina, Ohio
117 W. Friendship St., Hammerschmidt & Clark
Melrose, Mass
93 Maple St.....Casey Florist Co., The
Mendota, Ill.....Restland Floral Co.
Memphis, Tenn.—
89 S. Main St.....Idlewild Greenhouses
153 Madison St.....Johnson's Greenhouses
Meriden, Conn.
Old Colony Rd.....Greenbacker, Joseph A.
Miami, Florida—
801 12th St.....Exotic Gardens, The
Ave. J, 13th to 15th Sts.....Miami Floral Co.
Michigan City, Ind., ... Reicher, August
Middleboro, Mass., 28½ Center St.....
.....Leland Carnation Co., The
Middletown, Ohio
328 Main St.....Selby, The Florist
Miles City, Mont.
1013 Main St.....Miles City Greenhouses
Milford, Mass., 150 S. Main St..Howard, W. D.
Milton, Mass.
505 Centre St.....Anderson & Sons, Geo. M.
Milton, Pa.
224 Turbot Ave.....Fairview Greenhouses
Milwaukee, Wis.—
130 Mason St.....Baumgarten Florist, Inc.
108 Wisconsin St.....Currie Bros. Co.
419 Milwaukee St.....Edlefsen-Leidiger Co.
437 Milwaukee St.....Fox & Son, James M.
Grand Ave. and W. Water St...Gimbel Bros.
Mineral Point, Wis.....The Greenhouse
Minneapolis, Minn.—
Cor. 6th & Nicolet Sts..Donaldson, L. S., Co.
2nd Ave. at 8th St.....Mazey, The Florist
612 Nicolet Ave.....Swanson's Inc.
Minot, N. D.....Valker's Greenhouses
Mishawaka, Ind., 121 N. Main St.Powell, C. L.
Mitchell, S. D.
731 S. Montana St., Davison County Greenhse.
Mobile, Ala.....The Minge Floral Co.
982 Dauphin St.....Goodbrad Floral Co., The
Moncton, New Bruns
Main St. .....Fraser Floral Co., Ltd.
Monessen, Pa.
413 Donner Ave.....Irwin's Flower Shop
Monongahela, Pa.
251 Main St.....I. Shelby Crall Co.
Monroe, Mich. .....Cron, Otto H.
Montclair, N. J., ...Massmann, F. W.
Montgomery, Ala.....Rosemont Gardens
Monticello, Ia.....Van Meter, C. L.
Montreal, Quebec, Can., ...McKenna's Ltd.
484 St. Catharines St....Dominion Floral Co.
Moorhead, Minn.
Front & Eighth Sts.....Briggs Floral Co.
Morgantown, W. Va.
422 High St.....Sturgiss Florist
Morristown, N. J. 140 South St., Holton, E. A.
Moscow, Idaho
317 N. Main St.....Roselawn Greenhouses
Moosup, Conn., Prospect St....Baker, J. Fred
Mt. Carmel, Pa.
304 S. Vine St.....Erdman & Son, K. M.
Mt. Clemens, Mich....Von Boeslager, August
Mt. Vernon, Ill., 203 S. 9th St....Heiserman's
4th Avenue and 1st St.....Clark The Florist
Mt. Vernon, Ohio.
203 S. Main St.....Sharp, Chas. E.
Mt. Vernon, N. Y., ...Dummett, Arthur
Muncie, Ind.
Main & Walnut Sts.....
.....Millers, The House of Flowers
Murphysboro, Ill.
16th and Oak Sts.....Wisely, Florist
Muskegon, Mich.
W. Western Ave.....Wassermann, L.
Muskogee, Okla., 310 Broadway West.....
.....Muskogee Carnation Co.
Nantucket, Mass.
Centre & Pearl Sts...Voorneveld, The Florist
Nashua, N. H.....Buxton, Geo. E.
Nashville, Tenn., 212 5th Ave., N., Geny Bros.
601 Church St.....Joy Floral Co.
Naugatuck, Conn.....Squire, A. N.
Nevada, Mo.....Kaupp's Greenhouses
New Albany, Ind., 1601 E. Main St.....
.....Bettmann & Son, John G.
New Brighton, Pa.
813 3rd Ave.....Thompson, Florist
Newark, O., 20 W. Church St.....Kent Bros.
12 E. Church St.....Halbrooks, Paul M.
23 Arcade .....Duerr, Charles A.
Newark, N. J.—
946 N. Broad St.....Begerow's
938 Broad St.....Philips Bros.
276 Bellevue Ave.....McDonough, Jos. F.
577 Broad St.....Washington Florist
Newark, N. Y., 7 Grace Ave..Bebb, Arthur E.
New Bedford, Mass.....Murray, Peter
New Britain, Conn.
792 W. Main St.....Volz Floral Co.
New Brunswick, N. J.
72-78 Louis St.....Bennett, Frank K.
Newburgh, N. Y.....Yuess Gardens Co.
Newburyport, Mass., 38 State St., Pearson, E.W.
New Castle, Pa., North Mercer St...Butz Bros.
12 N. Mill St.....Fischer & McGrath
New Haven, Conn., ...Champion & Co., J. N.
1054 Chapel St.....Moore Co., S. H.
936 Chapel St.....Myers Flower Shop, The
New Kensington, Pa.
862 5th Ave.....McRae-Jenkinson Co.
New London, Conn.....Fisher, Florist, Inc.
New Orleans, La.....The Avenue Floral Co.
121 Baronne St.....Eble, Charles
Metairie Ridge Nursery Co.
.....Harry Papworth, Pres.
New Philadelphia, Ohio.....Endres Floral Co.
Newport, Ky., 527 York St., Edwards Floral Co.
Newport, R. I.....Gibson, Thos. J.
40 Broadway.....Ritchie, Stewart
18 Broadway.....Schultz, Oscar
Newport News, Va.....Van Sant, Henry C.
New Rochelle, N. Y.
270 Main St.....Chapman's
202 Main St.....Bassi, Freres
Newton, Mass., ..Newton Rose Conservatories
New York, N. Y.—
2188 Broadway.....Astoria Florist
2391 Broadway .....Boulevard Floral Co.
2366 Broadway.....Brown, Charles H.
413 Madison Ave.....Bunyard, Alfred T.
1966 Broadway .....Campbell, Frank E.
2751 Broadway.....Cazan, A. B.
44th St. and Madison Ave....Dards, Chas. A.
2953 Broadway.....Drakos & Co.
561 Fifth Ave.....Galvin, Inc., Thos. F.
Hotel Biltmore.....Heaton, Fred R.
984 Madison Ave.....E. J. Hession
275 Columbus Ave.....Klausner, J. P.
Madison Ave. at 55th St.....Leikens, J. G.
2077 Broadway .....Malandre Bros.
503 5th Ave.....McKenney, Peter F.
611 Madison Ave. .....Myer, The Florist
785 Fifth Ave.....Schling, Max
505 Madison Ave.....J. H. Small & Sons
761 Fifth Ave.....Stumpp, G. E. M.
1193 Broadway.....Warendorff, Alex
42 W. 28th St.....Young & Nugent
Niagara Falls, N. Y.....Harris & Lever
Niles, Ohio, 12 Park Ave., Adgate & Sons, C. L.
Noblesville, Ind..... .....Sharp, Guy C.
Norfolk, Va., ...Grandy, The Florist
Reid Bldg., Granby St.....Blick's Inc.
319 Granby St.....George, Inc.
303 Granby St.....Newton, Wm. J.
Norristown, Pa.
78 E. Main St.....Yeager Co., Wm.
North Adams, Mass.
62 Main St.....Boothman's Flower Shop
North East, Pa.....Selkregg, F. E.
North Tonawanda, N. Y.
Cor. Goundry & Division Sts., Jones, Arthur L.
Northampton, Mass.....Butler & Ullman
Norwalk, Ohio
12 Whittlesley Ave.....Barton, Charles E.
Norwich, Conn.....Geduldig's Greenhouse
Norwich, N. Y., 90 E. Main St., Quinn, E. F.
Nyack-on-Hudson, N. Y.....Frye, Robt. Chester
Oakland, Cal., 418 14th St..Seulberger, J., & Co.
Oakland, Md.....The H. Weber & Sons Co.
Oak Park, Ill., 1048 Lake St., Schneider, Albert
Oberlin, O., 63 S. Main St.....Cook, H. A.
Ogdensburg, N. Y.,..... Lawrence, John
Oklahoma City, Okla.....Furrow & Co.
202 W. Main.....Stiles Co., The
120 W. Main St.....Foster Floral Co., The
208 E. Oklahoma St.....Furrow & Co.
Okmulgee, Okla.....Bell, Mrs. W. S.
112 S. Morton Ave.....Marshall, George W.
Oil City, Pa., 6 Seneca Ave., Deyoe & Co., W.M.
Olean, N. Y., 113 N. Union St., Herron, Dana R.
Omaha, Neb.....Henderson, Lewis
1804 Farnum St.....Bath, John H.
.....Hess & Swoboda
319 S. 16th St.....Rogers, Louis M.
Oshkosh, Wis., 76 Frankford St., Miles Co., The
Oskaloosa, Iowa.....Kemble Floral Co.
Oswego, N. Y., ...Workman, W. H.
126 W. 2nd.....Floral Art Studio
Ottawa, Ill, 1600 Ottawa Ave., Lohr, Wm. S.
Ottawa, Ont., 54 S. Parks St., Wright, R. H.
Owensboro, Ky.
100 E. 2nd St.....Nanz Floral Co.
Owosso, Mich.....Owosso Floral Co.
Paducah, Ky., 504 Broadway....Schmaus Bros.
Painesville, Ohio
124 N. St. Clair St.....Wilson Flower Shop
Palm Beach, Fla., Hotel Royal Poinciana..
.....Foster & Foster
Pana, Ill
Cor. 3rd & Chestnut Sts.....Pana Greenhouses
Paris, Ky., 19th St., Christman Co., The John
Paris, Ill.....Helfrich, John A.
Parkersburg, W. Va.....Dudley & Sons, J. W.
Pasadena, Calif., 342 E. Colorado St..The Orchid
383 E. Colorado Ave..Siebrecht, Henry A. Jr.
260 E. Colorado St.....Eldred Flower Shop
Passaic, N. J.....Sceery, Edward
Paterson, N. J.....Sceery, Edward
88 Van Houten Ave.....Thurston, Wm.
Pawtucket, R. I.
306 Main St.....Frederick C. Hoffman
Peoria, Ill., ... Loveridge, Charles
431 Main St.....Cole Bros.
Peru, Ind.....366 W. 3rd St., Miller, Wm. G.
Peterborough, Ont.
347 George St.....Peterborough Floral Co.
Petersburg, Ill.....Salveson, Thomas
Petersburg, Va.....Stiles, Mrs. Robert B.
Petoskey, Mich.
715 Pleasant St.....Winans, Frank
Philadelphia, Pa.—
1307 N. Broad St.....Fox Flower Shop
221 So. Broad St.....Fox, Charles Henry
2034 Columbia Ave.....Gracey, John C.
3054 Frankford Ave.....Gaehring, E. W.
2452 N. Broad St.....Grakelow, Chas. H.
Bellevue-Stratford Hotel
.....Habermehl's Sons, J. J.
Reading Terminal..Krueger Co., The Chas. F.
.....Alter, Frank
30 S. 7th St.....Kienle, Rupert
Roxborough .....Koethe, Gustave
.....Martin Street Greenhouses
718 Walnut St.....Muller, August
1639 N. Broad St.....J. Wolff Moore
1514 Chestnut St.....Pennock Bros.
136 S. 52nd St.....Ross, Frank M.
Phoenix, Ariz.....Donofrio's Floral Dept.
28 S. Central Ave....Ariz. Seed & Floral Co.
Phoenixville, Pa.
221 Bridge St.....Pennypacker & Son
Piqua, O.....Gerlach, The Florist
8 William St.....William St. Florist, The
Pittsburgh, Pa.—
710 E. Diamond..Ludwig Floral Co., "E. C."
5936 Penn Ave.....Randolph & McClements
Keenan Bldg.....Smith Co., A. W.
621 Penn Ave.....Williams, Mrs. E. A.
Pittsfield, Mass., 40 Fenn St...The Flower Shop
175 North St.....Drake & Co., F. J.
Pittston, Pa.....Carpenter, B. B.
Plainfield, N. J.
159 E. Front St.....Stanley, Chas. L.
Platteville, Wis....The Platteville Floral Co.
Pleasantville, N. J.
11 E. Verona Ave.....Thoms, Walter R.
Plymouth, Mass.
9 Court St.....Stevens, The Florist
Pocatello, Idaho.....Worel, W. A., & Son
Pontiac, Ill., 412 Payson St., Miller & Son, W.J.
Pontiac, Mich.
559 Orchard Lake Ave.....Pontiac Floral Co.
Port Chester, Conn.
N. Regent St.....Burgevin Greenhouses
.....Lundell & Schwartz
Port Huron, Mich.....Ullenbruch, Mathias
Portland, Me., 673 Congress St..Talbot, Philip H.
615 Congress St.....Minott Co., J. W.
Portland, Ind.....Frank & Son, W.
Portland, Ore.....Tonseth Floral Co.
354 Washington St.....Martin & Forbes Co.
Portsmouth, Ohio
817 6th St.....Herms Floral Co., The
Pottstown, Pa.
638 King St.....Wickersham, Edwin
Pottsville, Pa., ...Payne, W. Guy
Poughkeepsie, N. Y.....Saltford Flower Shop
Prairie Du Chien, Wis.....Dial Gdn. Greenhouse
Princeton, Ill.
561 Peru St.....Trimble Greenhouses, W. E.
Princeton, Ind.....Princeton Gardens
Princeton, N. J.....Heeremans, John

FLORISTS' TELEGRAPH DELIVERY--Continued.

Providence, R. I.....Johnston Bros.
107 Washington St.....Johnston & Co.
134 Washington St.....Bowers, Wm. A.
Provincetown, Mass.....Newton, William C.
Pueblo, Colo., 216 Main St., N....Fleischer, G.
Punxsutawney, Pa. .....
Finday St.....Crissman Greenhouses Co.
Quebec, Canada, 9 St. John St., McKenna, Ltd.
Quincy, Ill.....Gentemann Floral Co.
Quincy, Mass. .....
1361 Hancock St..Johnson's City Flower Store
Racine, Wis....The Flower Shop, Rehl & Benz
Rahway, N. J. .....
633 St. Georges Ave.....Baumann, John R.
Raleigh, N. C. .....O'Quinn & Co., J. L.
Raton, N. Mexico .....
1100 N. Second St.....Raton Greenhouses
Reading, Pa., 123 S. 5th St.....Giles, J. H.
.....Bauder, J. C.
116 N. 9th St.....Blachman, Jr., Paul
Schuykill & Greenwich Sts., Huesman, Harry C.
1018 Center Ave.....Steckler, B. & L.
Red Bank, N. J.....Kennedy, W. W., & Son
20 W. Front St.....Hayes Brothers
Richmond, Ind.....Lemon, Fred H., & Co.
Rhinebeck, N. Y., 17 Chestnut St., Coon, Elmer
Richmond, Va. .....Hammond Co., Inc.
5 Broad St., W.....Mann & Brown
115 E. Main St.....Mossmiller, Florist
207 N. 6th St.....Radcliffe & Tanner
Roanoke, Va. .....Fallon, Florist
10 Kirk Ave., S. W.....Wertz Florist, Inc.
Rochester, Minn.....The Rochester Floral Co.
112 S. Broadway.....Broadway Flower Shop
114 S. Main St.....Parkin & McQuillan
111 W. Zumbro St....Queen City Greenhouse
Rochester, N. Y.....Keller, J. B., Sons
88 Main St.....Wilson, H. E.
345 E. Main St.....Boucher, Geo. T.
Rockford, Ill.....Buckbee, H. W.
State & Longwood Sts...Peterson & Son, Swan
Rock Island, Ill.....The Flower Shop
Rockville Center, N. Y....Ankers, Clarence R.
Rocky Ford, Colo.....Ustick, C. M.
Rome, N. Y., 406 Elm St.....Ringdahl, Ivar
Roundup, Mont., 32 Main St.The Flower Shop
Rugby, N. D.....Rugby Greenhouse
Rushville, Ind., 359 E. 6th St., Moore, Glenn C.
Rutherford, N. J., 49 Park Ave., Rummler, W.
Rye, N. Y., 64 Purchase St.....Moraio Bros.
Sacramento, Calif., 1015 K St..Meldrum, W. J.
Saginaw, Mich.....Frueh, Chas., & Sons
117 N. Franklin St....Grohman, The Florist
.....Roethke, Wm., Floral Co.
124-126 S Michigan Ave....Goetz Sons, J. B.
St. Catherines, Ont.....Dunn, Robert L.
St. Joseph, Mich. .....
513 Ship St.....Richardson, A. N.
St. Joseph, Mo.....Stuppy Floral Co.
St. Louis, Mo.....Grimm & Gorly
4942 Florissant Ave.....Meinhardt, F. H.
8th and Locust Sts.....Mullanphy
.....Scruggs-Vandervoort & Barney Co.
4326-28 Olive St.....Weber, Fred C.
Taylor & Olive.....Weber, F. H.
2300 S. Grand Ave.....Windler's Flowers
St. Paul, Minn., 24 W. 5th St...Holm & Olson
4744-48 McPherson St.....Witek, Joseph
St. Thomas, Ont.....Crockers, Ralph
Salamanca, N. Y.....74 Main St., Dye, M. M.
Salem, Ohio, 305 Garfield Ave., Cowgill, V. A.
Salina, Kan.....Leighton Floral Co.
Salisbury, N. C.....Salisbury Greenhouses
Salt Lake City, Utah, ...Huddart Floral Co.
61 E. 2d St., S.....Bailey & Sons Co.
10 E. Broadway.....Miller Floral Co.
San Angelo, Tex.....The Nussbaumer Floral Co.
San Antonio, Tex., Ave, C and 8th St. .....
.....Green, Edward
412 E. Romana St.....Suchy, Frank C.
109 Ave. D.....Hauser Floral Co.
San Diego, Cal., 412 E. C. St..Boyle & Darnand
1115 4th St.....Flower Shop, The
Sandusky, Ohio, ...
915 W. Washington St...Matern Flower Shop
632 Columbus Ave.....Wagner Greenhouses
San Francisco, Calif.....Art Floral Co.
1036 Hyde St.....Darbee, Mrs. R. E.
Hotel St. Francis.....Eppstein, Julius
233-235 Grant Ave.....Joseph, B. M.
141 Powell St.....MacRorie & McLaren
123-125 Kearney St.....Pelicano, Rossi & Co.
Santa Barbara, Calif.....Gleaves Flower Shop
Sante Fe, N. M. .....
De Vargos St.....Clarendon Garden, The
Saratoga Springs, N. Y...Ralph's Gr'h's, John
Sarnia, Ont.....Forsyth St., Macklin & Son, J.
Saskatoon, Sask. .....
Cor. 21st & 2nd Aves...Victoria Nursery, The
Sault Ste. Marie, Ont. .....
119 Huron St.....Mann, Victor
Savannah, Ga.....A. C. Oelschig & Sons
Sayre, Pa.....108 Packer Ave., Knapp, J. B.
Schenectady, N. Y.....State St. Hatcher
126 Jay St.....Rosendale Flower Shop
Scottsbluff, Neb., 217 Main St., Flower Shop, The
Scranton, Pa.....Baldwin, The Florist
.....Clark, G. R.
Adams and Spruce.....Besancon, Miss
401 Spruce St.....New York Floral Co.
.....Schulthels, Florist
Seattle, Wash.....Hollywood Gardens
1001 3rd Ave.....Rosaia Brothers
1410 2nd Ave.....Woodlawn Flower Shop
Sedalia, Mo.....Archias Floral Co.
.....State Fair Floral Co.
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Sharon, Pa., 1 Vine St.....Murchie, John
Sheboygan, Wis.....Matthewson, J. E.
Shelbyville, Ind. .....
101 S. Harrison St.....Cossairt & Sons
Shenandoah, Pa. .....
17 W. Lloyd St.....Payne, Wallace G.
Sherman, Texas. .....
208 N. Travis St.....Hannah & Son, H. O.
215 N. Travis St.....Home of Flowers, The
Shreveport, La.....Begbie, James W.
Sidney, Ohio, 111 N. Ohio St., Flower Shop, The
Sioux City, Ia.....Rennison Co., J. C.
402 4th St.....Rocklin & Lehman
Sioux Falls, S. D., 1300 W. 6th..Strong, M. M.
508 Pierce St.....Thallas Floral Co.
Somerville, Mass. .....
3 Hobbs Bldg. .....Davis Square Florist
South Bend, Ind. .....Williams & Co.
208 S. Michigan St....South Bend Floral Co.
So. Bethlehem, Pa.....Yorkeller, Chas.
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South Hadley Falls, Mass., Carey, R. S., Florist
South Orange, N. J. .....
South Orange Ave.....Bradbury, W. H.
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.....Brown, A. C.
.....Hembreiker & Cole
Springfield, Mass., 484 Main St....Aitken, Mark
422 Main St.....Schlatter & Son, Wm.
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Cor. Campbell&Walnut Sts. Springfield Seed Co.
205 E. Walnut St.....Stokes Floral Co.
Springfield, Ohio .....
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.....Van Meter Flower Shop, The
Spring Valley, N. Y. .....
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516 Center St.....Barringer's Greenhouse
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16-18 W. Frederick St.....Hamrick & Co.
Steelton, Pa.....Keeney's Flower Shop
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Sterling, Colo...Sterling Greenhouse & Gardens
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.....McDowell, Miss Jane
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.....Thornton's Flower Shop
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.....Pierson Co., F. R.
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414 Madison Ave.....Metz & Bateman
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2941-3001 Cherry St.....Suder, Mrs. E.
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819 Kansas Ave.....Hayes, James
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Warren, Pa. .....
Crescent Park.....Crescent Floral Garden
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Washington, Pa. .....
60 S. Main St.....Warrick Floral Co.
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N. North St.....Buck Greenhouses
Waterbury, Conn., 30 Center St.Ryan & Powers
22 E. Main St.....Leary, The Florist, Inc.
Waterloo, Ia. .....
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Waynesboro, Pa.....Eichholtz, Henry
Wellesley, Mass.....Fraser, Jno. A.
.....The Wellesley Florist, Tailby, J., & Son
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White Plains, N. Y. .....
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14 N. Main St.....Evans, A. W. B.
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Wilmington, N. C.....Rehder, Will
119 S. 5th Ave.....Fifth Avenue Florist
Wilson, N. C., Maplewood Ave..Star The Florist
Winfield, Kan. .....
301 Andrews St.....Schmidt's Greenhouse
Winnipeg, Manitoba, 289 Donald St..The Rosery
270 Hargrave St.....The King Florist
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Woonsocket, R. I. .....
241 Main St.....Vose, The Florist
Wooster, O., 239 Buckeye St.The Flower Store
Worcester, Mass.....Lange, H. F. A.
3 Pleasant St.....Randall's Flower Shop
Wytheville, Va. .....
Saywell St.....Wytheville Floral Co.
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101 W. Main St.....Anderson Flower Shop
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Chicago—Ronsley, 17 East Jackson Blvd.
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Omaha, Neb.—Lewis Henderson.
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Newark, N. J.—Washington Florist.
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Paterson, N. J.—Edward Sceery.
Philadelphia, Pa.—Charles H. Grakelow.
Philadelphia, Pa.—J. J. Harbermehl's Sons.
Pittsburgh, Pa.—Randolph & McClements.
Pittsburgh, Pa.—A. W. Smith Co., Keenan Bldg.
Pittsburgh, Pa.—Mrs. E. A. Williams.
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Rochester, N. Y.—J. B. Keller Sons.
Rockford, Ill.—H. W. Buckbee.
Salt Lake City, Utah—Miller Floral Co.
Sheboygan, Wis.—J. E. Matthewson.
Springfield, Mass.—Wm. Schlatter & Son.
St. Loius, Mo.—Grimm & Gorly.
St. Louis, Mo.—F. H. Weber.
St. Paul, Minn.—Holm & Olson.
St. Paul, Minn.—L. L. May & Co.
San Francisco—Podesta & Baldocchi.
Seattle, Wash.—Hollywood Gardens.
Terre Haute, Ind.—J. G. Heinl & Sons.
Tacoma, Wash.—California Florists.
Toledo, O.—Mrs. J. B. Freeman.
Toronto—Dunlop's, 8 and 10 W. Adelaide St.
Washington, D. C.—Blackistone, Inc.
Washington, D. C.—Geo. H. Cooke.
Washington, D. C.—Louise Flower Shop.
Washington, D. C.—Gude Bros.
Washington, D. C.—Geo. C. Shaffer.
Worcester, Mass.—Littlefield, Florist.
Worcester, Mass.—Randall's Flower Show.
Yonkers, N. Y.—New York Floral Co.

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EXPERTS TO ARRANGE THEM.
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336 Superior St., Toledo, O.
Both Phones, 527.
Special attention to mail and telegraph orders.
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Wm. Schlatter & Son
Artistic Designs and Fresh Cut Flowers
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No order for less than $3.00 accepted for delivery. All orders for less than this amount will be absolutely refused.
Send your telegraph orders to us for delivery in Chicago and vicinity.
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Passaic, N. J. F. T. D. Paterson, N. J.

Send your Orders for Chicago and Suburbs to
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All orders carefully filled under the supervision of
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2094 Broadway, S. E. cor. 72d St.
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Phones—Franklin 3579, 3841, 3842.
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FLOWERS OR DESIGN WORK
Delivered in Albany and vicinity on telegraphic order.
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Covers All New England Points
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NEW YORK
Quality Flowers
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Plant Specialists Phones { 107 / 420 / 775 } Lenox
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JULIUS BAER
FLOWERS
Mail and Telegraph orders carefully filled.
138-140 Fourth St., East
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Denver, Colo.
The Park Floral Co.
B. E. GILLIS, President.
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Milwaukee, Wis.
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J. M. Fox & Son, Inc.
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250,000 Square Feet of Modern Glass. First-Class Stock and Service. Usual Discount.

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Orders will be carefully cared for by

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200 miles in any direction. We are the center of the great Northwest. Daily deliveries

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Orders Carefully Executed

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Telegraph orders for Dayton will receive our immediate and careful attention.

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The Smith & Fetters Co.,

LEADING FLORISTS

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ALFRED HANNA & SONS will fill your orders for Designs and Cut Flowers in Michigan.

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"SAY IT WITH FLOWERS"
MacSchling Flowers
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Nothing Better
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and North Broadway
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FLOWERS
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Galesburg, Ill.
Pillsbury's Flower Stores
For Central Illinois
Member of Florists' Telegraph Delivery.

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HENRY W. SHEPPARD
532-534 RACE STREET
Successor to the HILL FLORAL CO.
Good Stock and Good Service.

Cleveland, O., and Vicinity.
BRAMLEY & SON
1181 E. 71st. St.
The Largest Growers of Flowers in the City.

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MRS. E. A. WILLIAMS
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Member of Florists' Telegraph Delivery.

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313 Market St., Harrisburg, Pa.
Night and day service in all Central Pennsylvania.

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Best service in both cities and adjoining territory. Member of Florists' Telegraph Delivery.
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Orders in or around WASHINGTON, D. C.
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Mail or telegraphic orders promptly and most carefully executed.
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GEO. H. COOKE
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BLACKISTONE, Inc.
14th and H Streets, N. W.
Exceptional Service

For St. Louis.
WIRE
Grimm & Gorly

St. Paul, Minn.
L. L. MAY & CO.
Order Your Flowers for delivery in this section from the
LEADING FLORISTS OF THE NORTHWEST
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AUGUST R. BAUMER,
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IN THE HEART OF Newark, N. J.
The Rosery Floral Co.,
167 Market St., at Broad St.
Everything in Flowers
Prompt Deliveries to any town or city within 150 miles of Newark.
Telephone Market 494
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"WE NEVER SLEEP"
IDLEWILD GREENHOUSES Memphis, Tenn.
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"Up-to-the-Minute" Service and Execution.
Every Flower in Season
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Samuel Murray,
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Mangel
The Palmer House Florist
17 E. MONROE ST.
Members of Florists' Telegraph Delivery.
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The Seed Trade

American Seed Trade Association.

E. C. Dungan, Philadelphia, Pa., President; Wm. G. Scarlett, Baltimore, Md., First Vice-President; David Burpee, Philadelphia, Pa., Second Vice-President; C. E. Kendel, 216 Prospect Avenue, S. E., Cleveland, O., Secretary-Treasurer.

The thirty-eighth annual meeting will be held June, 1920.

GERMAN offers of seeds are coming in.

SPOT CANARY seed at New York is 11¼ cents.

THE price of bags at Chicago, August 13, was $65.00.

VISITED NEW YORK: J. Chas. McCullough, Cincinnati, O.

WINTER-TOP SETS are reported a good crop in many sections.

WINTER VETCH new crop seed is badly needed at Chicago.

A. HENDERSON & Co., Chicago, say their Formosum lily bulbs are on the way, due about September 1.

THE American Bulb Co., Chicago, reports having received a carload each of Formosum lily bulbs and Paper White narcissus.

THE timothy seed crop will be larger than last year, which was 80 per cent of the normal. It is thought carried over stocks are small.

A. J. BROWN, of Grand Rapids, Mich., is in California. He left his golf bag at home and his 38-foot cruising boat at Northport Point, Mich.

PARIS, KY., August 11.—Buyers and farmers are deadlocked over the price of blue grass seed of this season's crop. The dealers think the farmers overestimate the crop shortage.

GRASS SEED.—Prices for grass seed on the Chicago Board of Trade Aug. 13, were as follows: Timothy $10.50 to $11.50 per 100 pounds; September $13.85 sellers, October $12.25 bid.

ONION SEED prospects in California, according to the government Seed Reporter, show a 50 per cent improvement over last year and are better than any crop for four years. Yield about 350 pounds per acre.

AS an instance of the government delay in the settlement of freight claims, a November, 1917, claim for bulbs, never delivered, was paid by the railroad administration August 13, 1919.

ONE well known English house is offering United States dealers several thousand pounds of American grown Red Wethersfield onion at 60 cents, testing 85 per cent. This seed is British government surplus.

TOLEDO, O.—Cash clover opened unchanged and October and December dropped five cents, August 12, with cash holding firm at $30.00, no change during the week. Timothy was steady, cash being offered at $5.40, September $5.90, October $5.75, December $5.82½ and March $6.05.

THE War Trade Board section of the Department of State announces that General Import License PBF No. 37 (W. T. B. R. 804, issued July 14, 1919) has been revised and extended, effective August 7, 1919, so as to permit the importation thereunder, without individual import licenses, of potash, including potash produced in Germany.

CROWN POINT, IND.—Alois Frey and wife expect to leave shortly for California where they will engage in the growing of freesia bulbs and other stocks. The greenhouses here will be continued under expert management.

VISITED CHICAGO: J. D. Eisele, president Henry A. Dreer, Inc., Philadelphia, Pa., and wife, enroute to the Pacific coast; A. E. Bather, with Northrup, King & Co., Minneapolis, Minn.; F. E. Burton, of the Burton Seed Co., Denver, Colo.; W. D. Balcom, Greeley, Colo.

Gen Robert Rennie, Toronto, Ont.

LOUISVILLE, KY.—Wood, Stubbs & Co., report having a good crop of Bermuda onion sets which yielded 15 bushels of 32 pounds each. Silver Skin and Yellow Danvers did not do nearly as well, possibly on account of the climatic conditions during the period of principal growth. All, however, were of good quality.

Pieters-Wheeler Seed Company

Growers of High Grade SEED

Gilroy, California

Beet, Carrot, Lettuce, Onion, Radish.

Correspondence Solicited.

THE W. C. PRESSING SEED COMPANY

NORWALK, OHIO.

Growers Exclusively of

Sweet Corn Seed

General Robert Rennie.

Brigadier-General Robert Rennie, president of the Wm. Rennie Co., Ltd., Toronto, Ont., with branches in Winnipeg, Man., Vancouver, B. C., and Montreal, Que., who commanded the Fourth Brigade, Canadian expeditionary forces, with a long list of brilliant achievements in many critical situations since entering the war over four years ago, returned recently with his unit. Needless to say he was welcomed in a manner that left no doubt of its sincerity, while General Rennie's popularity with his men was most evident from the affectionate references to their former commander on the occasion of demobilization, as well as the inscription chalked on the cars bearing them homeward, which read: "We're the chirpy birds—we feed on Rennie's seeds."

General Rennie, who had been connected with the Queen's own regiment in Toronto for many years, and held the rank of lieutenant-colonel, offered his services in August, 1914, shortly after war had been declared, and was assigned to organization. In September, he was placed in command of the third battalion, first Canadian division and went to France with the first brigade in February 1915. Among the principal engagements in which General Rennie and his command made brilliant records were the second battle of Ypres, Festubert and Canadian Orchard, Givenchy, St. Eloi crater operations, the battle of the Somme, Vimy Ridge, Hill 76, near Lenz; Amiens, including the capture of Marcelcave and Fransart; the battle of Arras, and the taking of Chapel Hill; Guemappa and Vis-en-Artois. For his services in the field, he has received the following decorations: C. B., C.

Alfred J. Brown Seed Co.

Growers of

Peas and Beans

Grand Rapids, Mich.

The Best Color Chart

For Florists, Seedsmen and Nurserymen

PRICE $1.00 POSTPAID.

AMERICAN FLORIST CO.

440 S. Dearborn St., CHICAGO

Braslan Seed Growers Company

Grower for the Wholesale Trade Only. ONION, LETTUCE, CARROT, PARSNIP, PARSLEY, CELERY, ENDIVE, SALSIFY, NAMED AND MIXED GRANDIFLORA AND SPENCER SWEET PEA AND SUNFLOWER.

SAN JOSE, CALIFORNIA

We are headquarters for the **BEST OF EVERYTHING** in

VEGETABLE SEEDS

With our Stock Seed Farms at Grass Lake, Mich., and our growing stations in every part of the United States where seeds are grown successfully, all in charge of capable and experienced men, we are equipped for and are producing

PEAS, BEANS, CORN and VEGETABLE SEEDS

of all kinds in quantity and of highest quality.

Glad to quote for present delivery or on growing contract for crop of 1919.

JEROME B. RICE SEED CO., CAMBRIDGE, N. Y.

Mention the American Florist when writing

General Bulb Company

(Westerbeek & Klyn, re-organ.)

110 Water St., New York, N. Y.

BUY QUALITY. IT PAYS.

Ask for our quotations on

Holland and French Bulbs

Mention the American Florist when writing

M. G., M. V. O., D. S. O., 1914-1915 star, long service decoration. French D. S. O., croix de guerre, allies war ribbon, British war ribbon, the Order of St. Michael and St. George and the Order of the Bath.

Onion Sets.

The Government Seed Reporter is wrong in saying the onion set crop in the Chicago district will be harvested by August 15, the 25th of the month being nearer right. The yield is placed at 2⅞ to three bushels per pound of seed, but Vaughan's inspector says it will be less than 2¾ bushels.

Louisville, the Reporter says, is harvesting six bushels to the pound, Chillicothe three bushels, Wisconsin in line with Chicago, and Oregon 85 per cent of normal.

Chicago, August 13.—About 50 per cent of the onion sets on the south side have been lifted, and on the north side about 75 per cent. The sets are dry and beautiful samples. The growers are trying to lift with their own labor and thus prevent further loss. The result now looks like 2½ bushels to the pound of seed.

Chicago Notes.

A conference of seedsmen with the state department of agriculture, will be held at Springfield August 14 to discuss the rules and regulations formulated in connection with the state seed law.

The Sibley warehouse, built by Hiram Sibley & Co., while in the seed business, and later occupied by the Northrup, Braslan, Goodwin Co., is to be changed into a cold storage plant.

Chas. Waterman's onion set growers' bank at South Holland was robbed of $7,500 August 8, in a holdup by gunmen.

Leonard Condon, of Condon Bros., Rockford, was a visitor this week.

Miss E. Heskett, of Vaughan's Seed store, is in the east on vacation.

PEACOCK BRAND SEEDS STANDARD OF QUALITY

Quality Seed

PEACOCK BRAND SEEDS STANDARD OF QUALITY

FOR THE

MARKET GARDENERS

OF

AMERICA

EVERETTE R. PEACOCK CO.

4013 Milwaukee Ave., (Near Irving Park Blvd.) **CHICAGO**

Mention the American Florist when writing

C. C. MORSE & CO.

Seed Growers

San Francisco, Calif.

GROWERS OF SELECTED STOCKS OF

Onion, Lettuce, Radish, Carrot, Sweet Peas, Etc.

Mention the American Florist when writing

THE

J. C. ROBINSON SEED CO.

WATERLOO, NEBRASKA

ROCKY FORD, COLORADO.

Contract growers of Cucumber, Cantaloupe, Watermelon, Squash and Pumpkin Seed; Sugar, Flint and Field Seed Corn.

Mention the American Florist when writing

Western Seed & Irrigation Co.

Seed Growers and Dealers

FREMONT, NEBRASKA

SPECIALTIES:

Cucumber, Muskmelon, Watermelon; Pumpkin and Squash; Sweet, Flint and Field Corn. Write for Special Contract and Spot Prices.

Mention the American Florist when writing

GRASS SEEDS

H. A. PETERSEN, Limited

SEED MERCHANTS

Brisbane, Queensland, Australia,

are Exporters of **Rhodes Grass, Paspalum Grass, Soudan Grass, Couch, Prairie Grass, Red Top Grass.** Correspondence invited.

Mention the American Florist when writing

I. N. Simon & Son

Garden Seeds

438 MARKET STREET

Philadelphia - - Pa.

Mention the American Florist when writing

Corn Borer Quarantine Hearing.

The federal horticultural board has given notice that a hearing will be held in the State House, Boston, Mass., at 10:30 a. m., August 15, in order that any person interested in the proposed quarantine in the states of Massachusetts and New Hampshire against the corn borer, now known to occur in that section of the country, may appear either in person or be heard by attorney.

New York Seed Trade.

Otto Pflug, who had been an employe of J. M. Thorburn & Co., for 14 years, died recently in a hospital from a complication of diseases. He had been in ill health for several years. He was 61 years old and is survived by his widow.

The S. S. Nieuw Amsterdam, which sailed from Brest, August 2, is due to arrive here, August 14. She is supposed to carry bulbs.

S. S. Skidelsky, who is now located at 50 Park place, will meet his old friends at the Detroit convention.

The next ship carrying French bulbs will not arrive until September 8.

J. W. Guille, of Vaughan's Seed Store, is on his vacation.

A. F. F.

Forage-Plant Seed Imports for July.

The following table prepared in the seed laboratory of the bureau of plant industry, United States department of agriculture, shows the amount of the various kinds of forage-plant seeds subject to the seed importation act, permitted entry into the United States during the month of July, 1919, as compared with July, 1918:

Kind of seed.	July, '19 Pounds.	July, '18. Pounds.
Alfalfa	1,060,400	.....
Blue grass—Canada	33,600	.....
Clover:		
Alsike	58,100	22,400
Crimson	516,400	110,100
Red	778,600	.....
Millet—Broom corn	225,400	.....
Orchard grass	67,200	.....
Rape	.....	151,600
Rye grass:		
English	.....	67,400
Italian	22,400	4,500
Timothy	3,200	.....
Vetch:		
Hairy	3,700	.....
Spring	144,800	.....

Government Seed Contracts.

Contracts have been awarded by the department of agriculture on the basis of the opening of bids, July 22, for the supply of garden and flower seed for the annual congressional distribution. This opening was supplementary to that of February, and was made necessary when it was found at that time that prices were high, the market upset, and the appropriation made by congress somewhat depleted.

The Bidders.

Aggeler & Musser Seed Co., Los Angeles, Calif., lettuce, peas.

The W. W. Barnard Co., Chicago, peas, parsley, tall nasturtium.

John Bodger & Sons Co., Los Angeles, Calif., alyssum, aster, calendula, candytuft, tall morning glory, chrysanthemum.

F. W. Bolgiano & Co., Washington, D. C., carrot, corn.

J. Bolgiano & Son, Baltimore, Md., cucumber, radish.

A. J. Brown Seed Co., Grand Rapids, Mich., peas.

California Seed Growers Assn., San Jose, Calif., lettuce.

M. Cushman & Co., Rochester, N. Y., corn, lettuce, peas.

Ford Seed Co., Ravenna, Ohio, lettuce.

Fosgate & Lion, Mountain View, Calif., lettuce.

Holmes-Letherman Seed Co., Canton, O., cucumber, lettuce.

Kimberlin Seed Co., San Jose, Calif., beet, lettuce.

D. Landreth Seed Co., Bristol, Pa., lettuce, cosmos.

R. C. McGill & Co., San Francisco, Calif., dwarf beans, onion.

Seeds For Florists

PANSY, Superb Giant Mixed. A choice strain of Giants for florists use, tr. pkt., 50c; ¼ oz., $1.50; oz., $5.00.

CINERARIA GRANDIFLORA, half dwarf. A grand mixture of brilliant colors and large flowers, tr. pkt , $1.00.

SWEET PEAS

Early or Winter Orchid-Flowering.

Asta Ohn, new lavender.
Meadow Lark, cream.
White Sankey, black seeded white.
Helen Lewis, orange salmon.
Mrs. A. A. Skaach, fine pink.
Yarrawa, bright rose pink.

Each, ¼ oz., 35c; 1 oz., $1.00; 4 oz., $3.00.

Bellis (Daisy) Monstrosa, red, white, mixed, tr. pkt., 50c.

THE STORRS & HARRISON CO.
PAINESVILLE, OHIO

Mention the American Florist when writing

R. C. McGILL & CO.

WHOLESALE SEED GROWERS

SPECIALTIES IN VARIETY

ONION-CARROT-BEET-RADISH-PARSNIP

CONTRACT PRICES MAILED ON REQUEST

SAN FRANCISCO — CABLE ADDRESS, "McGILL-SEED" SAN FRANCISCO — CALIFORNIA

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FLORISTS

Send us a list of your requirements in

French and Holland Bulbs

Also PERENNIALS

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Vaughan's International Pansy Mixture was first offered by us in 1889. We import from all the best European sources. Each year has added to the quality of its flowers and variety of the colors. We buy every year novelties of known merit to improve the mixture; it is always complete, always the latest and always the best mixture. We add to all Pansy Mixtures which we now buy more than 50 per cent of the choicest named kinds obtainable, each in correct proportion. This is one of the **Specialties** that has established the reputation of Vaughan's Flower Seeds, and one which we maintain most carefully.
Trade pkt., **50c;** ⅛ oz., **$1.50;** ½ oz., **$5.00;** oz., **$10.00.**

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Embraces, besides all the separate shades and colors, five special strains not listed elsewhere, and which can only be had in this and our International Mixture. This mixture includes the richest reds, coppers and bronzes, together with the most delicate rose and pink shadings, all the distinct colors of Trimardeau and the splendid Cassier strain.
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Vaughan's Cut Flower Mixture

This mixture is put up by ourselves and contains mostly light colored sorts. We have sold this mixture for several seasons to some of our Chicago cut flower growers, who have realized big returns from the sale of flowers. Pansies are as easily grown as violets, require less care and bring better results. Trade pkt., **25c;** ⅛ oz., **60c;** oz., **$4.00.**

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The new strain produces its giant flowers about four weeks earlier than other known types. In March, when the old type pansies hardly show any buds, the plants of the new strain bore from 3 to 5 of their giant flowers. **Early-Flowering Giant White, Yellow, Light Blue, Dark Blue and Mixed (Four Colors).** Trade pkt. (500 seeds), **35c;** ⅛ oz., **70c;** oz., **$5.**

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This is a mixture made by ourselves from 20 different and distinct varieties of this type. While the flowers of this strain do not grow as large as those of the Giant Pansies they excel them by a much greater number of flowers to a plant. Trade Pkt., **25c;** ¼ oz., **60c;** oz., **$2.00.**

Vaughan's P. P. (Popular Price) Mixture of Pansies

This mixture, like all "Vaughan" mixtures, is made up by ourselves from separate colors and strains of the Giant and Chicago Parks Bedding types and will furnish a large variety of colors with a good proportion of giant flowers. Trade Pkt., **25c;** ⅛ oz., **50c;** oz., **$3.00.**

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Helen Lewis—Very fine; salmon pink	.75	2.60
Hercules—Light Pink	.75	2.60
Lavender Pink—A fine variety	.60	2 00
Melody—This is a deeper shade of pink	.75	2.60
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Mrs. Spanoline—White	.75	2 60
Mrs. William Sim—Salmon pink	.60	2.00
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Venus—White ground; edges pink blushed	.60	2.00
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Winter-Flowering Mixed	.50	1.75

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Geo. R. Pedrick & Son, Pedricktown, N. J., cucumber, muskmelon, tomato, watermelon.
Frank S. Platt Co., New Haven, Conn., corn.
Jerome B. Rice Seed Co., Cambridge, N. Y., dwarf beans, beet, cucumber.
Rogers Bros., Alpena, Mich., peas.
Standard Seed Farms Co., Stockton, Calif., beet, carrot, onion.
Stokes Seed Farms Co., Morristown, N. J., dwarf beans, carrot, cucumber, collard, muskmelon, onion, parsnip, parsley, tomato, turnip, watermelon, alyssum, aster, centaurea, cosmos, single dianthus, escholtzia, mignonette, single poppy.
Vaughan's Seed Store, Chicago and New York, mignonette, tall morning glory.
N. L. Willett Seed Co., Augusta, Ga., okra.
Wood, Stubbs & Co., Louisville, Ky., lettuce.
S. D. Woodruff & Sons, Orange, Conn., dwarf beans, corn, radish, dwarf nasturtium.

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Okra, 10 to 12½ cents.
Onion, 62 to 84 cents.
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Parsnip, 23 cents.
Peas, 8.3 to 13 cents.
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Grandiflora Alba, white	1.50	12.50
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Mixed, all colors	1 00	9.00

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		Tr. pkt.	Oz.
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15. **ICE KING.** Silvery white, with eye.
16. **CELESTIAL QUEEN.** Light or sky blue.
17. **CHARM OF MARCH** Dark velvety blue
18. **MIXED.** The above four colors with other shades and variations, 500 seeds, **25c;** 1000 seeds, **40c;** ⅛ oz., **$1.10;** ¼ oz., **$2.00;** oz., **$7.50.**

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Salvia Splendens, good strong plants from seed bed, $5.00 per 1000.

Alyssum Double Giant, 2-in. pots, $2.00 per 100.

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J. Edward Moon, Morrisville, Pa.. President; Lloyd C. Stark, Louisiana, Mo., Vice-President; Curtis Nye Smith, 19 Congress Street, Boston, Mass., Counsel; J. W. Hill, Des Moines, Iowa, Treasurer.

Forty-fifth annual convention will be held at Chicago, June, 1920.

OSHKOSH, WIS.—The army worm is working in three townships in this county.

C. B. KNICKMAN, of McHutchison & Co., New York, was in San Francisco, Calif., the last of July.

ROANOKE, VA.—The annual meeting of the Virginia State Horticultural Society will be held in this city, December 3-5.

EVANSTON, ILL.—Oiled roads, which prevent water reaching the roots, are said to be causing considerable damage to trees in this city.

THE mid-summer meeting of the Michigan State Horticultural Society will be held at Bangor, August 19-20, with an interesting programme.

WINCHESTER, VA.—Alvin C. Richards of this city has purchased the property of the Arden Orchard Co., consisting of 287 acres near Arden, for $200,000.

SAN DIEGO, CALIF.—The city council has instructed the superintendent of streets to provide for the planting of trees along the new highway from Torrey Pines to India street.

BRITISH importers are complaining of the required prepayment for French rose stocks, adding that last year's stocks were much under size, and that there was much difficulty in adjusting prices according to size.

THE market development committee of the American Association of Nurserymen, through F. F. Rockwell, manager of the service bureau, 220 West 42nd street, New York, is asking suggestions for a good slogan for its campaign.

SACRAMENTO, CALIF.—About 15 per cent of the pears arriving in this city from river points are infected with codling moth, according to reports of the state horticultural commission. Large quantities may be condemned and turned into by-products.

THE June National Nurseryman has a very excellent article exposing the fallacy of reasoning used by the federal horticultural board in support of Quarantine 37. This article explains the working of similar medical regulations in immigration, and how the people finally rise in indignation against the senselessness of cleansing the human race of disease by such methods.

Palm City Miami's Plan.

Miami, Fla., is doing well, as it desires to enchance its general attractiveness, to turn from the Australian pine to the palm, says the Miami Metropolis, which urges that the good work go on and that palms by the thousand be set out each year in every section of the city and that every species of the palm family be found on the streets and in door yards. The Metropolis adds "Make Miami tropical."

Fruit Crop Estimates.

Apples.—The salient feature of the August report, as issued by the bureau of crop estimates through its fruit crop specialists, is the very large crop indicated from the northwest states, which has shown some increase over the July 1 estimate. On the other hand, conditions throughout the east have declined, particularly in western New York, New England, Ohio, and the Virginias. The Maine crop, however, holds up well above the average. The middle west has also shown a decline, with the exception of Arkansas and the Ozark section which have a good crop. The commercial production for the United States is now estimated at 23,075,000 barrels as compared with 24,740,000 barrels in 1918. The box apple crop promises to be 30,675,000 boxes as compared with 21,309,000 boxes in 1918, or an increase of 44 per cent in the box apple crop. The barrel apple crop on the other hand promises to be 12,850,000 barrels as compared with 17,657,000 barrels in 1918, or 73 per cent of last year's barrel apple crop.

Peaches.—The condition of the commercial peach crop has shown a decline over July estimates of about 300,000 bushels. This decrease has been throughout the east and north, New York, Michigan, Maryland, New Jersey, West Virginia and Delaware, all declining a few points over July estimates. On the other hand, the Georgia peach crop has held up to earlier estimates, while the Texas and Arkansas crops, due to excellent growing conditions have shown an increase, the Texas crop over-running earlier estimates by more than 300 cars. The Elberta crop in Colorado and the northwest promises to be heavy and the movement will be particularly heavy the last 10 days in August. The United States crop is now estimated at 29,784,000 bushels as compared with 20,597,000 bushels last year, or a 45 per cent increase over the crop of 1918.

Pears.—The commercial pear crop shows a five point increase over last month, and the commercial crop in the important states is now estimated at 8,351,000 bushels as compared with 7,589,000 bushels last year, or 110 per cent of last year. The feature of the report is the very large crop in California and the west generally. California has the largest commercial pear crop in its history, and the production is estimated at considerably over 4,000,000 bushels. Conditions throughout the east have shown some improvement over last month, particularly in New York and Delaware. The Hudson Valley pear crop now promises to equal that of 1918. Michigan and Illinois have also increased over the July estimate.

July Flowering Trees and Shrubs.

Among the lindens, the last to flower are the small-leaved European Tilia cordata and its varieties. The handsomest of these is the var. cordifolia, which differs from the type in its larger leaves and rather larger flowers. The Arboretum specimen is a shapely tree which this year when in flower has been more conspicuous than any linden-tree in the collection. The Japanese clethra (C. barbinervis) is in flower about two weeks earlier than the native C. alnifolia. The Japanese species is a larger plant than C. alnifolia and in Massachusetts has grown 10 or 15 feet high and nearly as much through. The foliage is of a lighter green than that of the American plant; the flowers are less crowded in the racemes and lack the odor which makes C. alnifolia one of the most delightful of summer-flowering shrubs. In the Arboretum plants of the Japanese clethra have so far escaped the attacks of red spiders which often disfigure here those of C. alnifolia.—Arnold Arboretum Bulletin, July 26, 1919.

Trees on Michigan Highways.

The Michigan legislature has passed a law to encourage planting of nut-bearing and other food-producing trees along the principal state highways. It becomes the duty of the state highway commission and the commission of agriculture to supervise the setting of such trees which will be furnished by the state agricultural college to local officials and individuals at nominal cost. Injuring such trees or affixing notices of any kind to them is made a misdemeanor punishable by a fine of from $1 to $25 and imprisonment for not more than 30 days.

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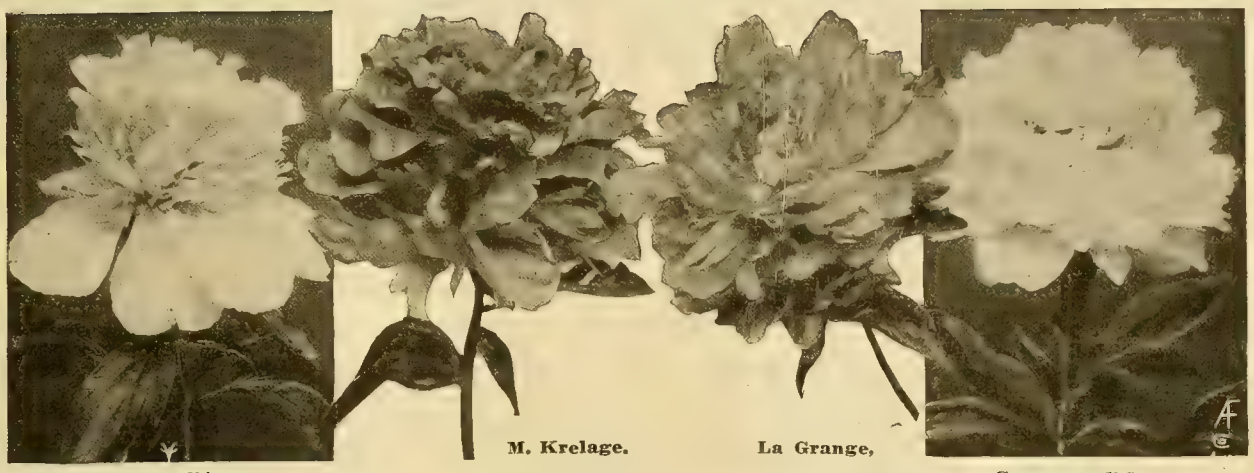

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Carnea Triumphans. Guards and crown pale pink, collar amber-white, fragrant, mid-season	.40	3.00	20.00
Charlemagne. Lilac-white with blush center; fragrant, free. Late, extra	.40	3.00	20.00
***Couronne d'Or.** Snow-white, yellow reflex, very large. Late; a splendid long distance shipper	.50	3.60	25.00
***Duchess de Nemours** (Calot). Sulphur-white with greenish reflex, cup shape	.40	3.00	20.00
Duke of Wellington. Very large well formed sulphur-white bloom, stems very firm and long; fragrant	.40	3.00	20.00
***Festiva (Drop White).** Large, full, rose-shaped bloom, creamy white flecked with carmine	.45	3.60	25.00
***Festiva Maxima.** Flowers of immense size, 7 to 8 inches in diameter, snow-white with red blotches on edges of center petals	.40	3.60	22.50
Jeanne d'Arc. Soft pink, center sulphur-white and pale pink, very fragrant. Valuable for cut flowers	.40	3.00	20.00
La Tulipe. Delicate rose, fading to creamy white, tipped with carmine; very large bloom, late	.45	3.60	25.00
Madame Breon. Guards rosy-flesh, center creamy white, fading to pure white. Large long stem, fragrant, early	.40	3.00	20.00
***Madame de Verneville.** Guard petals sulphur-white, center delicate rose, one of the most desirable of the white Peonies for all purposes	.40	3.00	20.00
Marie Lemoine. Large, compact, pure white, cream white center, carmine tips. Fragrant	.40	3.00	20.00
***Queen Victoria.** White, center petals tipped carmine, large, full bloom; one of the best cut flower sorts, early	.30	2.40	15.00

LIGHT AND DARK PINK AND ROSE.

	Each	Doz.	100
***Alexander Dumas.** Light violet-rose, of medium size. A creamy white collar of narrow petals mingled with the white outer petals. A fine cut flower variety and a good producer. Early	.40	3.60	25.00

LIGHT AND DARK PINK AND ROSE—Cont'd.

	Each	Doz.	100
***Eugenie Verdier.** Delicate flesh pink, very tall, free and very beautiful. Midseason	$0.50	$4.00	$30.00
Faust. Delicate flesh with a dark center. Midseason	.40	3.00	20.00
***Kohinoor.** Shell pink, very free, splendid cut flower sort. Midseason.	.40	3.00	20.00
Madame Forel. Immense, compact, ball-shaped bloom. Clear deep rose. Strong stems, very fragrant. Late	.40	3.60	25.00
***Marguerite Gerard.** Large, compact, semi-rose developing into a crown with stamens. Very pale hydrangea pink, fading to nearly white, central petals flecked dark carmine. Late	.70	7.00	50.00
***M. Jules Elie.** Very large globular flowers with broad imbricated petals, glossy pink, silver reflex. Fragrant	.60	6.00	40.00
***Souv. de G. Calot.** Large satiny bloom, pink; splendid cut flower	.40	3.60	25.00
Souv. de L'Exp. Universelle. Brilliant rose. One of the finest	.40	3.60	25.00

RED AND CRIMSON.

	Each	Doz.	100
***Felix Crousse.** One of the best red sorts, large double ball-shaped flowers. Free bloomer	.50	4.00	30.00
Gloire de Douai. Immense, glowing, deep crimson	.40	3.60	25.00
***La Grange.** Very desirable on account of its striking red color, heavy stem, and large double flowers	.45	4.00	30.00
Louis van Houtte. Deep carmine-rose tipped silver, with fiery reflex. Semi-rose type. Fragrant	.25	2.40	15.00
M. Martin Cahuzac. Medium sized, globular, semi-rose type. Dark purple garnet with black reflex. The darkest peony known. Strong, vigorous grower. Free bloomer. Midseason	2.25		
M. Krelage. Large compact, dark solferino red with silvery tips; strong, upright, free bloomer	.40	3.60	25.00
***Officinalis Rubra Plena.** This is the old fashioned red; the most brilliant of all reds	.40	3.00	25.00

UNNAMED PEONIES.

Divided Roots of from 2 to 5 eyes.	Doz.	100
Double White and Pink	$1.80	$14.00
Double Red	2.40	15.00
Double Mixed, two to five eyes	1.75	12.00

PEONIES IN CASE LOTS.

For several years we have sold specially packed cases. The roots are young and each has 2 to 5 eyes. These cases contain 75 double white, 75 double pink and 50 double red, each color separate—200 roots in all.

Price, Case for $25.00. We cannot divide cases.

NURSERIES: Western Springs, Ill.

VAUGHAN'S SEED STORE, CHICAGO NEW YORK

Forest Products.

An exhibit was recently held in the west to illustrate the possibilities of spruce, fir and other woods. Among the products included were: Furniture, reed and braid, yarns, extensively used in making rugs, bagging, absorbent, cloth, glue tissue, wrapping twine, webbing and rope, all produced from wood paper. Wood flour, made from chemically-treated, finely-ground spruce, figured in the exhibit. This flour is the basis for phonograph records, linoleum and artificial lath.—The Wall Street Journal Straws.

HIGHLAND PARK, ILL.—Fritz Bahr will discontinue his retail store and conduct his business from his range which is now being rebuilt and when completed, will be one of the most up-to-date estblishments of its kind in this vicinity.

CATTLEYA-ORCHIDS

815 TRIANAE	215 GIGAS	320 MOSSIAE
450 SPECIOSISSIMA	275 PERCIVALIANA	120 HARRISONIAE
417 GASKELLIANA	315 LABIATA	516 SCHROEDERAE
40 VANDA CAERULEA	50 DENDROBIUMS	546 SPECIMENS

Prices per plant, all varieties, each $1.50, $2.50, $3.50, $5.00 and $7.50.

Positively cash with order, to close estate.

GEORGE V. ALLEN, POST OFFICE BOX 51 **Edgewood, Rhode Island**

NOW IS THE TIME TO STOCK UP

BENCH BOSTONS

Good stock ready for 4-inch and 5-inch pots; big, broad, clean leaves; heavy plants

$25.00 AND $40.00 PER 100

CLEVELAND CHERRIES, fine, for growing on.

3-inch, $10.00 per 100; 4-inch, $15.00 per 100. Finished plants later.

You will want them later on. Very bushy branched plants.

French Hydrangeas, field plants, 6 to 8 branches, $35.00 per 100.

French Hydrangeas, 2½-inch strong. $50 00 per 1000.

CARL HAGENBURGER, West Mentor, Ohio

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Chrysanthemum Novelties My Specialty

Mention the American Florist when writing

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Grower of Kentias.

Mention the American Florist when writing

Standard Bay Tree.

BAY TREES

No more obtainable until Quarantine No. 37 is modified. Are your local hotels, clubs and private conservatories covered. If not write us now.

Standards.

Stem	Crown	Per Pair	Stem	Crown	Per Pair
24 to 30 in.	30 to 32 in.	$24.00	48 in.	32 to 34 in.	$32.50
36 in.	24 to 28 in.	22.00	48 in.	36 to 38 in.	45.00
45 in.	20 in.	23.00	48 in.	40 to 42 in.	50.00
45 in.	30 in.	25.00	48 in.	46 to 48 in.	60.00

Pyramids.

Height	Base	Per Pair	Height	Base	Per Pair
4½ to 5 ft.	22 to 24 in.	$23.00	5½ to 6 ft.	24 in.	$25.00

Crating (if ordered) extra at cost.

		Each
BOXWOODS PYRAMIDS	30 inches high	$2.25
	42 inches high	4.50
	48 inches high	5.00

Packing at cost. Tubs 50 to 75 cents extra.

F. O. B. Western Springs, Ill.

Vaughan's Seed Store, Chicago

CARNATIONS R. C.

LADDIE

$75.00 per 1000.

Orders booked now for January 1920 delivery.

F. DORNER & SONS CO.

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GERANIUMS

S. A. Nutt, at $15.00 per 1000, up to Nov. 1st.

Other varieties all sold until then.

Winter prices starting Nov. 1st.

S. A. Nutt and **Buchner**..... at $18.00 per 1000

Poitevine and **Ricard**.....at 22.00 per 1000

ALBERT M. HERR, LANCASTER, PA

JOHN WATERER, SONS & CRISP, Ltd.,

Hardy Plant Nurseries, TWYFORD, Berks., Eng.

Special Offer of IRISES.

IRIS

GERMANICA—	100
Alba	50/-
Khârput	35/-
Kochii (atropurpurea)	35/-
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Donna Maria	35/-
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NEGLECTA	
Black Prince. 27/6 doz.	——
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Chameleon	35/-
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Cordelia	75/-
Edina	35/-
Miss Maggie	35/-
Monsignor	62/6
Perfection	50/-
Virginie	35/-
Wagner	50/-

NEW INTERMEDIATES.

	100
Charmant	35/-
Dorothea	35/-
Etta	35/-
Ingeborg	35/-
Ivorine	35/-
Royal	35/-
Sarah	35/-
Walhalla	50/-

PALLIDA—	100
Alcazar	100/-
Celeste	35/-
Carthusian	100/-
Caterina	62/6
Cherubin	62/6
Diane	160/-
Edward Mitchell. 42/- doz.	——
Guinevere	35/-
Her Majesty	50/-
Khedive	35/-
Leonidas	50/-
Lohengrin	62/6
Mimung	50/-
Mme. Pacquitte	50/-
Mrs. Alan Gray	50/-
Pallida (type)	35/-
Queen of May	50/-
Ruby	62/6
Trautlieb	62/6
Walner	50/-
PLICATA—	
Agnes	35/-
Bridesmaid	35/-
Mme. Chereau	35/-
Maritana	35/-
Mrs. Reuthe	50/-
Parisiana	100/-
Sappho	50/-
SQUALENS—	
Arnols	50/-
Berchta	62/6
Dalmarius	62/6
Dr. Hankel	62/6
Eldorado	62/6

SQUALENS—continued.	100
Jacquiniana	50/-
King of Irises	100/-
Mithras	62/6
Nibelungen	62/6
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Plumieri	35/-
Prosper Langier	100/-
Walneriana	35/-
VARIEGATA—	
Alba (Innocenza)	35/-
Aurea	35/-
Darius	35/-
Edward Simmonds	35/-
Fro	62/6
Gagus	50/-
Gold Crest	35/-
Gracchus	35/-
Hector	50/-
Loreley	62/6
Maori King	50/-
Miss E. Eardley	62/6
Mrs. Neubronner	35/-
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VARIOUS TALL-BEARDED—	
Abicans Princess of Wales	35/-
Ciengialti	35/-
Ciengialti Loppio	50/-
Flavescens	35/-
Florentina (Fleur de Lys)	35/-
PUMILA—	
Cœrulea	35/-
Violacea	35/-

Our collection is one of the most extensive in the British Isles and comprises the elite of the Iris world. Stocks are in excellent condition and will exceed 50,000 first size.

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Price, $6.00 Per Volume

Carriage paid to any part of the United States.

AMERICAN FLORIST CO.

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Poinsettias

True Type. 2½-in. Pot Plants.

August delivery ..... $8.00 per 100; $75.00 per 1000
September delivery . 8.00 per 100; 75.00 per 1000

A. F. LONGREN,
4249 West Monroe St.; CHICAGO, ILL.

CHRYSANTHEMUM SPECIALISTS

Elmer D. Smith & Co.
Adrian, Mich.

IF YOU ARE INTERESTED IN

Christmas and Easter Heather

communicate with yours truly,

A. L. MILLER, Jamaica, New York

Mention the American Florist when writing

FIRST CLASS STOCK

Teddy, Jr., and Scotti Ferns, splendidly finished plants in 6 to 8 inch pots.

A fine block of **Smithii** in 4's; splendid for basket work.

PRICES, Teddy, Jr., and Scottii: 6-inch, $1.00 each, $12.00 per doz.; 8-inch, $1.50 to $2.00 each, $18.00 to $24.00 per doz.
Smithii, 4-inch, 35c each, $4.20 per doz.

Rubber Plants, fine stocky specimens, 6-inch pots, 75c to $1.00 each, $9.00 to $12.00 per doz.

HENRY I. FAUST, Merion, Pa.

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Market Gardeners

Vegetable Growers' Association of America.

H. W. Selby, Philadelphia, Pa., President; C. W. Waid, Grand Rapids, Mich., Vice-President; S. W. Severance, Louisville, Ky., Secretary; Eugene Davis, Grand Rapids, Mich., Treasurer.

Next annual convention will be held at Detroit, Mich., September 9-12, 1919.

OFFICIALS of over 200 storage warehouses in New York district have been subpoenaed to produce full data on stocks of food on hand.

KANSAS CITY, MO.—Much criticism is heard here regarding the express service in handling fresh fruits and vegetables coming to this market, slow deliveries being among the principal causes for complaint. Many shipments received during the past three weeks will return practically nothing.

Pepper Plants.

An elderly couple on a 2½-acre pepper farm near Ft. Myers, Fla., made over $1,500 as the result of their past winter's work. The green pepper sold at $4-$6 per crate at Ft. Myers, the raisers not caring to accept the risk of shipping to far-away markets on consignment.

Prices of Indoor Fruits and Vegetables.

Chicago, August 12.—Cucumbers, Climax baskets, 25 to 50 cents; celery, Michigan, crate, 40 to 50 cents; leaf lettuce, per tomato box, 30 to 35 cents; radishes, per 100 bunches,, $1.50 to $1.75; tomatoes, 4 baskets, 50 to 75 cents.

New York, August 11.—Celery, per doz. roots, 20 to 75 cents; cucumbers, 40 to 60 cents per dozen; mushrooms, $1.50 to $3.00 per three-pound basket; tomatoes, per pound, 6 to 15 cents; lettuce, per package, 50 cents to $2.25; radishes, per 100 bunches, $1.50 to $2.50.

Tomato Blight.

Tomato blight, or septoria leaf spot, is the cause of serious damage, according to the agricultural station at the Michigan Agricultural College, East Lansing, which has issued Special Bulletin 88, outlining methods of controlling the disease, copies of which will be sent to those interested upon request. During summers of moderate rainfall, tomato plants blight severely. Experiments of the college have shown that blight is commonly carried to the field from the trash of a preceding diseased tomato crop. Tomato blight is a fungus growth and depends on rainfall for its distribution. It has been found that thoroughly sprayed tomato plants can be kept free from blight injury. In the spraying of tomatoes, it is necessary to use properly made Bordeaux mixture, and to direct the spray so that the plant is thoroughly covered.

Potato Wart.

The potato wart, usually considered one of the most serious of potato diseases, which was discovered in Pennsylvania in September, 1918, and which may occur elsewhere in the United States, is the subject of Circular 32, issued by the United States department of agriculture recently.

The first evidences of the wart are small spongy outgrowths on the potato, especially at the eyes. These increase in size and may grow as large as the tuber itself. In the early stages the warts are light brown, the color becoming darker and finally black with age. Badly diseased potatoes decay in the field and others less seriously attacked are extremely susceptible to rot in storage. The disease does not attack the plant and seldom interferes seriously with the growth of the vines; therefore, the detection of the disease is difficult or impossible before digging time. The wart parasite may be carried into clean soil (1) by drainage water from infested fields, (2) by the distribution of infested soil (as on agricultural implements or on the feet of men or animals), (3) by the use of manure from animals to which diseased tubers have been fed, (4) by garbage into which peelings from diseased tubers have been thrown, and especially (5) by the planting of diseased tubers or of tubers which have been grown in infested soil and carry the infection on their surfaces.

The wide distribution of the potatoes imported from abroad in 1912 and in earlier years makes it possible that wart may have established itself in more than one locality in the United States. The department urges growers to keep watch at digging time for potatoes with warty outgrowths which are light brown when young, black and decayed when old, and report promptly all suspicious cases and send specimens to county agents or to the plant pathologist at agricultural experiment stations or state colleges, or to the plant disease survey, United States department of agriculture, Washington, D. C.

Potato Crop Failure Causes.

The agricultural extension service of Ohio State University, Columbus, in a report dated August 15 says the early potato crop in the state, is practically a failure this season due largely to the excessive hot and dry weather. In many instances, the potatoes are scarcely worth digging. Undoubtedly the use of diseased, untreated seed, however, had something to do with the failure, Black scurf, or rosette, was unusually prevalent on shipped potato seed stock last spring. Black scurf upon the tubers is characterized by blackish looking spots on the surface which appear very much like small specks or larger accumulations of black soil. These specks or spots are not removable by ordinary washing, but may be separated from the skin by the point of a knife. Unless the potatoes are treated with corrosive sublimate before planting, the blackish spots, under favorable weather conditions, will give rise to a fungous growth, which will attack the young stems and seriously weaken the plant, thus cutting the possible yield.

The greater damage to early potatoes, however, seemed to be the prevalence of tip burn, a non-parasitic condition, which manifests itself in the drying up of the leaves, beginning at the margins and more especially at the tip. Spraying with bordeaux, while not absolutely preventing the condition, will very materially aid in holding it in check. Early planting and good growing condions will aid in lessening the damage.

Vegetable Markets.

Reports to the bureau of markets, United States department of agriculture for the period, August 5-12, indicate the price trend mostly downward with liberal movements. Carlot shipments are still somewhat affected by the strike situation. Potato values were no more than fairly sustained in the east, but middle-western markets showed gains. New Jersey sacked Cobblers weakened to $3.60-$4 per 100 pounds f. o. b. South Jersey shipping points and held fairly steady in consuming markets at $3.50-$4.50. Virginia Cobblers ranged $5.25-$6.25 per barrel in most eastern markets and reached $7.75-$8.25 in Pittsburgh, Cleveland, Detroit and Chicago. Kentucky Cobblers closed higher at $4.40 per 100 pounds f. o. b. and reached $4.50-$5 in consuming centers. Kansas Early Ohios reached a top of $5 per 100 pounds for carlots in Chicago. Minnesota Early Ohios reached a range of $3.50-$3.85 f. o. b. and carried a top of $5 at Chicago Other middle-western markets ruled $4.50 or below. The declining movement of the past two weeks in onions continued with general losses of 25-50 cents per 100 pounds. New Jersey yellow stock closed at $2-$2.25 per hamper in New York, compared with $2.25-$2.65 the previous week. Iowa Red Globes weakened to $3 f. o. b. shipping points. Middle-western yellow stock weakened considerably in terminal markets, closnig at $3.50-$5. California yellows held firm at $2-$2.25 f. o. b. shipping points. Sweet potato movements continued to increase in volume and the same was true of cabbage. Tomatoes decreased 38 cars.

DES MOINES, IA.—A premium fund of $1,000 has been provided by the state horticultural society for the junior exhibit at the show to be held in this city, November 10-15.

Boston Ferns

Bench grown plants, from $3.00 to $25.00 per 100. Cash from unknown parties. Satisfactory guarantee

W. W. COLES, KOKOMO, IND.

Mention the American Florist when writing

"Market Gardening"

An elementary text book containing 102 pages, 5x7, with 36 illustrations, by F. L. Yeaw, manager of the Oasis Farm & Orchard Co., Roswell, N. M.

Cloth Bound, 75 Cents.

American Florist Co.

440 S. Dearborn St., CHICAGO

Improved Bird's Eye

—AND—

Christmas Joy Peppers

Out of 2¼-in. pots at $6.00 per 100. Grown from selected stock.

A. L. MILLER, Jamaica, N. Y.

Mention the American Florist when writing

Ready Reference Section.

12 CENTS, NET, PER LINE.

ALYSSUM.

Alyssum, Double Giant, 2-inch, $2.00 per 100. Elmer Rawlings, Allegany, N. Y.

ASPARAGUS.

Asparagus Plumosus. 3½-in., very heavy and as good as 4-in., $10 per 100. C. U. Liggit, 303 Bulletin Bldg., Philadelphia, Pa.

ASPIDISTRAS.

Aspidistra, green, 10-in. tubs, 20 to 24-in. high, $5 to $8; 12-in. tubs, 22 to 28-in. high, $8 to $10 each. Vaughan's Seed Store, Chicago and New York.

BAY TREES.

Bay Trees. New stock, now ready. F. O. B. Chicago. For sizes and prices see display advertisement elsewhere in this issue. Vaughan's Seed Store, Chicago and New York.

BEGONIAS.

Begonias. Xmas Red and Prima Donna, $6.00 per 100; $50.00 per 1,000. Wm. F. Kasting Co., Buffalo, N. Y.

BOXWOOD.

CHOICE BOXWOOD SPRAYS

Write us today for prices on Fall and Winter deliveries. Best merchantable fancy tips Dwarf variety. Quality guaranteed. Satisfatory delivery assured to all parts of U. S. A. and Canada.

PITTSBURGH CUT FLOWER CO.,
116-118 Seventh St. Pittsburgh, Pa.

Boxwood. Pyramids and globe shaped. For sizes and prices see display advertisement elsewhere in this issue. Vaughan's Seed Store, Chicago and New York.

BULBS.

Bulbs. American grown. Large size bulbs that will bloom. Princeps, single nose, $10; double nose, $15; Emperor, single nose, $20; double nose, $30 per 1000. Buy from grower. Ship August or September. Terms cash f. o. b. Portsmouth, Va., buyer's risk. COTTON FLORAL Co., 333 High St., Portsmouth, Va.

Bulbs. Freesia Purity (Improved), ½-⅝-inch, $8.50 per 1,000; ⅝-¾-inch, $13.50 per 1,000. Calla Lily, 1½-2-inch, $9 per 100. McHutchison & Co., 95 Chambers St., New York.

Bulbs, Holland and French. Ask for our quotations. General Bulb Co., 110 Water St., New York.

CALADIUMS.

Caladiums, fancy leaved, 3-inch pots, each, 35c; doz., $3.50. Vaughan's Seed Store. Chicago and New York.

CARNATIONS.

Carnations, rooted cuttings, Laddie, $75 per 1,000. F. Dorner & Sons Co., Lafayette, Ind.

CHRYSANTHEMUMS.

Chysanthemum plants, 5,000 2½-in., consisting of all colors of pompons and other good varieties. Asparagus Sprengeri, 4-in., good strong stock for benching, at once, $12.50 per 100. JOHN RINDFLEISCH, 514 East Grand Ave., Beloit, Wisc.

POMPONS

Golden Wedding, 800 Diana, 200 Astor, 500 Golden Climax, 75 Baby, $2.50 per 100.

WIETOR BROS.,
Wholesale Florists
30 East Randolph St., Chicago

Chrysanthemums in all leading varieties. Write for list. Elmer D. Smith & Co., Adrian, Mich.

CYCLAMEN.

Cyclamen, 3½-in., fine stock, $30.00 per 100. A. Henderson & Co., 166 N. Wabash Ave., Chicago.

DAHLIAS.

Dahlias. Best new and standard varieties. Peacock Dahlia Farms, Williamstown Jct., N. J.

DRACAENAS.

Dracaena Indivisa, 4-in., $1.50 per doz.; $12.00 per 100; 5-in., $3.75 per doz.; $30.00 per 100; 6-in., $6.00 per doz.; 7-in., $7.20 per doz. George Wittbold Co., 745 Buckingham Place, Chicago.

Dracaena Indivisa. Good thrifty plants from 2-in. pots, $2.50 per 100, Elmer Rawlings, Allegany, N. Y.

FERNS.

Ferns. A fine lot of Teddy, Jr., Scotti and Smithii; all first class stock. For prices and sizes see display advertisement elsewhere in this issue. Henry I. Faust, Merion, Pa.

Ferns. A splendid lot for immediate shipment. For varieties and prices see advertisement on front cover page of this issue. F. R. Pierson, Tarrytown, N. Y.

Ferns. Bostons, 8-in., $1.00; 9-in., $2.00 each. Fine stock ready for immediate shipment. George Wittbold Co., 745 Buckingham Place, Chicago.

Ferns. Bench Bostons, good stock and ready for 4 and 5-inch pots, $25 and $40 per 100. Carl Hagenburger, West Mentor, O.

Fancy Ferns, special picked. C. A. Kuehn, 1312 Pine St., St. Louis, Mo.

FREESIAS.

Freesias. Purity (Improved), ⅜-½-in., $6.00; ½-⅝-in., $10.00; ⅝-¾-in., $15.00 per 1000. Purity (Improved), Vaughan's Special Strain, ⅜-½-in., $7.00; ½-⅝-in., $12.00 per 1000. Vaughan's Seed Store, Chicago and New York.

FREESIAS.

Freesia Purity, ⅜ to ½-in., $6; ½ to ⅝-in., $9.50; ⅝ to ¾-in., $15; ¾-in., $18 per 1,000. American Bulb Co., 172 N. Wabash Ave., Chicago.

Freesia Purity. ½-⅝-in., $9.50 per 1,000; ⅝-¾-in., $15.00 per 1000. S. S. Skidelsky & Co., 50 Park Place, New York, N. Y.

Freesia Purity, ½-⅝, $9.00 per 1000; ⅝-¾, $13.00 per 1,000. Wm. F. Kasting Co., 568-570 Washington St., Buffalo, N. Y.

GENISTAS.

Genistas. Fine well grown stock, 3-in. pots, $15 per 100, $120 per 1000. C. U. Liggit, 303 Bulletin Bldg., Philadelphia, Pa.

GERANIUMS.

Geraniums. Fine 2-in. stock, ready for immediate shipment. Beauty Poitevine, Alph. Ricard, Abbie Schaffer, Miss F. Perkins, etc., $2.75 per 100; $25.00 per 1,000. R. Vincent, Jr., & Sons Co., White Marsh, Md.

Geraniums. A special lot of fine stock, 2½-in., Ricard and Poitevine, $5 per 100; $45 per 1000; S. A. Nutt, $4 per 100, $35 per 1000; C. U. Liggit, 303 Bulletin Bldg., Philadelphia, Pa.

Geraniums, 75,000 at reduced price. Nutt, Castellane and others; extra strong plants, 4-in. 12½c; 3½-in., 9c; 3-in., 7½c; 2½-in., 4½c; 2¼-in., 3½c. L. J. ROWE, Titusville, Pa.

Geraniums. S. A. Nutt, $15.00 per 1,000. Albert M. Herr, Lancaster, Pa.

HEATHER.

Christmas and Easter Heather. Write for prices. A. L. Miller, Jamaica, N. Y.

IRISES.

IRISES. Special offer of excellent stock from the most extensive collection in the British Isles. For varieties and prices see display advertisement elsewhere in this issue. John Waterer, Sons & Crish, Ltd., Twyford, Berks, Eng.

Iris, one plant each 12 varieties, $1.00. L. F. DINTELMANN, Belleville, Ill.

IVIES.

English Ivy. 500 four-inch, bushy, 4½-5 ft., splendid stock, $2.50 per doz.; $19 per 100. 300 five-inch, 6-7 ft., 3-4 vines, $4 per doz. 100 extra large, 5 and 6-inch, 7-8 ft., $7.50 per doz. ROSE HILL NURSERIES, New Rochelle, N. Y.

Hardy English Ivy. Good strong 2-in. stock, $2.50 per 100; $22,50 per 1,000. R. Vincent, Jr., & Sons Co., White Marsh, Md.

KENTIAS.

Kentia Belmoreana. Average in 3 and 4 leaves, good strong plants out of 2¼-in. pots at $15.00 per 100. Prices on larger quantities on application. J. H. FIESSER, 711-741 Hamilton Ave., North Bergen, N. J.

MAGNOLIA LEAVES

Magnolia leaves; non-mouldy, flexible and of uniform size, $2.00 per carton; in 100-lb. cases, $22.00 per case. Ove Gnatt Co., La Porte, Ind.

If You Do Not Find What You Need In Our Ready Reference Department, Write Us About It.

ORCHIDS.

HASSALL & CO., orchid growers and raisers, Southgate, London, England. Cattleyas, Laellio-Cattleyas our specialty. One trial order solicited.

Cattleya—Orchids. All first-class stock. For varieties and prices see display advertisement elsewhere in this issue. Geo. V. Allen, Edgewood, R. I.

Orchids of all kinds, established and semi-established. Lager & Hurrell, Summit, N. J.

PALMS.

Palms. Kentia Forsteriana and Belmoreana and Lantania. For sizes and prizes see display advertisement elsewhere in this issue. George Wittbold Co., 745 Buckingham Place, Chicago.

Palms, high class, and novelties in decorative plants. Robert Craig Co., Market and 49th Sts., Philadelphia, Pa.

PEONIES.

Peonies for florists. Strictly true to name, all in strong divisions with from two to five eyes each. For varieties and prices see display advertisement elsewhere in this issue. Vaughan's Seed Store, Chicago and New York.

Peonies. All the standard varieties at attractive prices. WM. F. MILLER, R. F. D. No. 2, Collingswood, New Jersey.

POINSETTIAS.

Poinsettias, true type, 2½-in. pot plants. For prices see display advertisement elsewhere in this issue. A. F. Longren, 4249 W. Monroe St., Chicago.

Poinsettias, true type, 2½-in. pot plants, $10.00 per 100. A. Henderson & Co., 166 N. Wabash Ave., Chicago.

PRIMULAS.

Primula Obconica. Assorted, ready now, $6.00 per 100; $50.00 per 1,000. Wm. F. Kasting Co., 568-570 Washington St., Buffalo, N. Y.

ROSES.

Roses, own root, 3-in. For varieties and prices see advertisement on front cover page of this issue. A. N. Pierson, Inc., Cromwell, Conn.

Winter-flowering roses. For varieties and prices see advertisement on front cover page of this issue. F. R. Pierson, Tarrytown, N. Y.

SEEDS.

Seeds, High Grade. We specialize in beans, carrot, lettuce, onion, parsnip, radish, salsify, spinach, named and mixed nasturtiums, and Grandiflora and Spencer Sweet Peas. Atascadero Seed Company, Atascadero, Calif.

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Seeds. Sweet Peas for fall sowing. Spencer, Unwin and Grandiflora types. For varieties and prices see display advertisement elsewhere in this issue. Vaughan's Seed Store, Chicago and New York.

Seeds. Specialties in variety. Onion, carrot, beet, radish and parsnip. Contract prices mailed on request. R. C. McGill & Co., wholesale seed growers, San Francisco, Calif.

SEEDS. Vaughan's Giant Pansies. For varieties, descriptions and prices see display advertisement elsewhere in this issue. Vaughan's Seed Store, Chicago and New York.

SEEDS.

Seed. Michell new crop flower. For varieties and prices see display advertisement elsewhere in this issue. Henry F. Mitchell Co., 518 Market St., Philadelphia, Pa.

Seeds, Cyclamen, pansy and sweet pea. For varieties and prices see advertisement on front cover page of this issue. S. S. Skidelsky & Co., 50 Park Place, New York.

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Seeds. Pansy, Cineraria, Sweet Pea and Daisy. For varieties and prices see display advertisement elsewhere in this issue. The Storrs & Harrison Co., Painsville, O.

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The new plant quarantine gives greatly increased value to many kinds of surplus stock heretofore considered of little account, especially bulbs and plants.

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Seeds which succeed. Get quotations from Landreth, Bristol, Pa.

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Smilax, 2¼-in., bushy, ready to bench, 3c each. HART FLORAL CO., 425 E. Ferguson St., Blackwell, Okla.

SOLANUM

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STEVIA
Fine healthy stock—2-inch.
$3.00 per 100.
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MISCELLANEOUS.

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Refrigerators. Write for catalogue. Buckbinder Bros., Room 731, 11 S. LaSalle St., Chicago.

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Mastica for greenhouse glazing. F. O. Pierce Co., 12 West Broadway, New York.

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Greenhouse glass. Baur Window Glass Co., Eaton, Ind.

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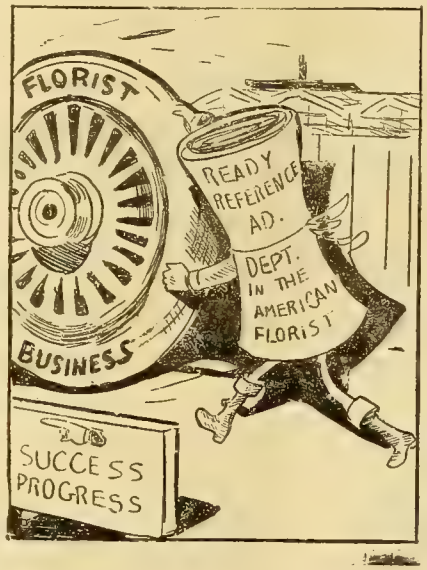

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PERFECT GREENHOUSE MATERIAL

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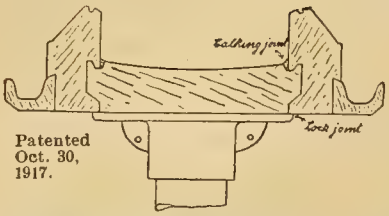
CAREFULLY MANUFACTURED IN EVERY DETAIL



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is unexcelled; no dripping, no sweating to annoy you. You can use the space below it for growing if you wish.

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Mfrs. of wire designs for 35 years. Write for list. Joseph Ziska & Sons, Chicago.

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WIRE STAKES, galvanized.
Mfg. of wire and wire goods of all descriptions.
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The Insecticide that kills plant Lice of many species

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A spray remedy for green, black, white fly, thrips and soft scale.
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For mildew, rust and other blights affecting flowers, fruits and vegetables.
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For eel worms, angle worms and other worms working in the soil.
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Sold by Dealers.

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THE first authoritative book on this bulb ever printed in America, or possibly the world, issued April 1, 1911. This 120-page book, written by Matthew Crawford and Dr. Van Fleet, contains many chapters covering all sides of growing, propagating storing, etc., and also some pages of valuable cultural notes gathered from reliable sources. A necessity for both amateur and grower. The book is bound in cloth and fully illustrated.

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BOILER

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AND WHAT HE THINKS ABOUT IT

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Gentlemen:—Of all the houses on my place, the 73 x 400 ft. house which you built for me last year, has given me the greatest satisfaction. It is as well designed as any house I have ever seen, and was erected with the greatest care. I am especially pleased with the painting and glazing.

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Foley Greenhouses are properly designed, durable and a source of great satisfaction and profit to their owners.

To the one who thinks of building, our estimates, sketches and advice will be worth while.

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Practical Greenhouse Work

calls for the best equipment obtainable to gain the most profitable results. Ordinary make-shift greenhouses may answer the purpose, but harder work is required of the owner and smaller returns for his labor and investment.

Every piece of material that enters into the construction of Callahan Cut-to-Fit Greenhouses is the result of much experience on the part of our detail men. The members are cut to exact measure and shipped to you with the plans; all so simple that any man with an ordinary knowledge of greenhouse construction can set them up perfectly.

Callahan Cut-to-Fit Greenhouses

are made of selected Louisiana Red Gulf Cypress, to best withstand the heat and moisture required in greenhouse work.

The Callahan Cut-to-Fit Greenhouse is a practical answer to the market grower's needs, and will give you a lifetime of service at a small expenditure.

No frills no fancy work; just solid, useful, up-to-date construction at low prices.

Write for booklet and state size of house you are interested in building.

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In stock for immediate shipment.

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World's Oldest and Largest Manufacturers
FLOWER POTS
Why?

A. H. HEWS & CO., Inc.
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SUPERIOR
RED POTS
Quality and prices right. ASK US.
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Wired Toothpicks
10,000, $2.25; 50,000, $9.75. Manufactured by
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Sample Free. For Sale by Dealers.

The one method for securing entire satisfaction is by using
THE ADVANCE
Ventilating Equipment and Greenhouse Fittings
throughout your plant. All critical buyers specify the **Advance,** so there must be a reason. The reason is, neat in appearance and strong in design. Entire satisfaction guaranteed.
A TRIAL ORDER CONVINCES
Write today for our latest catalog and price list.
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Nebraska Red Pots
ARE RECOGNIZED EVERYWHERE FOR QUALITY.
Your orders always receive prompt and careful attention. Made of high grade material by skilled workmen in a modern plant. Write for prices on your requirements.
Kahler Pottery Co., Omaha, Neb.
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Azalea Pots, Hanging Baskets, Lawn Vases, Urns, Etc.
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Refined Clays—Skilled Labor
The Peters & Reed Pottery Co.,
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"Moss Aztec" Ware
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ANTS
KILLED WITH
"Perco" Ant Exterminator
¼ lb.....$0.25 1 lb.....$0.75
½ lb..... .40 5 lbs..... 2.75
Barrels (prices on request). F. O. B. Flushing.
—All Standard Insecticides.—
Manufactured by
PERFECTION CHEMICAL CO., Inc.,
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REFRIGERATORS
WRITE FOR CATALOG
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DREER'S
Florists' Specialties
New Brand New Style
"RIVERTON HOSE"
Furnished in lengths up to 500 feet without seam or joint.
The HOSE for the FLORIST—
¾-inch, per ft.....19c
Reel of 500 ft.....18½c
2 Reels, 1000 ft.....18c
½-inch, per ft.....16c
Reel of 500 ft.....15¼c
Couplings furnished without charge.
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714-716 Chestnut Street
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SUCCESSOR TO

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Manufacturers of
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Before buying write for prices
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We manufacture all our
Metal Designs, Baskets, Wire Work and Novelties, and are dealers in Glassware, Pottery, Decorative Greens and Florists' Requisites.

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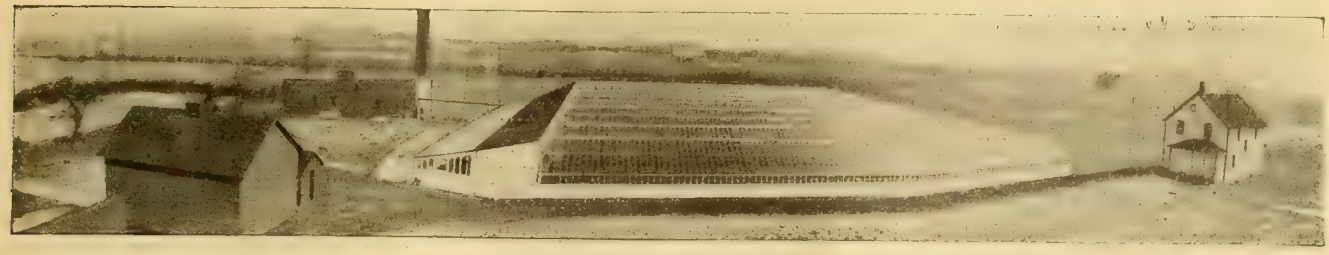
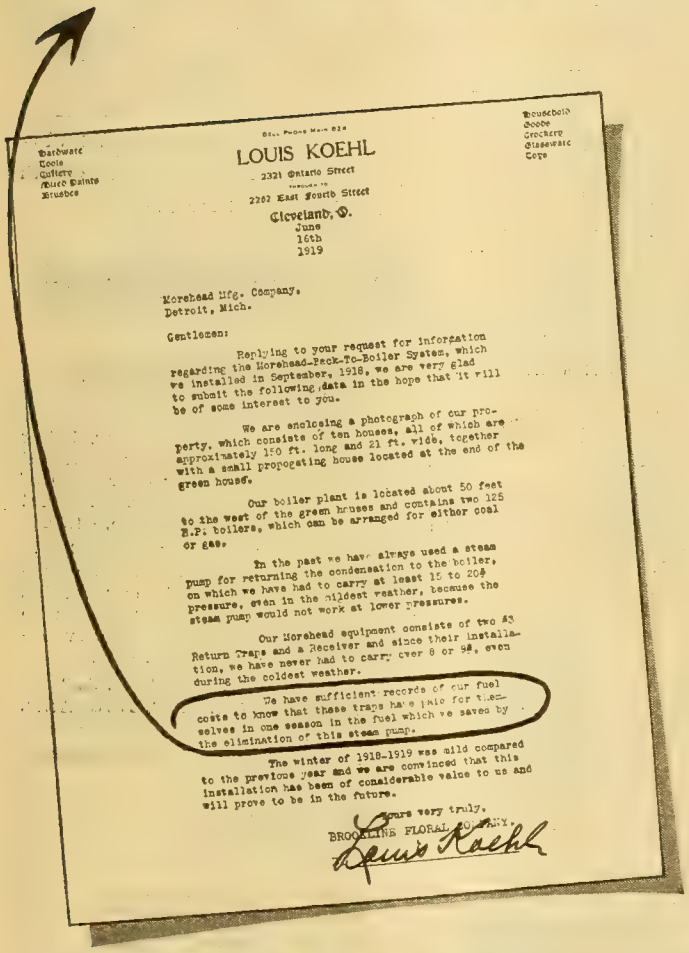


Greenhouses of the Brookline Floral Co., Cleveland, O.

Fuel Saving Pays For Morehead System in One Season



LOUIS KOEHL
2321 Ontario Street
2262 East Fourth Street
Cleveland, O.
June 16th 1919

Morehead Mfg. Company,
Detroit, Mich.

Gentlemen:

Replying to your request for information regarding the Morehead-Back-To-Boiler System, which we installed in September, 1918, we are very glad to submit the following data in the hope that it will be of some interest to you.

We are enclosing a photograph of our property, which consists of ten houses, all of which are approximately 150 ft. long and 21 ft. wide, together with a small propogating house located at the end of the green house.

Our boiler plant is located about 50 feet to the west of the green houses and contains two 125 H.P. boilers, which can be arranged for either coal or gas.

In the past we have always used a steam pump for returning the condensation to the boiler, on which we have had to carry at least 15 to 20# pressure, even in the mildest weather, because the steam pump would not work at lower pressures.

Our Morehead equipment consists of two 43 Return Traps and a Receiver and since their installation, we have never had to carry over 8 or 9#, even during the coldest weather.

We have sufficient records of our fuel costs to know that these traps have paid for themselves in one season in the fuel which we saved by the elimination of this steam pump.

The winter of 1918-1919 was mild compared to the previous year and we are convinced that this installation has been of considerable value to us and will prove to be in the future.

Yours very truly,
BROOKLINE FLORAL COMPANY.
Louis Koehl

Louis Koehl, of the Brookline Floral Company, of Cleveland, O.,—wholesale growers of carnations, roses, chrysanthemums, sweet peas and other flowers—is among the hundreds of florists who strongly recommends and indorses the Morehead Back-to-Boiler System.

Read Mr. Koehl's letter—reproduced on this page—and then send for complete information regarding the Morehead System.

Let us refer you to florists in your locality who have reduced their fuel bills 10 to 50 per cent by installing the Morehead System.

Write for catalog.

Morehead Manufacturing Co.
Dept. B, DETROIT, MICH.

CANADIAN MOREHEAD MFG. CO.
For Dominion of Canada, Woodstock, Ont.

The "Morehead" Return Trap.

Positively Drains All Types of Steam Apparatus

Delivers Condensation And Feed Water to Boiler Under All Conditions at Maximum Temperature

Your Fuel Bills are Less

Morehead

"BACK-TO-BOILER-SYSTEM"

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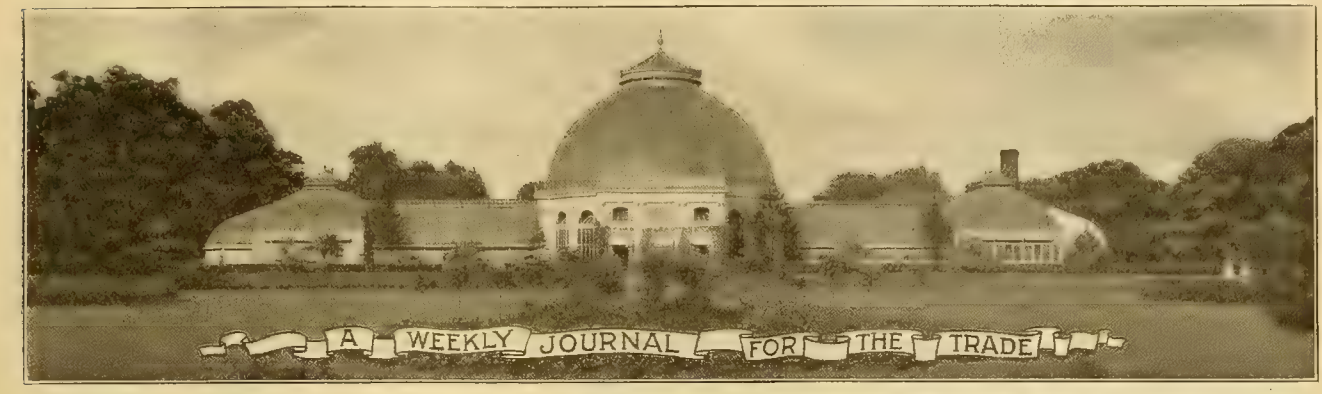

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Vol. LIII. **CHICAGO AND NEW YORK, AUGUST 23, 1919.** **No. 1629**

THE AMERICAN FLORIST

ESTABLISHED 1885

Copyright 1919 by American Florist Company.

Entered as Second Class Matter Nov. 11, 1891 at the Post Office at Chicago, Illinois, under act of March 3, 1879.

PUBLISHED EVERY SATURDAY BY

AMERICAN FLORIST COMPANY,
440 S. Dearborn St., Chicago.
Long Distance Phone: Harrison 7465.
Registered Cable Address: Ameflo, Chicago.

Subscription, United States and Mexico, $1.50 a year; Canada, $2.00; Europe and Countries in Postal Union, $2.50. Volumes Half Yearly From August 3, 1901. Single Copies, 10 cents.

Address all correspondence, subscriptions, etc., American Florist Co., 440 S. Dearborn St., Chicago

SOCIETY OF AMERICAN FLORISTS AND ORNAMENTAL HORTICULTURISTS.

OFFICERS—J. F. AMMANN, Edwardsville, Ill., President; E. A. FETTERS, Detroit, Mich., Vice-President; JOHN YOUNG, 1170 Broadway, New York, Secretary; J. J. HESS, Omaha, Neb., Treasurer.

The thirty-sixth annual convention will be held at Cleveland, O., August, 1920.

AMERICAN DAHLIA SOCIETY.

Next annual meeting and exhibition, at New York, September 23 25, 1919. OFFICERS—RICHARD VINCENT, JR., White Marsh, Md., President; JOHN H. PEPPER, Hempstead, N. Y., Secretary.

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AMERICAN ASSOCIATION OF PARK SUPERINTENDENTS.

Next annual convention, Hartford and New Haven, Conn., August 26-28, 1919. JACOB F. FOSTER, Chicago, President.

AMERICAN GLADIOLUS SOCIETY.

Next annual meeting and exhibition, Detroit, Mich., August 19-21, 1919. OFFICERS — A. E. KUNDERD, Goshen, Ind., President; A. C. BEAL, Ithaca, N. Y., Secretary.

THE DETROIT CONVENTION

Next Convention, Cleveland, O., 1920.

OFFICERS FOR 1920:

President, A. L. MILLER, Jamaica, N. Y. **Vice-President, F. C. W. BROWN, Cleveland, O.**
Secretary, JOHN YOUNG, New York. **Treasurer, J. J. HESS, Omaha, Neb.**

Big Attendance at Splendid Meeting.

When, at 2 o'clock Tuesday afternoon, the curtain went up on the thirty-fifth annual convention of the Society of American Florists, held in Arcadia auditorium, everything proceeded with clock-like regularity. Favored with beautiful weather, the hum and excitement of the large number in attendance, and the gratifying display of trade exhibitors which crowded the building, which is no small structure, to its capacity, the unqualified success of every detail of the convention was apparent. J. F. Sullivan, president of the Detroit Florists' Club, called the convention to order. The Rev. J. M. Barkley opened with the invocation, which was more than usually elaborate and was generally commented upon as especially appropriate to the occasion. President Sullivan, in a brief address, introduced Hon. Thomas P. Penniman, city counselor, who took occasion to recall the time when Philip Breitmeyer, one of Detroit's best liked men and most popular florists, was mayor of the city. He referred to the great loss suffered by Mr. Sullivan in the death of his life partner, who was everybody's friend, and a woman of most exemplary character and Christian life, to which Mr. Sullivan feelingly responded. E. Gurney Hill, Richmond, Ind., who followed, also paid a high tribute to Mrs. Sullivan. He warmly welcomed the Canadian brothers from across the line. President J. F. Ammann before delivering his address, invited to the platform all past-presidents in attendance at the convention, namely, Wm. F. Gude, Philip Breitmeyer, F. H. Traendly, E. G. Hill, F. R. Pierson, George Asmus, Richard Vincent, Jr., Robt. C. Kerr and Chas. H. Totty. The president's address was filled with good meat and food for thought and should be carefully read by every member of the society to be fully appreciated. His most important recommendation, perhaps, was that the growers' commission men and wholesalers be urged to organize national associations in their respective lines to co-operate with the society, and under proper future arrangements, mutually satisfactory, have representation on the board of directors in due time.

The recommendations in the president's address were referred to a special committee of three, consisting of Fred H. Lemon, Paul R. Klingsporn and S. S. Skidelsky, which will report Wednesday morning. The minutes of the executive board as printed were approved, and a special recommendation from the board to increase the salary of Secretary Young to $5,000, on account of his greatly increased duties, was unanimously concurred in. Secretary Young's report was then read and made part of the minutes, as was also the report of Treasurer J. J. Hess, with accompanying audit from certified accountants. On motion of J. A. Manda, the report of Wm. F. Gude, Washington representative, was approved and ordered made of record, similar action being taken as to the report of Mr. Gude as chairman of the committee on Memorial to William R. Smith. In the way of a pleasing diversion from the regular programme, there came as a surprise, a very neat presentation speech from Chas. H. Grakelow, the silver-tongued orator of the City of Brotherly Love, in which he told Wm. F. Gude how much his friends all thought of him, and how much they

desired to manifest this feeling, and now did so in the shape of a gold Croix de Guerre, ornamented with diamonds and properly inscribed. This brilliant speech we hope to reproduce in full in a later issue. Mr. Gude responded feelingly. An invitation, accompanied by tickets of admission, from the management of the Ford automobile plant, was received and accepted with thanks. Announcements of a luncheon to the ladies, and the entertainment of visiting Rotarian florists by local Rotarians, Wednesday noon, under escort of Vice-President Fetters, were made. The reports of the state vice-presidents were received and ordered printed. The committee on development of American products, F. R. Pierson, chairman, E. Gurney Hill and Karl P. Baum, submitted its report, which was discussed by Mr. Hill, who maintained the spirit and purpose of Dr. Marlatt and the federal horticultural board had been misunderstood by many florists and others, and the ultimate effect would be highly beneficial in developing American products, of which he instanced, in particular, at this time California palms, for which he predicted a great future; Alabama camellias in the Mobile district, and Tennessee boxwood, as well as numerous varieties of roses developed by Dr. Van Fleet, which would prove highly satisfactory to the growers of this country. The report was adopted as read. The same action was taken as to the report of the committee on school gardens, Benjamin Hammond, chairman. No report was presented by the committee on nomenclature, but Secretary Young read a letter from J. Horace McFarland, Harrisburg, Pa., and this matter was referred to the executive board with power to act. After announcement of the president's reception at the Hotel Statler, Tuesday evening, at which all dress suits were to be taboo, the convention adjourned until 9:30 a. m. Wednesday.

Wednesday's Proceedings.

The convention met pursuant to adjournment, Wednesday morning, President Ammann in the chair. Paul R. Klingsporn and J. J. Beneke were appointed sergeants-at-arms to keep absolute order, the chair announcing that this session was a strictly business one The first in order was the nomination of officers for the ensuing year. W. F. Gude presented the name of Abraham Lincoln Miller, of Jamaica, Long Island, referring in his nomination speech to the great service Mr. Miller had rendered at the time of the Philadelphia flower show, in bringing to that city a solid delegation of 250 New Yorkers. He also referred to the fact that last year Mr. Miller had declined to run in deference to a St. Louis man. Chas. H. Totty, in a strong speech, seconded the nomination, and spoke of the gentlemanly contest that Mr. Miller had carried on in the race with him at New York. Richard Vincent, Jr., also seconded the nomination of Mr. Miller in an able manner, and spoke of his having brought in more new members to the S. A. F. during his (Mr. Vincent's) administration as president, than any other man that year. Chas. H. Grakelow added his testimony to the worth and abilities of Mr. Miller, whom he believed well qualified to lead the vanguard of the S. A. F. for the ensuing year. J. T. D. Fulmer, Des Moines, Iowa, speaking for the far west, also supported the nomination of Mr. Miller, and believed it would be well that the president for 1920 come from the east. Philip Breitmeyer presented the name of J. F. Sullivan, of Detroit, Mich., who, he said, had devoted his whole life to the interests of horticulture. He believed that the middle west was entitled to the presidency next year, and Mr. Sullivan was, without question, fitted to discharge the duties of president with credit and ability, the peer of any man. The nomination was seconded by C. S. McCauley. On motion, the nominations for president were then closed.

Chas. J. Graham nominated F. C. W. Brown, of Cleveland, for vice-president, seconded by F. C. Witthuhn, and by Philip Breitmeyer. On motion of Mr. Breitmeyer, nominations for vice-president were then closed.

George Asmus nominated for secretary, John Young, of New York, whose work in the past he most highly commended, seconded by H. G. Berning, and on motion of Irwin Bertermann, nominations closed for secretary. Mr. Young thanked his friends for their support and commendation, and promised to continue the good work he had been accused of doing.

Philip Breitmeyer nominated J. J. Hess, of Omaha, Neb., for treasurer, and on motion of C. L. Baum, nominations closed. Mr. Hess acknowledged the compliment paid him.

Chas. H. Grakelow, of Philadelphia, nominated for director, for the term expiring 1922, Paul R. Klingsporn, of Chicago. Albert Pochelon, of Detroit, nominated for director, Irwin Bertermann, whom he said he would like to see on the board of directors for life, if that were possible. Chas. H. Totty, remarking that a close contest for the offices proved the strength of the organization, nominated Herman P. Knoble, of Cleveland, for director, seconded by Wallace R. Pierson. On motion of Philip Breitmeyer, nominations for director were closed.

The report of the committee on president's address, Fred H. Lemon, chairman, was read and adopted by unanimous vote, and the recommendations concurred in, on motion of R. C. Kerr.

Robert C. Kerr, chairman of committee on national credits and collections bureau, read his report, and asked that, in view of the fact that credits were naturally the province of the wholecan get along without his fellows, and salers, and should be in their hands, his report be accepted and the committee relieved from further service. On motion, it was so ordered.

Joseph H. Hill presented the report of the committee on extension of affiliation plan, which on motion, was adopted as read.

President Ammann thanked the committee on president's address for their words of commendation of his address, and made a strong speech on co-operation, and the necessity for both individuals and organizations not taking an aloof attitude from their fellows, but heartily joining in all movements for trade and commercial betterment. Any man who takes the position that he refuses to join beneficial trade organizations, because he thinks he is better than they are, is an autocrat, and deserving of no more respect than the German autocracy that we have so lately overthrown. These remarks were received with approval by the convention. He was followed by R. C. Kerr, who urged state and sectional organizations should be formed everywhere as feeders to the parent body.

F. C. W. Brown delivered a strong and timely address on "Selling Flowers by Telegraph." At the conclusion of the paper, on motion of Chas. H. Grakelow, the convention by rising and unanimous vote, with applause, tendered a vote of thanks to Mr. Brown.

Regrets and congratulations were read from John H. Dunlop, and from Mrs. R. E. Darbee, whose gift of chrysanthemums, asters and gladioli was referred to by Secretary Young, as ornamenting the president's table.

Mr. Breitmeyer called attention to the presence of Geo. Wienhoeber, of Chicago, who recently became a member of the S. A. F. Mr. Wienhoeber was asked to stand, and was given a round of applause.

Mr. Gude announced that R. R. White, of the Skinner Irrigation Company, Troy, O., had donated his exhibit for auction, the proceeds to go to the publicity fund.

Proposed amendments to the constitution, as set forth on the printed programme, were now read by Secretary Young seriatim, and each of them was voted on and unanimously adopted, without debate.

The recommendation of the executive board, that the sum of $5,000 be appropriated to the publicity fund, to be used only if needed during the year's campaign, was also adopted by unanimous vote. On motion, the convention now adjourned to 2:00 p. m.

At the afternoon session, President Ammann in the chair, the first order was the reading of the report of the committee on publicity, Henry Penn, chairman. In the absence of Mr. Penn, this was read by Secretary Young. On motion, the report was adopted.

George Asmus, chairman, presented the report of the publicity finance committee, which was discussed, particularly as to the billboard feature, which Philip Breitmeyer said had proved successful in Detroit. The possibility of the government interfering with billboards was referred to in the discussion, but it was made light of, and it was stated that there was at least no immediate danger from this source, and in the meantime, no reason to refuse to use a good thing. The report was adopted, and also the resolution accompanying it, that the finance publicity committee be abolished, and its duties taken over by the publicity committee.

W. W. Gammage told of publicity work in Canada, and predicted a large increase in subscriptions to the fund from the Dominion in the near future. He strongly urged tying up local and national publicity work.

Secretary Young read the report of the promotion bureau, also the financial report of same as of date July 31, 1919, and on motion, both reports were accepted and made of record.

President Ammann named as judge of election, John G. Esler, and as tellers, the following: Walter Pilcher, St. Louis; L. Jules Bourdet, St. Louis; Joseph Kohout, Chicago; Guy W. French, Chicago; Edmond Harvey, Philadelphia; R. C. Kerr, Houston; J. T. D. Fulmer, Des Moines; Joseph A. Manda, West Orange, N. J.; E. B. Hamilton, London, Ont.; F. G. Heinl, Terre Haute, Ind.; Chas. Loveridge, Peoria, Ill., and A. R. King, Winnipeg, Man. As committee on final resolutions, the chair named Messrs. Gammage, Stumpp, and Dorner.

Major P. F. O'Keefe, of Boston, made a strong address on "Publicity," in which he painted a rosy picture of the future of the publicity for flowers movement, and maintained that nothing contributed to the campaign fund for publicity should be considered as otherwise than a highly paying investment, not a gift. In the absence of the author, the paper on "The Opportunity for Retail Floral Publicity," by Payne Jennings, was read by H. P. Knoble, of Cleveland, and was received and ordered spread on the minutes.

President Ammann highly praised the work of Vice-President Fetters for the convention, and everything connected with it, and referred to his many courtesies to visiting florists, explaining that through some unaccountable oversight in printing, his name had been accidentally omitted from the printed programme of the convention.

A meeting of the Michigan state association was announced for immediately after this session. After announcement of the boat trip for the evening, an adjournment was taken until 9:30 a. m., Thursday.

Election of Officers.

The Thursday morning session was taken up with the election of officers, which resulted as follows: For president, A. L. Miller, 234; J. F. Sullivan, 187; vice-president, F. C. W. Brown, 379; secretary, John Young, 386; treasurer, J. J. Hess, 316. For director, to serve three years, Herman Knoble, of Cleveland, received 273 votes. Paul R. Klingsporn and Irwin Bertermann both received 256 votes for director, and agreed to toss a coin to decide, which, luckily for Klingsporn, fell heads up as he called, and he was then declared elected.

President Ammann's Address.

I cannot find word adequate to express the great pleasure it gives me to preside at this meeting. I do not consider myself worthy of the high office you have conferred upon me, by electing me your president. I feel that the honor should be intended more for St. Louis, the community I represent, than for just the individual. Be that as it may, I sincerely, and from the bottom of my heart, thank the St. Louis Florists' Club for electing me to this, the most cherished and honorable position in the gift of our beloved society. My constant prayer and aim has been that I may live up to your expectations, and to the great responsibilities of the office. The future only will tell how well this has been done, hence, I beg you to withhold judgment for a little while, and when the curtain finally drops, and this administration goes out, kindly cover our mistakes with the mantle of charity.

We are just now in the first stages, so to speak, of the reconstruction period; after one of the greatest wars ever fought. We can only grasp the immensity of it when we stop to consider that approximately 50,000,000 men were mobilized for the great conflict, of which number, 8,000,000 are dead, 18,000,000 are wounded, 6,000,000 are permanent wrecks, and 7,000,000 were blown to pieces, burried dead or alive, or are prisoners, to be worked or starved to death. Nine million civilians, women, children and aged, have been murdered, starved, and slain by disease, just because some war lords "dreamed" of world conquest.

Colossal and unprecedented as it was, nevertheless strong and courageous people can stand it, if only they resolve that it shall not have been done in vain. Let us, as true Americans, resolve that the 50,000 or more of red blooded Americans who gave up their lives, and made the supreme sacrifice on a foreign field of battle, have not died in vain, and that we, as members of a national body whose charter was given by an act of the congress of the United States, shall unflinchingly do our part in time of peace as we did in time of war, by extending the hand of true Christian fellowship to the bleeding nations of Europe, and by honorably, and in an American, business-like way, work untiringly to make our own nation better morally, politically and commercially. Above all, let us insist that everyone who wishes to claim, and does claim citizenship in this great land, be first of all, an American. Right here, let me quote you from an editorial in the New York Times which I consider just as apropos now as during the war, entitled, "The More Excellent Way":

"This colossal war is profoundly affecting American thought and life. It is safe to say that more men and women are thinking, and thinking seriously, than ever before in our history. The days of prosperity are not conducive to serious thought. Life is too easy. Things come without over much effort. At such times, we are prone to skim the surface, and miss the depths. A certain light-hearted flippancy seems to go hand in hand with prosperity. That day is gone. Times have changed. The placid depths are broken up. The days in which we live, impose upon us the duty of serious thinking and a deeper sense of gravity. This war has brought home to a good many men the consciousness that they have somehow missed the path of high endeavor. We have been walking in the shadows, instead of breathing the free air of the mountains. But today, men are searching for the way to the shining tablelands. To find that path and, when found, to walk in it, they recognize as a duty to themselves and to their country.

"This discovery means a radical change in the general attitude of life. It cannot be accomplished without a new conception of the law of attainment. Men are born to achieve. A kindly but shrewd observer of American life recently remarked, that its outstanding characteristic was the passion for attainment. And it is here that the war is teaching the great lesson of life and conduct. Before the war, men valued life in proportion to what they could get out of it. Not what they could give, but what they could get; not how much they could put into life, but how much they could extract from it. They laid life under tribute for their own ease, enjoyment and comfort. That man had attained most, who got most. The one idea was to get, and having got, to keep. There was little

A. L. MILLER, JAMAICA, N. Y.
President-Elect Society of American Florists.

MEMBERS OF SOCIETY OF AMERICAN FLORISTS AND FRIENDS AT ARCADIA AUDITORIUM, DETROIT, MICH. AUG, 20, 1919.

thought of service rendered, less of sacrifice to be made. The imperious demand on life was to give, give.

"We are slowly, but surely, learning that there is a more excellent way. The war has come with its stern demand for service and sacrifice upon the part of every American citizen. In its lurid light, we are learning the more excellent way of attainment. It is teaching the old Lent lesson that the man who seeks to save his life loses it, and the man who sacrifices his life, saves it. Who can tell, said an old Greek philosopher, whether to die may not be to live, and to live may not be to die? It was a paradox, but all life is a paradox. The man who values life by what he gets out of it, does not really live. He exists, but existence is not the attainment. It defeats its own ends. The great need of this critical moment, is that men should think of what they can give, not what they can get. The need of the hour is the extinction of selfishness."

SOCIETY'S PAST, PRESENT AND FUTURE.

And now friends, for a brief summary of our work of the past, present and future. Thirty-five years ago this society was organized, as our charter reads, "for the development and advancement of floriculture and horticulture in all their branches: to increase and diffuse the knowledge thereof, and for kindred purposes in the interest of floriculture and horticulture." Let us see how well we have lived up to the precepts laid down for us by the grand old pioneers of our organization. Statistics speak for the wonderful advancement of both floriculture and horticulture, and I shall not burden you with figures on that, at this time. Knowledge has certainly been spread over this land, creating a love for the beautiful, through the various mediums of our society. It will not be amiss here to name just a few. The school gardens committee, under the splendid guidance of its chairman, Benjamin Hammond, has done and is still doing great work along this line. The American Rose Society, with its long list of both amateur and professional members, is spreading the gospel of, "A rose for every home and a bush for every garden," through the publication of the Rose Annual. Time can only tell the results of this great work. Many more active influences in the past, the national flower shows, convention gardens and others, could be mentioned, but suffice to say that this society has truly lived up to the mandate of its charter, in the spreading of knowledge of floriculture and horticulture, from its very beginning.

Just now we are in the midst of the greatest campaign of publicity for floriculture the world has ever known. Ornamental horticulture is also coming in for its full share in this great plan. Aside from the paid advertisements, we are getting a lot of valuable information before the public through the promotion bureau, which material is sent out from the secretary's office at very little cost to the society. Of this you will hear more in detail later from the secretary's report. This is just a citation to show the increase and diffusion of knowledge of the various branches.

KINDRED ORGANIZATIONS.

What about the kindred bodies in the interest of floriculture and horticulture? First of all, we have the Florists' Hail Association, a product of this society, organized 32 years ago, which gives protection to over 1,600 greenhouse establishments, with more than 45,000,000 feet of glass insured. It has paid out, to date, over $465,000 in losses to its members, and has at present a reserve fund of over $47,000. Of course, when we think of hail insurance, we think of J. G. Esler, who has faithfully steered this wonderful by-product along the road of success, from its inception to the present date.

Next we have the Florists' Telegraph Delivery, of much later origin, but such a wonderful growing medium, that it, too, bids fair to vie with the parent organization in the near future, as to numbers in membership. Organized in 1909, it now has a membership of ever 1,100 and has transmitted by telegraph the past year, orders to the amount of approximately $1,000,000, and the worthy secretary, A. Pochelon, informs me this is bound to increase from 30 to 50 per cent annually. This is, without a doubt, the greatest medium that floriculture has, through which to spread the gospel of publicity. We cannot think of this young gaint of an organization, without bowing our heads in sorrow for the great loss to the trade, and to humanity, of its founder, Ex-president J. A. Valentine. We, too, are ever mindful of the efficient secretary of this organization, Mr. Pochelon, who with untiring afforts has really been the bulwark of its great progress. I plead with every member of our society to give this wonderful offspring all the support you can, by assisting its officers, and especially the secretary, in putting the retail division of floriculture on a higher plane than ever before, through efficiency and service. You cannot but help in benefiting the entire trade by rendering unselfish service to anyone branch thereof.

In addition to the above named, we have numerous other kindred societies, whose origin can be directly traced to this parent body, such as the American Carnation Society, the rose society, the chrysantheum, the sweet pea, the peony, and the gladiolus societies. The latter has its annual exhibition at this meeting, and the beautiful blooms shown here, I am sure, speak for the wonderful progress of this popular summer flower. All of these kindred organizations have done a vast amount of good and bid fair to even make much greater progress in the future.

TRADE AFFILIATION.

We have covered the past and touched on the present briefly. Now let us look into the future just a little. What this society needs to encourage more than any other one thing, for its future success, is closer trade affiliation. We have the material for making one of the finest retail organizations in the world in the Florists' Telegraph Delivery Association. Now we need a national wholesale and commission men's organization, and in addition to this, we need a national growers' organization. These three branches of our trade should be thoroughly organized, and through their proper accredited representatives have a place in the executive body of this society. These branches of the trade should not be organized one against the other, as is sometimes the narrow view, but rather for the purpose of better co-operation with one another, for the mutual benefit of all. This can be done, and I predict will be done, in the very near future.

MEMBERS OF SOCIETY OF AMERICAN FLORISTS AND FRIENDS AT ARCADIA AUDITORIUM, DETROIT, MICH., AUG. 20, 1919.

I want to briefly call to mind a few topics that even now demand such co-operation. First of all, a credit system is needed for each branch; a standard grading system for both plants and cut flowers; a knowledge of the cost of doing business, and cost of production, is necessary for the success of either. We also need more complete statistics of the various branches of our business. I could mention numerous other items that we have immediate need for to more successfully carry on our trade, but I name these few for your earnest consideration. I am glad the retailers have such a good start, and I do hope the other two branches of our trade will get busy at once along similar lines.

There need be no fear of so many branch organizations that it might tend to lessen the interest in this, the parent society, for rather the opposite has already been proven. Never since our national body was organized, have we had so many special interests in various branches of our trade, organized, and yet the parent society is growing by leaps and bounds. This is, and always will be the medium through which all others can meet on mutual ground.

One of the most important reasons for closer co-operation of our trade branches, I forgot to mention above, is that of labor. We all are no doubt beginning to realize that the matter of labor is to be a very important one in the near future. We should have standard working hours. It is not fair for one grower, for instance, who has his help on the eight-hour day schedule, to have to compete with others, working men 10 and 12 hours a day. Let us seriously consider this humane side of our profession. In the past 25 years, greenhouse labor was the most underpaid and overworked in this country. Had it not been the love for the kind of work, and the lack of competition in this line, we could not have held men with the qualifications required, good growers or designers, at wages and hours maintained in the average greenhouse establishments. Let us not wait until we are forced by organized labor and public sentiment to solve this problem. Let us do it now.

Growers, wholesalers and retailers, let us put our men, and ourselves also, if you please, on the standard American, eight-hour day schedule, and let us in reverence to God, and for the love of man, close our shops on Sunday. Do not say it cannot be done, for many instances can be cited, where it is now being done, and very successfully, too. I know of establishments that even have adopted the five and a half week day programme, giving their help Saturday afternoon off, in addition to the eight-hour day, and Sunday closing. We can do just what we want and undertake to do in this fair land of ours, just so long as we do not trespass upon the rights of others. That is the definition of our free country, and when all who class themselves as Americans, once get that straight, we will need less police protection, and the country will be even more a "Land of the Free, and Home of the Brave." Oh! let us put humanity first in America, and America first in the world.

PROPOSED AMENDMENT.

A word on the proposed amendment to our constitution, with reference to representatives on the executive board, from kindred organizations. You will note we have classified the various states. This is done to induce representation and co-operation from the small states, as well as from the large ones. It may be said that the executive board would get too large and unwieldy. I say, it may be said, however, there is little room for such objection. Why, just think what a wonderful organization this would be if we had each of our 48 states represented in our executive body, in addition to the duly elected members and the other affiliating organization members. We may have as many as 60 or 75. That may be beyond our fondest dreams, but, at least, let us try for it. You know behind every vision, there must be pep. The best gunner in the world would fail if he did nothing but aim. It takes power, bullets and action; so while I am aiming for one of the most representative executive boards of any national body, you furnish the ammunition, and let us pass that amendment. Let us have more affiliation.

RECOMMENDATIONS.

In placing before you a few suggestions, for your consideration. I think the first and foremost is that the annual and life membership dues both should be substantially increased. This has been recommended by some of my predecessors. We have an amendment before this meeting, to increase the anual dues from $3.00 to $5.00, and the life membership from $25.00 to $50.00, and I hope this amendment will be adopted by a substantial majority. I also recommend that this body approve the other amendments offered. The executive board at its annual meeting, carefully considered these, and unanimously agreed to submit them for your consideration. I am quite sure all the directors heartily approve each of them. I also suggest that we should, as soon as possible, have another national flower show. With our publicity campaign, now in full swing, this would be a great asset to the work.

May I not plead closer co-operation for all members, with the society in using the dealers' helps, and to tie up locally with this great publicity movement. Take an active part in all organization work. Assist the committees, in carrying on their work by answering all correspondence promptly. Let us be considerate of the other fellow, who renders service unselfishly. Remember, every one who serves on a committee, and serves well, makes a sacrifice. It is what you put in life, that makes it worth while; the more you can do for others, the happier your lot will be, for "it is indeed more blessed to give than to receive." No one who has ever practiced the precept, will deny it.

OUR HOME OFFICE.

In the Johnston building, at 1170 Broadway, New York, is located our administration office rooms. Here any member of the society finds a ready welcome at all times. The work is growing to such an extent that more help must be constantly added to the office force. Secretary Young is indeed a very busy man, and the plan to have him devote his entire time to this work has proven one of the best yet undertaken by the society. The publishing of our monthly Journal, the work for the promotion bureau; the handling of the dealers' helps, in addition to the vast amount of correspondence, involves much time and hard work, and yet our worthy secretary has found some time in the last two years

to devote to field work, in the interest of the society and the publicity fund. We hope under a new plan the publicity committee has now adopted, and of which you will hear in its report, our secretary can devote his entire time to office work.

Our membership is now about 3,000, and at the rate we have increased this year, which was over 400 annual and 200 life members, it does seem we are now on the road of progress. No doubt the trade at large is waking up to the importance of the S. A. F. as an organization, and is beginning to realize what it really means to be a member of this great society. It also proves, that the work of the various committees, such as the legislative, publicity and others, has not been in vain.

Reward always comes to those who work and wait; so with this incentive, let us begin anew to prove the worthiness of our great cause. Remember, we have just made a good start in publicity, and, before we adjourn from this meeting, we shall have the great pleasure of listening to such men as Major O'Keefe and Payne Jennings, besides the committee chairmen. Henry Penn, and George Asmus. Do not miss this, fellow members. We have set aside the whole afternoon of Wednesday for the discussion of this great work.

This society is not only growing in membership, but also in ideals and thought. We need the considerate advice of all the members present, and we want you to freely enter into all discussions. Just and fair criticism stands for progress. Let us have it here and now. Do not go away a knocker, but be a booster. There is an old saying, that a horse never pulls while he is kicking; so do not be like a kicking horse; get hitched up and pull. This S. A. F. wagon is loaded full of good ideas, and we have a bunch of fine and willing workers to pull it along the road of success and accomplishment. Let us keep it moving.

BOUQUETS FOR THE LIVING.

Since we are such great advocates of bouquets for the living, and I am one, for I predict the time will be when "please omit flowers" will be a sentence unheard of, because fewer flowers will be sent to the dead and more to the living, I want to express my sincere gratitude, and I am sure I voice the fullest appreciation of the other officers and every layman of this society, by giving our heartiest thanks to the men who so faithfully and untiringly have served on committees, under the leadership of such knights of service as W. F. Gude, Henry Penn, George Asmus, Benjamin Hammond and a host of others too numerous to mention. Gentlemen, may your reward be such as we this day feel has come to the great pioneers who nursed this organization from its infancy, and trained it to full grown childhood, from whence it comes to us, with the admonition for righteousness and fair dealing.

We indeed owe a debt of gratitude to the trade press for the many kind favors and the liberal amount of space devoted to our cause, without any compensation, so let us not forget them with our paid advertisements and our patronage in general.

To the trade exhibitors at our annual convention, we are in a large measure indebted for meeting the financial expense of the convention. Let us in turn remember them with our liberal patronage, when in need of anything in their line, and with kindly consideration receive their traveling representatives when they call upon us at our various establishments.

We are here in the metropolis of the great state of Michigan. We love to think of Detroit, because of the wonderful progress she has made in the last decade. But we even more love to think of our great big hearted florist brethren here, headed by such leading lights in our profession as Phil Breitmeyer, Albert Pochelon, E. A. Fetters, J. F. Sullivan and many others. Why should we not come and thankfully partake of their hospitality? Yes! we are indeed glad to meet in Detroit, and thank you for having invited us.

F. C. W. Brown, Cleveland, O.

Vice-President-Elect Society of American Florists

To the paid servants of this society, under the leadership of our amiable secretary, John Young, and his very efficient staff worker, J. H. Pepper, I also want to express my hearty thanks. We want you to realize that the salary paid you is only for your labor; our good will and appreciation goes for the service you render, and last, but not least, we must pay homage to our worthy treasurer, J. J. Hess, that gallant watch dog of the treasury who is ever prompt in attending to his duties.

TO THE LADIES.

I fear all the good, if any, in this message, would be amiss, were I to omit just a closing word to the ladies. It seems just a very few years, "and here we shall omit dates, in respect to the ladies," since they organized their branch of this great society and what a boon it was. From that day to this, with every added year, the morale of our annual meetings has improved. The presence of women in our American public life, is being manifested more and more, and is, I think, the one great factor that helps to put this nation to the front, especially in the things that make life worth while. We greet you, ladies, and may you always, in your companionship with men, keep them in the straight and narrow paths.

In closing, let me quote from an unknown poet, "The Garden of Life":

Beautiful thoughts make beautiful lives,
For every word and deed
Lies in the thought that prompted it
As the flower lies in the seed.

Back of each action lay the thought
We nourished until it grew
Into a work, or into a deed,
That marked our life work through.

Gracious words and kindly ways,
Deeds that are high and true;
Slanderous words and hasty words
And deeds we bitterly rue.

The garden of life, it beareth well;
It will repay our care,
But the blossom must always and ever be
Like the seed we're planting there.

Secretary Young's Report.

It was my pleasure, at the St. Louis convention, to report that in spite of adverse conditions existing for a year or more, our society has made satisfactory progress. Since that time conditions have, as we all know, changed very materially, and effort to advance our organization in the trade has, in consequence, met with gratifying success.

THE MEMBERSHIP ROLL.

As the strength of an organization lies mainly in its membership, the society is to be congratulated upon an influx of new members since our last convention that might be surprising to some. We have taken in altogether, 659 annual members from August 10 of last year to August 10 of this year, and our list of life members has been increased by 209. The total membership, August 1, was 3,025, of which 710 are life members, and 24 pioneer. It is a matter for regret that quite a number of our members have not paid their annual dues for 1919. Not only does this neglect occasion anxiety, but these members prejudice the second class mailing privilege for our "Journal" as we are not allowed to avail ourselves of the low postage rate except to members in good standing. The society is fortunate in having so large a list of life members, inasmuch as the fees in this class are turned into the permanent fund, for investment, and yield an annual income indefinitely. The life memberships for the year total an addition of $5,000 or more to this fund. In addition, we have 24 pioneer members, whom the society has exempted from the payment of dues. Of course, in our membership aggregate, there are some members who are in arrears for dues, but in the figures presented, I have included none from whom collections of arrears might be deemed impossible or improbable. Most of the new members were obtained through a systematic and thorough campaign instituted by the secretary's office, and carried on by correspondence, and the dissemination of pertinent literature, among which the society's "Journal," played an important part. A goodly number of applications for membership were turned in by our state vice-presidents, and by special representatives appointed to solicit subscriptions to the publicity campaign fund.

The following have sent in one or more names for membership since the last convention:

Frank Friedley	7
Florists' Telegraph Delivery	81
H. E. Bates	1
Geo. Baldwin	2
Geo. Asmus	2
Geo. Hart	1
P. W. Popp	1
A. L. Miller	4
E. C. Pruner	1
Florists' Review	2
P. B. Rigby	1
E. J. Fancourt	1
S. Knudsen	1
B. Juerjens	1
A. J. Zech	2
Paul R. Klingsporn	16
Ed. Williams	4
John Berger	1
A. P. King	1
John C. Lindbloom	1
R. J. Irwin	1
E. W. Peirce	1
J. D. Fulmer	3
Donald McLeod	1
E. A. Fetters	12
H. W. Sheppard	2
Emil Buettner	1
L. J. Reuter	14
Allan Peirce	3
F. B. Abrams	1
W. F. Ekas	8
S. Murray	2
G. W. French	1
M. A. Vinson	20
H. W. F. Goetz	2
Robert Newcomb	1
J. G. Esler	1
Jas. McLaughlin	1
C. B. Weathered	1
R. Kift	2
F. Lembke	1
A. H. Nehrling	4
A. M. Herr	1
Ph. F. Kessler	2
Chas. A. Traendly	1
Eugene Dramm	1
H. F. Krueger	1
W. H. Kuebler	1
E. L. Matthewson	1
Nic Zweifel	2
Geo. Doemling	1
Michigan Cut Flower Co.	1

THE JOURNAL.

The Journal of the Society of American Florists, which your secretary was, at the last convention, directed to publish, has now run through six numbers, and has proved to be of great service in the society's work. Not only is it a medium of communication between the executive board and our members, but much matter that would ordinarily entail special printing and distribution is published in its pages, and attracts far greater attention in consequence. It is also of great service in the missionary work necessary in the interests of the society, and serves to keep members in touch with the various details of the society's work. It has been a great aid to our publicity campaign, to which large space is devoted each month. The secretary's office has received many inquiries in regard to the possibility of placing advertisements in the publication. It will be remembered that when the Journal was decided upon, it was expressly stipulated that no advertising was to be accepted. In our application for registration at the post office for second-class mailing privileges, it was necessary to declare that its columns were public, to the extent that anyone could place an advertisement therein. Without a doubt, as a medium for trade announcements, the Journal is a publication of high character, but any change of policy in this direction necessarily requires action from the society in convention. The cost of printing and mailing the Journal per month, for an ordinary issue, confined mainly to our membership is not more than $200 on the average, the actual cost of printing 3,500 copies of a 32 page issue being only $182. The printing of the last volume of proceedings covering the 1917 convention in New York, alone cost $1,199.75, with a smaller distribution than usual. The 1916 proceedings, a smaller volume, and with printing expense lower, cost, with mailing and postage, $1,579.98. Had we issued a similar volume for 1918, the printing cost, owing to conditions in the paper and printing trade which then existed, and practically still exist, necessarily would have been, approximately, nearly one-third more. All this expense has been avoided by publishing the proceedings of the last convention in the Journal. In addition, we have saved the cost of printing the minutes of the executive board's meeting, which last year cost $89.75, and additional for mailing, and our official programme for the convention, which last year cost, with mailing, $158.00. The cost of the Journal for a year, including mailing, editorial services, and other expenses, is approximately $3,000. On one or two occasions, we have been obliged

F. R. Pierson, Tarrytown, N. Y.
Development of American Products Committee

to run a few pages extra, mainly to expedite publication of the proceedings of the last convention, which were published in serial form and completed in four numbers. We have also, at times, increased the number of copies printed, using the excess in our missionary work, and with gratifying success. In addition, the Journal has saved us much in the way of printing costs, as all our announcements, etc., are printed in copies current, and thus distributed among our members practically without cost for mailing and postage. An instance of savings effected is found in the copies distributed at this convention containing the minutes of the executive board meeting and the official programme, at a cost of about $24.00, against the cost of separate printing and distribution of these which would have to be estimated at not lower than $300. As I have pointed out, there is no advertising income from the columns of the Journal, but it might be mentioned that inasmuch as the post office department does not concede to us second class postal rates on copies of the Journal to life members, we have been obliged to set a minimum subscription rate of 50 cents per year, and bill such members accordingly, our form of billing having to be passed upon by the postal authorities. I am pleased to state that many of our life members have cheerfully made remittance of this small amount, some covering a period of years, and those who have not yet done so have neglected through carelessness. With 710 life members our income from this source should be $355, which may be deducted from the annual cost of the publication. Taken all in all, our Journal is a good investment, and really indispensable.

THE WORK OF A YEAR.

Chief among the work of your administration office since our last convention, has, of course, been that attaching to the publicity campaign, and which will be detailed in the report to be made at a later session, covering our promotion bureau. Of the other work, much has been accomplished by our committees, all of whom will make separate reports. I might, however, mention the work covering our opposition to Quarantine Order No. 37. Several meetings were held at our headquarters, attended by members of our tariff and legislative committee, and representatives of outside interests, and your secretary with a large delegation, attended a special hearing before the federal horticultural board in Washington, at which the case of the florists was fully argued. Subsequently at other meetings a lengthy brief was prepared for presentation to the secretary of agriculture, and by appointment your secretary, again, with the delegation, appeared before Secretary Houston to present it. That very little in the way of modifications in the quarantine order resulted is a matter for report, but it is doubtful whether the case of the florists could have been more intelligently cited. It may be that Dr. Marlatt, chairman of the federal horticultural board, and whom we expect to address us at Thursday's session of the convention will deal with this subject from the board's standpoint.

OUR ADMINISTRATION OFFICES.

The wisdom of our executive board in establishing office quarters in New York was amply exemplified during the year just closed. The growth of the society has necessitated a great deal of detail work requiring ample room for its performance. Already, the space available is taxed to the utmost. Very many of our members have found their society's office very convenient, as furnishing a place for the transaction of business and receiving mail, as well as a communicating point, while visiting New York. It has been used to a great advantage for meeting purposes, affiliated and auxiliary societies also sharing in the convenience.

PLANT REGISTRATIONS.

Since the last convention the following new plants have been registered:

Roses—Premier, Victor, Golden Rule and Madame Butterfly, by the E. G. Hill Co., Richmond, Ind., September 3, 1918.

Pyrethrums—Rutherford, President Wilson, Sylvia, Pink Beauty, Rosy Morn, Cactus, Dainty Favorite, Columbia, Delight, Rose Pearl and Purity, by Bobbink & Atkins, Rutherford, N. J., September 3, 1918.

Asparagus Fletcheri—A seeding of A. Sprengeri, by F. W. Fletcher, Auburndale, Mass., and Orlando, Fla., October 25, 1918.

Box Barberry—Seedling of Berberis Thunbergii, by the Elm City Nursery Co., Woodmont Nurseries, Inc., New

Haven and Woodmont, Conn., November 18, 1918.

Geranium General Pershing, by A. N. Pierson, Inc., Cromwell, Conn., December 30, 1918.

Privet Ibolium, by the Elm City Nursery Co., Woodmont Nurseries, Inc., New Haven, Conn., May 24, 1919.

NECROLOGY.

We have lost through death:

Henry F. Michell, 2nd. (Life) Philadelphia, Pa. (Accidentally drowned while with the A. E. F.) .....April 7, 1917
E. E. Stone, Dickinson, Tex. (Killed in action with the Canadian forces.) Date unknown.
E. A. Seidewitz, Baltimore, Md....Aug. 24, 1918
John White, Springfield, Mass.....Aug. 26, 1918
Wm. F. Dreer (Life), Philadelphia..Sept. 8, 1918
Thos. J. Gibson, Newport, R. I....Oct. 6, 1918
Chas. G. Roebling, Trenton, N. J..Oct. 5, 1918
Theo. Shober, Wyncote, Pa.....Oct. 7, 1918
Chas. Brown, Canton, O.....Oct. 3, 1918
Seth Miller, Dallas, Tex.....Oct. 10, 1918
James Campus, Rochester, N. Y....Oct. 13, 1918
Mrs. H. B. Hazeltine, Albany, N. Y.Oct. 17, 1918
Ralph M. Ward (Life), New York.Oct. 19, 1918
Dominick Rusconi, Cincinnati, O...Oct. 13, 1918
Paul Campus, Rochester, N. Y.....Oct. 17, 1918
John Henry Small, Washington...Dec. 2, 1918
Wm. H. Coldwell, Newburg, N. Y..Dec. 23, 1918
Wm. H. Amling, Maywood, Ill.....Jan. 4, 1919
T. McAllister, Chicago.....Jan. 11, 1919
Conrad Frauenfelder, Chicago.....Jan. 19, 1919
John H. Dillon, Boston, Mass.....Jan. 19, 1919
Mack Richmond, Woodbrook, Md...Jan. 23, 1919
W. J. Meldrum, Sacramento, Calif..Dec. 27, 1918
Wm. J. Stewart (Life), Boston..Feb. 23, 1919
Chris. Lund, Wausaw, Mich.....Feb. 21, 1919
Frank A. Friedley, E. Cleveland, O.Mar 10, 1919
W. H. Amling, Maywood, Ill.....Jan. 4, 1919
Charles C. Hill, Govanstown, Md.. Died of pneumonia while with the American forces in France.
George Anderson, Philadelphia, Pa.July 16, 1919
Arnold Ringier, Chicago.....July 25, 1919
Frank McCabe, Chicago.....July 29, 1919
Robert Montgomery, Natick, Mass.Aug. 5, 1919
Wm. Marche, Washington, D. C..Aug., 1919

THE TRADE EXHIBITION.

Better evidence that business in the florist trade is on a pre-war footing, could hardly be presented than is contained in our trade exhibition of this year. This exhibition has been given an unusual amount of publicity in the trade papers, in the society's Journal, and in a series of about 16,000 form letters which have been mailed over the entire mailing list compiled for the use of our publicity campaign, all with a view of swelling the attendance at this convention, and, inviting interest in the society's work.

WAR EMERGENCY CONGRESS.

The United States Chamber of Commerce last November invited our society to have a committee present at a congress of war service committees representing American industries, to be held at Atlantic City, N. J., December 3-6, such committee to represent the florist industry and take part in the proceedings of the congress. President Totty appointed himself, with W. F. Gude, chairman of our tariff and legislative committee, your secretary, and George Asmus of Chicago, as such committee, and all were in attendance throughout the congress. The committee was admitted to the congress under credentials which relegated it voting power in Group No. 32, and in accordance with the programme, they took part in the discussion of the different phases of the problem of reconstruction as they affected the florists' trade. The committee for its section, presented the following resolution, which was carried:

"The committee representing the Society of American Florists and the allied trades, an organization working under a charter passed by congress and signed by the late President McKinley, do hereby submit the following:

"Resolved, that we recommend the continuance of the war industries board for a limited period. We further recommend the creation of a central committee composed of representatives of the major business interests of the country to take up the work of the war industries during the period of readjustment; also that official recognition shall be given the Chamber of Commerce of the United States, as this body would be of valuable assistance in economic liquidation of leftover war properties; further, the florist industries ask that all restrictions that have been imposed on them as war measures be removed, such as fuel restriction, and the importation and exportation of its products. These recommendations are of vital importance to the florist industry."

George Asmus, Chicago.
Chairman National Flower Show Committee.

The florist trade generally was represented fully and solely by the committee, the Society of American Florists being recognized as a trade organization exerting influence in its principal field. The attendance at the congress was very large, including nearly 5,000 delegates, representing practically every industry. The prevailing idea of the congress was that industry should be allowed in great part to settle the various problems of reconstruction outlined in the congress without restrictions by the national congress which might be derogatory to inevitable reconstruction.

Treasurer's Report.

Treasurer J. J. Hess presented his report as follows for the year ending July 31, 1919:

Balance on hand December 31, 1918		$ 7,696.08
Receipts Gen. Fund		12,951.58
" Interest		826.17
" Nat'l Publicity Campaign.		37,369.12
		$58,842.95
Disbursements,		
General Fund	$ 9,381.63	
Nat'l Publicity Campaign..	38,828.97	48,210.60
Balance July 31, 1919		$10,632.35
Balance Permanent Fund. December 31, 1918		$28,612.22
Balance, as above, Gen. Fund		10,632.35
Grand total, balance on hand		$39,244.57

President's Reception.

The social event of the first day was the reception of President Ammann, assisted by other officers of the society and their ladies. This was held in the ballroom of the Hotel Statler, and was largely attended. The decorations were lavish and beautiful, the main setting being a large, red sun of prosperity, rising from which was the inscription. "Say it with Flowers," large rays reaching the ceiling, and between which were the letters, S. A. F. O. H. There were large palms in all corners, and on tall pedestals were baskets of large fronds of the California fern, Woodwardia, made to imitate tree ferns. Large vases of gladioli added color. It was a very handsome effect. The reception party stood in front of the main decoration, those in the receiving line being President and Mrs. Ammann, Mr. and Mrs. Philip Breitmeyer, Benjamin Hammond, J. G. Esler, Mr. and Mrs. A. M. Herr, J. F. Sullivan, George Asmus, Mr. and Mrs. Frank Traendly, R. C. Kerr, Mr. and Mrs. C. C. Pollworth, W. F. Gude, Miss Gude and E. Gurney Hill. There was dancing after the reception and light refreshments were served.

Committee on President's Address.

Your committee on recommendations on president's address wishes before making any specific suggestions in regard to the same, to highly commend its general tone and character, and comperhensive and far-reaching nature. Taken, all in all, your committee must pronounce it one of the best and most thoughtful addresses ever delivered by any president to the Society of American Florists, and this is said with prejudice to none of the past-presidents, many, if not all of whom, have been men of marked ability and foresight.

We especially approve of the recommendations of the president with reference to closer trade affiliation. He strongly urges the need of growers', commission men's and wholesalers' national organizations, and believes that these three branches of our trade should be thoroughly organized, and through their properly accredited representatives, should have a place in the executive body of this society. He further says: "These branches of the trade should not be organized one against the other, as is sometimes the narrow view, but rather for the purpose of co-operation with one another for the mutual benefit of all. This can be done, and will be done, in the very near future, I predict."

We heartily concur in this recommendation. This is an age of co-operation, and of the elimination of unnecessary competition in all lines of human endeavor. We believe that this recommendation of the president's will be found to be entirely practical, and that it will bring forth fruit in the greatest abundance. In order to carry it into effect, and reduce it to positive working form we recommend that a committee of three be appointed by the president of this society to look after and to suggest to leading men in the various affiliated trades, the advisability of taking hold of this suggestion and organizing in each line so that their national organizations would be prepared to co-operate with the S. A. F. along any needed line of effort, and to eventually, so soon as the matter can be mutally satisfactorily arranged, have a representation on the affiliated membership of the S. A. F. executive board.

The president's recommendation in regard to Sunday closing is one that appeals to every moral and religious sentiment, and if adopted, will increase the efficiency of our help, who will, as well as ourselves, be given a needed rest on the Sabbath Day. We would like to see this recommendation unanimously concurred in by this convention, and we urge that such immediate action be taken.

We concur in the recommendation of the president in regard to staging another national flower show as soon as possible.

We also heartily approve the recommendation of the president with regard to the closer co-operation of all members in the use of dealers' helps and tying up locally with the great publicity campaign. Your committee thinks it not outside of its province to also commend the work of the secretary's office in furtherance of this matter ,and we know that any suggestions from any quarter tending to enlarge or improve the efforts now being made, will always be welcome at our headquarters.

In closing, we recommend that every member of this society read every word of President Ammann's address at their first opportunity, and digest it thoroughly. As we stated in the beginning of this report, it is a most far-reaching and well-considered official document, and is worthy of your careful study.

FRED H. LEMON, Chairman.
PAUL R. KLINGSPORN.
S. S. SKIDELSKY.

Tariff and Legislative Committee.

The past year was one of the most eventful of our organization, I might say, in the history of the florists of North America. Numerous regulations, bearing on the florist business in many ways, were promulgated and sent out by the federal horticultural board, making it almost impossible to import anything in the florist or nursery line from foreign countries.

The coal situation, during the first three months of our fiscal year, was very serious, largely owing to the conflicting errors occurring between the national fuel administration and the local fuel administrators. All of this trouble, with the exception of a few isolated cases, was happily ended November 11, upon the signing of the armistice.

SHIPPING.

The embargo on shipping, caused by the concentration of vessels on the Atlantic ocean, to transport soldiers and ammunition, made it very difficult to receive imports from anywhere. This condition was also very much relieved when the armistice was signed.

PLANT REGULATION NO. 37.

The most important work before your committee during the past 12 months, (possibly the most important in the history of our society), has been in connection with the plant import prohibition, known as Regulation No. 37, of the federal horticultural board.

Your committee made every effort to secure the rescinding of this measure, and the substitution in its place of regulations which would do justice to, and not unnecessarily interfere with, the horticultural interests of the country, and which would, by correct methods of inspection, properly and within reason, safeguard the country against an invasion of foreign pests and diseases. However, we were unsuccessful in bringing about these results, and the new regulations have been in force since June 1.

Members of your committee attended the public meeting which was called by the federal horticultural board, at Washington, D. C., October 18, and presented concrete facts and figures, showing not only the interests involved, but also the impossibility of commercially producing certain lines of plants and bulbs in this country, in which not only the entire horticultural trade is commercially interested, but which are demanded by the public, and which by the greatest stretch of imagination on the part of the scientific members of the federal horticultural board, could not be construed as being any greater menace in carrying pests, than hundreds of other non-horticultural subjects, which are not only permitted entry, but which come in, even without inspection.

Wm. F. Gude, Washington, D. C.
Washington Representative.

However, it was evident to everyone present at this meeting, from the introductory remarks made by the chairman of the federal horticultural board, that our efforts would be in vain; that the board was plainly committed to practically complete prohibition, which was substantiated by Regulation No. 37 being promulgated, and officially signed by the secretary of agriculture, November 18.

Your committee's next move was to secure an interview with the secretary of agriculture, and with this in mind, prepared a brief, setting forth its objections to the ruling. This brief, before being offered to the secretary, was first presented to the executive committee of your society, in session at Detroit, January 31, 1919, where it received unanimous approval and signatures of all the members of your executive committee. Armed with this document, we were prepared to meet the secretary, and planned accordingly, and February 5, received a hurried call to come to Washington the following morning, presumably to meet the secretary of agriculture, but were instead presented to the federal horticultural board, with whom we had a session lasting five hours. We were told that the board held out certain inducements. They were not such that your committee could accept. After this second meeting with the federal horticultural board your committee finally, through the efforts of Senator Calder, of New York, and Congressman Bacharach, of New Jersey, were presented by Mr. Bacharach to Secretary Houston, March 1. At this meeting, they also had the support of the legislative committee of the American Association of Nurserymen. Each committee presented its brief to the secretary, who courteously listened to our arguments, and promised to give the presentations made in these briefs due consideration. On March 28, Secretary Houston rendered his decision, in which he supported the regulation of the federal horticultural board, and on the strength of which, Quarantine No. 37, with few minor questionable amendments, is now in force.

Your committee feels that its work in connection with this regulation has not been completed, but before taking further action, requests further instructions from this society as a body. If it is your desire that your committee shall make further efforts to secure satisfactory adjustment of said ruling, a vote to that effect of the society assembled in convention, will greatly strengthen its position, if it should find it necessary to appear before a congressional committee or any other legal body.

Your committee, furthermore, requests that if it is your desire that it continue its efforts to secure changes in this regulation, that it be empowered to employ legal advice, if it finds it necessary or expedient to do so in the course of its proceedings.

Your committee takes this opportunity to express its appreciation to many in the trade who rendered valuable assistance.

WM. F. GUDE, Chairman.
JAMES MCHUTCHISON.
WM. H. SIEBRECHT, JR.
J. D. EISELE.
HEBER J. WARE.
LEONARD H. VAUGHAN.
F. R. PIERSON.

National Flower Show Committee Report.

My report to the convention will consist in a brief summary of the situation pertaining to the future shows as it appears to the experienced members of our committee.

First, it is perhaps well to explain to the convention what the committee finds are the necessary principal adjuncts to make a successful exhibition, that is, in keeping with what would be expected of a show that stands for all that the society represents, which means the last word in floriculture. There is no question of doubt in the committee's mind, that as far as the prosperity of the country is concerned, and this has to be taken in consideration because of the necessary gate receipts that help so materially to finance the project, that conditions like the present are ideal. There are several cities that are desirous of securing this exhibition, some of which have, or will in the course of time, erect buildings suitable for our purpose. Your committee feels that almost any city in the Union, with a population of 600,000 or more people, is capable of supporting our exhibition.

The complexing question before our committee is the one pertaining to exhibits. I have been in touch with the largest growing establishments in the United States, also with a number

of people, who have been exhibitors at the past national shows, and who we could depend on for support, and I find that there is a very great shortage of large size plants that go to make up our exhibitions. Then, too, the extreme scarcity the last 12 months of plants of all descriptions, and the prices obtained for this stock, has led the committee to believe that it would be very difficult to stage our exhibition until these conditions change. There are some large growers who told me that the passing of the quarantine act, prohibiting imports of a great number of plants that were grown for the past exhibitions, would also be a factor we must consider in the future. Your committee feels that it would be but a matter of a year or two, when we will be better able to know what effect the quarantine act will have on our exhibition.

Then, too, another of our strong supports in the past exhibitions, has been the co-operation received from the private gardeners, who, having in charge the large private conservatories in connection with large estates, were producers of not only many of our novelties, but well grown plants of all kinds. The war caused the closing of a greater portion of these private conservatories as a fuel-saving measure. These conservatories are being restocked, but in most instances it will be some time before we can depend upon their exhibits.

It is true that the features of the past few big exhibitions have not been so much the wonderful specimen plants, as the splendid garden effects, not only roses, but of bulbous plants. These, with the rock gardens, and the excellent exhibitions made by the orchid growers, have been some of the important features. We still can do all of these nicely, and perhaps we will very soon learn to adjust ourselves to the absence of plants, such as the azaleas, etc., except those here now, or which can be grown in this country.

Until our committee can safely rely on the growing interests of this country in supporting the exhibition as it has in the past, we cannot in any degree of confidence start the wheels that are necessary for the launching of one of these magnificent undertakings, which mean so much for the benefit of the trade. It would be an ideal time when we are rocking the country from coast to coast with our wonderful publcity campaign, "Say it with Flowers," to have this exhibition blossom out in connection with it every two years in one of our leading cities of this country. It is too bad to waste this wonderful opportunity that could be gained by this additional publicity.

In making the above statement, I am quoting to you the opinions as expressed to me by the various members of the national flower show committee at my solicitation. Therefore, it is very important that this convention go into discussion, so that the committee may be somewhat enlightened from the suggestions that will come from the foremost men who are present.

Your chairman believes that the spring of 1921 would be the ideal time for the staging of the next national flower show.

GEORGE ASMUS, Chairman.
A. FARENWALD.
W. H. DUCKHAM.
PATRICK WELCH.
THOMAS ROLAND.
HERMAN P. KNOBLE.

Development of American Products.

The year just passed has been a trying one to the florist, who has had to face a period of readjustment unparalleled in the history of the business. By reason of the war, and the necessary fuel restriction to a 50 per cent basis, production was cut in half, and it has not been an opportune time to consider the development of American products. Rather has it been a question of how to meet existing conditions, with only half the amount of fuel that we had previously, and with a very difficult labor situation confronting us. Then came the revolutionary action of the federal horticultural board, placing an embargo upon the importation of the great bulk of horticultural products. This drastic action on the part of the

Henry Penn, Boston, Mass.
Chairman Publicity Committee.

board has made the question of the development of American products probably the most important one for the florist today.

Deprived, as we are, of many important plants which we have heretofore imported in large quantities, and which we have depended upon Europe to supply—such plants as orchids, azaleas, rhododendrons, spireas, bay trees, palms, boxwood, etc.—we are now compelled to rely upon our own resources, and, for the present at least, it will tax our ingenuity to produce substitutes for these plants. To a certain extent, we have already been obliged to anticipate the curtailment of the plants, which we have been accustomed to use, and which we have depended upon Europe to supply, by the substitution of other plants. By reason of the restriction on importations occasioned by the difficulty of importing plants under war conditions, we have begun to use increasing quantities of plants like cyclamens, begonias, primulas, cinerarias, calceolarias, and schizanthus, and many other plants will be found that will take the place of those upon which we have depended, and which are now unobtainable.

There is no doubt but that in this great country of ours, with its diversified climate and soil, we shall be able in time to grow many of the plants that we have imported from Europe, just as successfully as they have been grown in that country, with the exception of orchids, our main supply of which is obtained from the tropics, where they are collected from their natural habitat.

Callas, freesias, amaryllis, hydrangeas, gladioli, tuberoses, and other important plants are already being grown in this country in sufficient quantities to meet the demand, and, no doubt, in time, many other plants will be grown just as successfully. Both in California and in the east, great quantities of roses are already grown. Palms, araucarias, azaleas, and rhododendrons also will be produced here in time, but it will require a good many years to produce them in sufficient quantities to meet the demand, and it will require years and years to produce bay trees in the sizes that we are accustomed to handle. We understand that Ficus elastica is being grown extensively in the vicinity of New Orleans, both in the usual trade sizes and in large standards, which in time, will to some extent replace bay trees.

California, with its wonderful and diversified climate, offers great natural advantages for the culture of many more plants than it has already been producing. North Carolina has long been known for the successful production of tuberoses, and, no doubt, other sections of our country will be found to offer advantages for the culture of some particular plant or plants.

Everything now depends upon the resourcefulness of the American grower to meet the present demand for the development of American products. The field is large and the need is great, and "in the multitude of counsellors there is safety." Surely, this is one of the most important and vital subjects that we have confronting us at the present time, and an interchange of views at this time will be welcomed by your committee.

F. R. PIERSON, Chairman,
E. G. HILL,
KARL P. BAUM.

Report of Promotion Bureau.

The report of the promotion bureau presented at the meeting of the executive board last January, related almost entirely to finances.

Since our last convention, the work of the promotion bureau has been carried on with great vigor. At a joint meeting of the publicity committee and publicity finance committee held in Cleveland, January 30, it was decided to aim for a fund of $100,000, instead of $50,000, the mark set for 1918. The committees were unanimously of the opinion that the larger sum would be forthcoming, and the work of collecting same was left to your bureau. At a meeting of the executive board next day in Detroit, at which the committees were present, reports were made by the chairmen of the committees, as set out in the issue of our Journal for March, copies of which have been distributed at this convention. So enthusiastic were the members of the committees and the board at this meeting, that among them the sum of $2,065 was subscribed to the campaign fund, much of it in addition to amounts previously subscribed by some.

Your bureau immediately set to work in an endeavor to raise the larger fund. Large numbers of letters in various forms were sent out, followed by others calculated to sustain any interest excited by the first, and appealing to

the better instincts of the prospective subscribers. About 80 articles, containing argument and appeals for subscriptions, have since the opening of the campaign, been sent to the trade papers, each publishing one every week, together with a list of new subscriptions reported. This assistance on the part of the trade press is gratefully appreciated by your bureau, and by your committees. It might also be here mentioned that the same papers published recently our entire subscription list, at actual cost of type composition and paper stock required, thus giving us the benefit of the combined circulation of the four papers at small cost.

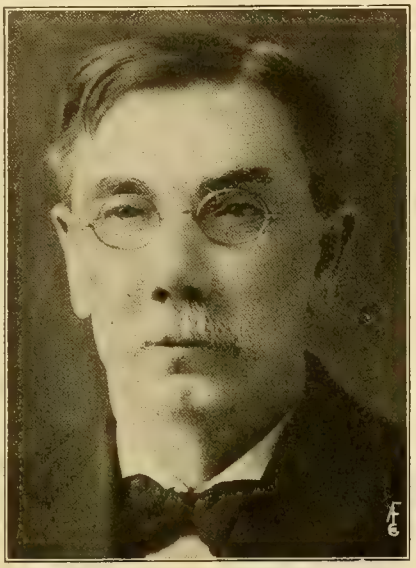
To show how the fund was being used, a broadside was sent out over a mailing list of approximately 13,000 florists, instancing one transaction, necessitating the outlay of about $5,000, which resulted in the display of our slogan before 20,000,000 of people; or it could, perhaps, be safely asserted 100,000,000 people, as it is generally conceded that there are five readers to every copy of a national magazine—at a proportionate cost of $50 per million, a wonderfully small cost. The broadside also described and illustrated the various newspaper electrotypes, glass signs, decalcomania signs, lantern slides, and stickers supplied by the bureau and intended to publicly connect any user with the campaign publicity, with the result that much of this material passed into the hands of florists, where they served the purpose not only of individual publicity, but provided that much more publicity for our slogan.

Your bureau has kept careful record of florists using newspaper columns for their announcements, and has repeatedly urged that they incorporate the slogan, "Say it with Flowers," in all their advertisements, preferably using the same script form adopted for the campaign. The reason for this is that the slogan in uniform character is more easily impressed upon the public mind, and is in every way more forcible through familiarity.

The demand for lantern slides has been very marked so far through the year. The first series of slides has been supplemented, in response to requests from many users, by a second series, and many florists have both. The amount of publicity secured through a constant use of these slides in moving picture houses is too immense to be even guessed. Everybody goes to the "movies" nowadays, and the slides, when projected, compel attention.

While there has been a fair demand for our line of slogan "stickers," the trade has not used them as generally as might be expected. Their use on boxes, stationery, and in many other ways, affords cheap publicity to our slogan. It has been argued that the people who see it in this form are already customers, but are they not ordinarily as much in need of a reminder as anyone else? The more they see of the slogan, the better customers they are likely to become.

The distribution of glass signs bearing our slogan for window or wall use, has been large. Since the beginning of the campaign, the bureau has supplied 1,100 of these signs, and they are on display in as many establishments throughout the country. In addition, the bureau has disposed of about 650 sets of decalcomania transfer signs, which are affixed to windows and door panels and display the slogan to advantage. Florists who have not furnished themselves with one or the other of these signs, are missing an opportunity to spread the influence of the slogan, and at the same time connect their establishments with the magazine advertising. The value of such a connection is evidenced by the hundreds of congratulatory letters received from members of the craft who have used our service aids to link up with the campaign. That the wisdom of this course is based upon common sense, need hardly be pointed out. There is not one person present at this convention, but who has been impressed with some slogan in trade use applying to a particular commodity, the name of which is readily suggested when the need for it arises. It is just so with



Benjamin Hammond, Beacon, N. Y.
Chairman School Gardens Committee.

the slogan, "Say it with Flowers." Its suggestive powers are exercised whenever it is seen. How many thousands of men, can we suppose, through seeing that slogan in the florists' shops, in the magazines, in local newspapers, on wagons, or elsewhere, are reminded of a birthday anniversary of wife, daughter, or dear friend. Men are many times more forgetful in this respect than women, and appreciate a reminder, which is not at all mandatory. While the number of signs supplied has been fairly large, it should have been many times larger. The cost of a sign is small, and its acquisition easy. When displayed properly, it is at work continually, suggesting the use of your products to every beholder. The display of even a thousand more signs would mean, at the very lowest estimate, a thousand more sales daily, three hundred thousand more sales yearly. Is it any wonder that our slogan has been valued by advertising experts as worth to our craft a million dollars or more? The use of signs need not be confined to shops. We know of many growers who have procured signs for display at points adjacent to public roads passing their establishments. One grower in the vicinity of New York, on a road traveled by hundreds of automobiles daily, has a sign on each gate post at his entries. While upon this subject, it may be stated that the bureau has noticed, with regret, that some in the trade have, in use, distorted the slogan by injecting a proprietary name, such, for instance, as "Say it with Green's Flowers." This is unnecessary, and inadvisable, and it has a tendency to cheapen, even destroy the sentiment carried in the message of the original slogan.

The slogan, we find, works in a multitude of ways, and there is absolutely no occasion when the suggestion it carries is not in place. As an instance: Last month, in a middle western town, a committee representing an industrial community, which had raised a war chest on the plan followed by many such committees in different parts of the country, finding in the chest a goodly sized money balance for which there was no real further use, the war having ended, determined to return it, pro rata, to the contributors. The contributors, in grateful appreciation of the committee's action, felt that they should present the committee with visible evidence of their appreciation, but experienced difficulty in deciding what form it should take. In the dilemma, a contributor suggested "Say it with Flowers." The suggestion was unanimously approved, and a beautiful floral "square," six feet by four and one-half feet, was the presentation piece, conveying the sentiment that the committee was "on the square." Who shall say that the slogan did not work in this case?

While a goodly number of florists have taken advantage of the bureau's electrotype service, there are very many others who might do so, with advantage to themselves and the campaign. The electrotypes supplied feature individual advertisements appearing in the magazines so closely that when used in local newspapers the similarity is quite apparent to a reader, who is very likely, if he has been impressed by the magazine announcement, to patronize the florist whose name appears in connection with the newspaper reproduction. This is an important service, and can be profitably used by anyone seeking to draw to himself direct results from the magazine publicity. The electrotypes are good for any length of time, irrespective of the magazine advertising.

The bureau has had the good fortune to secure generous publication of the stories sent out this year for the use of newspapers throughout the country. A judicious distribution of this press matter has resulted in awakened interest on the part of editors and publishers in matters floricultural and horticultural, and in many cases regular departments for the purpose have been inaugurated, the material supplied by various writers attached to their own staffs. It is gratifying to notice that in the main, the material so published, is beyond censure as to quality, and that absurd statements by incompetent writers, so common in matters of this kind a short time ago, are rarely met with nowadays. Our bureau is continually called upon for information on various subjects floricultural, for use along these lines, which information, and any other assistance asked is cheerfully given.

And now a word about subscriptions. In spite of the intensive work done by the promotion bureau, subscriptions have come in but slowly, and the monthly aggregates have not been anything near what might reasonably be expected, nor at all near to a ratio

which might furnish a prospect for the completion of the fund of $100,000. Your bureau has sent official letters explanatory of the campaign to every known florist, not once, but several times, always enclosing literature which left nothing unexplained. While these efforts were rewarded with success, it was not such as it ought to have been, considering the great number to whom the appeal for subscriptions was directed, and the fact that the campaign experience of last year, left no doubt as to results. That many hundreds of florists have not responded, simply through carelessness, is quite believed, and the report of the chairman of the publicity finance committee, which will deal with an organized personal effort to obtain contributions, will bear out this belief.

School Gardens Committee Report.

The Society of American Florists has a potent influence of uplift as a representative organization throughout the nation. For several years past, the committee on school gardens has annually put the society in touch with the public schools in places wherever is located a member of this society. There is nothing to-day of more practical importance to break the "high cost of living" than the home garden, and if children are interested in this work, it will not be long before the fathers take an interest in making home premises both profitable and attractive. In all occupations or business, no other equals the ability of the florist to set the example of beautiful home premises.

Your committee reached schools in 782 cities and villages, where members of the S. A. F. are located, urging this work, and telling the school authorities that the local florist would be glad to lend a helping hand.

This work among children is growing. It has taken hold gradually, until according to the bureau of industrial research, it is reported that 4,000,000 school children within the United States are directly interested in school gardening at the present time. The outlook throughout America is that more attention will be paid steadily to this work of usefulness and beauty than ever before, and now that the great war is past, the good work of the florist will be more highly appreciated, no part more so than that which helps to stimulate the children to make home gardens and keep pretty premises, and a florist in any town is a practical benefit.

BENJAMIN HAMMOND, Chairman.
M. BARKER.
IRWIN BETERMANN.
LEONARD BARRON.
ALFRED J. LOVELESS.

Smith Memorial Committee Report.

Since our last meeting, your committee has been rather inactive, owing to the peculiar conditions existing in Washington on account of the war.

The amount on hand at our last report was $1,894.10, with interest ($40.59) which makes the amount $1,934.69, of which amount we have deemed it best to invest $1,000 in Liberty bonds and $842 in war savings stamps, leaving a balance of $92.69 in bank.

There have been no collections or donations during the past year.

WILLIAM F. GUDE, Chairman.

The Trade Exhibition.

This always interesting feature of the convention was fully up to expectations, excelling in number, size and variety of exhibits, with the possibility of one or two previous exhibitions, all that have gone before. The florist supply men fairly outdid themselves, there being enough stock in several of the displays to check off practically every item in their catalogues. Those of Poehlmann Bros. Co. and the A. L. Randall Co., Chicago, H. Bayersdorfer & Co., and the Jos. G. Neidinger Co., Philadelphia, Pa., The McCallum Co. and the Pittsburgh Cut Flower Co., Pittsburgh, Pa., the Ove Gnatt Co., La Porte, Ind., the M. Rice Co., and the S. S. Pennock Co., Philadelphia, and the Burlington Willow Ware Shops, Burlington, Ia., contained a greater and more up-to-date assortment of florist stocks than ever before shown in the convention trade section. Ribbons were also prominent, the leading firms in this line being Schloss Bros., Wertheimer Bros., Cohen & Hiller of New York, and the S. S. Pennock Co., each showing a large number of the latest colors and weaves. There were a number of commercial plant displays, also forcing bulbs, and the greenhouse and boiler manufacturers were out in force. Secretary Albert Pochelon, of the Florists' Telegraph Delivery, made good use of the stage to further the interests of this live organization. The following were among the numerous displays:

John Dunbar, Rochester, N. Y.
Botonist.

J. M. Aarons, Cleveland, O., had a space in which he showed Evertite Glazing Cment.

The American Bulb Co., Chicago, showed a line of French and Japanese bulbs, cut gladioli, and florist supplies. Those in charge were A. L. Koehler, D. W. Dumser, Vincent Neil and G. M. Reyburn.

The American Greenhouse Manufacturing Co., Chicago, had a large exhibit consisting of a sample section of greenhouse, 36-foot type; also a sectional boiler, ventilating equipment and greenhouse fittings. P. L. McKee and H. N. Nichols were in charge.

Bermuda lily bulbs, raised at the Arlington Farm, Washingtton, D. C., from seed sown in 1916 were splendid stock, being 10 inches in circumference. These were exhibited by Professor T. L. Mulford.

The Atlantic Machine & Manufacturing Co., Cleveland, O., whose display was in charge of Ralph Ditty, staged a Merry Garden Auto Cultivator.

S. Bryson Ayres, Kansas City, Mo., exhibited new celosias, the flowers arranged in vases and baskets.

The W. W. Barnard Co., Chicago, exhibited seeds and bulbs and distributed literature and catalogues. H. A. Bertoli, Ralph B. Howe and I. Rosnosky met the visitors.

H. Bayersdorfer & Co., Philadelphia, Pa., featured a new line of Japanese pottery, flower holders, a full line of ribbons and chiffons and general florist supplies. George W. Cohen, Morris M. Cohen and H. Franks greeted visitors at this booth.

The Bergmann-Koropp Co., Chicago, showed winter bouquets and decorations of natural grasses and dried flowers artistically arranged. Victor Bergmann was the representative.

Wm. J. Boas & Co., Philadelphia, had an exhibit of florists' folding boxes. Chester M. Wells was their representative.

Buchbinder Bros., Chicago, showed photographs of refrigerators in flower stores and literature.

The Burlington Willow Ware Shops, Burlington, Ia., displayed handsome willow baskets in many unique shapes and colors. F. G. Nelson, A. F. Longren, Robert Newcomb and T. J. Nolan were the representatives.

The Chicago Printed String Co., Chicago, had its product well displayed with M. H. Trau booking business.

The Climax Manufacturing Co., Castorland, N. Y., showed a large and varied line of florist and folding boxes.

The Robert Craig Co., Philadelphia, Pa., had a large assortment of finished foliage plants, crotons, dracaenas, arecas, palms, nephrolepis in variety, also cyclamens. This was a very handsome display in charge of Robert Craig, Leonard Seiger and Cornelius Van.

The A. T. De La Mare Co., New York, had an exhibit of horticultural books and literature. A. T. De La Mare was in charge.

Henry A. Dreer, Inc., Philadelphia, Pa., had J. J. Karins on hand, the space being taken up with an unusually good offering of palms, ferns, crotons and other ornamental foliage plants.

The Duro Paper Products Co., Chicago and New York, showed corrugated and folding paper boxes and a full line of white and pink glazed florist boxes. The representatives here were S. Freund, M. I. Hollander and J. A. Barwig.

The John A. Evans Co., Richmond, Ind., invited attention to a sample greenhouse filled with ventilating apparatus, also a salt sprayer. T. S. Porter was on hand to answer inquiries.

The Excell Laboratories, Chicago, made a display of insecticides, fungicides and New Plant Life. F. A. Zenke was the representative.

The Farnsworth Co., Conshohocken, Pa., demonstrated the Farnsworth condensation pumps for returning condensation back to boiler.

The Florist Telegraph Delivery Association, amid a background of palms, placed a frame work with open doors, through which there was seen a map of the United States, the principal cities being designated by miniature eléctric lights. A number of telegraph lines on poles were connected to these lights and also to sending keys on the platform of the stage on which the entire dis-

play was arranged. The inscription over the doors read, "Through the Doors of the F. T. D. and Electricity, we can Deliver Your Flower Wants (Through Our Members) to Your Distant Friends in a Few Hours." At the bottom of each door were the words, "We Are Members." A statute of the figure, "The Good Fairy," was in the center of the foreground, on either side of which was a cardboard pyramid, on which was inscribed, "F. T. D.—Florists' Telegraph Delivery, an association of florists in the United States, Canada and foreign countries, who deliver your flower wants to their city, through us, in a few hours. We are members." It was a very unique display and attracted great attention. It was all originated by Secretary Pochelon and set up under his direction.

The Foley Greenhouse Manufacturing Co., Chicago, had a well-fitted-up space with settees, rugs, palms, etc., with P. J. Foley, Jr., and F. H. Morris in charge.

C. S. Ford, of Philadelphia, was on hand in person, his space filled with artificial flowers, felt lodge emblems and lettering.

R. E. Gebhardt, Chicago, showed an attractive stock of artificial wax flowers with H. W. Miller as representative.

F. L. Gunton showed a double-acting ventilator, working from either top or bottom: a clever idea and practical. He was on hand to explain its merits.

Carl Hagenburger, West Mentor, O., had a fine display of French hydrangeas in flower and stock plants as well as various sizes of dwarf solanums in fruit. He was on hand in person.

The Hammond Paint & Slug Shot Works display was 24 days on the way but had not arrived up to Wednesday night. Framed diplomas won at the Yorktown exposition in 1878 and the gold medal awarded at the Panama-Pacific exposition were on view, however.

George B. Hart, Rochester, N. Y., presented a practical line of florist baskets and Christmas novelties, demonstrating Hart's Handy Handles. Horace J. Head greeted the visitors.

Earl L. Hempstead, Bloomington, Ill., was on hand in person with a display of Insectos, an insecticide, and Deming sprayers.

The Joseph Heacock Co., Wyncote, Pa., whose display was supuerintended by James A. Heacock and Harry Gould, showed kentias in various sizes.

A. Henderson & Co., Chicago, had an excellent display of florist forcing bulbs, fertilizers and cut gladioli. The representatives were A. Henderson, Jos. Marks and Simon Dernison.

Hitchings & Co., New York, occupied a large enclosed space with comfortable chairs and settees. Large photographs of greenhouses and literature were features here. James M. Brown was in charge.

Allan N. Humason, Chicago, staged baskets, paper boxes and the Proto Feed & Guano Co.'s products. He was assisted by H. E. Humiston.

The Ionia Pottery Co., Ionia, Mich., staged a line of florist pots, wire hanging baskets and wire designs. H. E. Kidder and H. F. Hacker were in charge.

The Jackson & Perkins Co., Newark, New York, had hydrangeas, deutzias, pot grown genistas, budded and own-root roses and shrubs. Clarence Perkins greeted visitors.

The Julius Roehrs Co., Rutherford, N. J., featured palms, bay trees, heather, dracaenas and ferns. Julius Roehrs and Thomas Knight were in charge.

The Wm. F. Kasting Co., Buffalo, N. Y., featured labor saving appliances with a soil mixer in operation. The familiar face of Wallace Eiss was seen here.

The Kroeschell Bros. Co., Chicago, exhibited a hot water boiler with which 15,000 pounds will heat 60,000 feet of glass for carnations. A working model of the Kroeschell high-pressure steam boiler, 100 to 350-H.-P., with the threaded two-piping system was also shown. Roy S. Kroeschell and Fred Lautenschlager were the representatives.

C. A. Kuehn, St. Louis, Mo., as distributors, found many visitors who were interested in green and white wrapping paper, with the water mark. "Say it With Flowers."

Lager & Hurrell, Rutherfod, N. J., had crates of freshly imported cattleyas. J. E. Lager was on hand here.

Prof. H. C. Irish, St. Louis, Mo.
Entomologist.

C. U. Liggit, Philadelphia, Pa., exhibited the Macaw fern, a splendid lot of stock in all sizes. Mr. Liggit was in charge.

Lion & Co., New York, showed samples of ribbons and chiffons in good assortment, in charge of Allan Strauss and Morris Levine.

The Lord & Burnham Co., New York and Chicago, invited inspection of its improved sectional iron frame commercial house with side ventilators in 12 foot, six inch sections. Also, a new type sectional greenhouse boiler. This space, which was attractively arranged, being enclosed with columns linked together with velvet ropes and topped with pot plants, was in charge of M. C. Wright, sales manager of the Chicago office.

W. A. Manda, South Orange, N. J., exhibited tradescantias in variety, dracaenas, Polypodium Mandaiana and other greenhouse plants. He was on hand, assisted by Walter Manda.

The McCallum Co., Pittsburgh, Pa., was represented with a full line of florist supplies, baskets, wreaths, ribbons, chiffons, etc. George McCallum, H. L. Blind, E. J. McCallum, Earl C. Tipton, Ross E. Adgate and Ralph E. Gay were in charge.

Thomas J. Mead, Newark, N. J., showed ready set concrete greenhouse benches and a sample section showing construction.

The Michigan Motors Co. exhibited a Beeman tractor adapted to farm or nursery field work.

The John C. Moninger Co., Chicago, had a decorated space with chairs, rugs, etc., and displayed sample pipe and greenhouse fittings.

The Moorhead Manufacturing Co., Detroit, Mich., demonstrated its "back to the boiler system" with sample steam trap in position.

The Joseph G. Neidinger Co., Philadelphia Pa., made a most excellent display of Christmas wreaths, artificial flowers and designs as well as cut flower baskets.

J. Kier Nielson, Oak Park, Ill., showed a cement and tile greenhouse, bench model. He was on hand in person.

The Ove Gnatt Co., La Porte, Ind., made an extensive display of florist supplies of all kinds. This space was enclosed with silvered posts on which were placed large, handsome baskets filled with oak leaves and artificial artificial stock were also a feature.

The Pearce Return Steam Trap Co., Detroit, showed a sample pump and distributed literature. H. V. Pearce was in charge.

The S. S. Pennock Co., Philadelphia, Pa., attracted attention at all times with up-to-the-minute ribbons, chiffons, florist baskets, etc., all in great variety. E. J. Fancourt and Robert Greenlaw represented the firm.

The Peters & Reed Pottery Co., Zanesville, O., showed a line of florist pottery, jardinieres, cut flower vases, new ideas in shapes and colors. S. T. Pletcher was their representative.

F. R. Pierson, Tarrytown, N. J., ably represented by James T. Trevillian, as usual made an excellent showing, among the items of interest being nephrolepis, including the new variety, Victory, while a sport of Teddy, Jr., was a distinct feature.

The Pittsburgh Cut Flower Co., Pittsburgh, Pa., displayed an unusually fine and varied assortment of supplies, including vase baskets, prepared foliage, and Christmas wreaths. Those in charge here were L. H. Bergman, W. A. Clark, H. A. Frishkorn, J. Fisher, W. Wampler and W. T. Usinger.

Poehlmann Bros. Co., Chicago, made a most attractive display, included in which were fancy, colored imitation Jap vases, a full line of florist baskets, bird cages on stands, and a complete line of foliage plants. A large Japanese umbrella covered the center of the space and added to a very comprehensive display. Those in charge were Gus Martial, Miss Grothe, Clif Pruner, J. C. Nielsen and T. E. Waters.

The C. C. Pollworth Co., Milwaukee, Wis., had an attractive space in charge of Phil Weil, with hydrangeas, aucubas, small palms and ferns, Japanese plant boxes and artificial flowers attractively staged.

The Quality Brands Co., Cleveland, O., and the Vitaplastic Glazing Co. had a display of glazing putty and greenhouse white paint. Those in charge were E. Lehman and F. E. Dempsey.

The A. L. Randall Co., Chicago, occupied a large room in the rear of the hall, an electric fountain being the central feature. They showed ribbons in a great assortment of weaves and colors, chiffons, folded glazed and corrugated

boxes, silvered oak, red ruscus in a mantel grate, water-proof crepe paper, chenille, artificial plants and a large assortment of baskets. Visitors here were welcomed by Jack Quallich, Frank Johnson, Ed. Galavan, A. Anderson, Eric Johnson, F. W. Tredup, R. Leidy, C. Vodicka and Guy French.

The M. Rice Co., Philadelphia, Pa., had an excellent assortment of fancy florist baskets in great variety of form and color, artificial flowers, wreaths, baskets filled with growing plants, etc. H. C. Heilman, J. P. McCarthy and Arthur Zirkman were the representatives.

Max Schling, New York, showed a de Luxe album of artistic floral arrangements, a real work of art; also photographs of floral work in many forms. P. M. Parthemore was in charge.

Schloss Bros., New York, had a fine line of florists' ribbons and corsage ties in great variety in charge of Sam Seligman.

The Skinner System of Irrigation, Troy, O., had overhead watering apparatus with line of pipe in operation outside of the hall. P. H. Bridge and R. R. White in charge.

The Spokane Concrete Flower Pot Machine Co., Spokane, Wash., had a machine in operation making 5-inch and 6-inch pots. H. E. Reimers and C. G. Benley were the firm's representatives.

B. Hammond Tracy, Inc., Wenham, Mass., displayed Gladiolus primulinus hybrids arranged in jardinierres and vase baskets. Mr. Tracy was in charge.

Vaughan's Seed Store, Chicago and New York, made an attractive display of cut gladioli, pot plants and forcing bulbs, a very complete exhibit. George Mohn and W. J. Guille were kept busy greeting visitors.

Wertheimer Bros., New York, arranged a very excellent display of ribbons, with Harry Brandt, Julius Dilhoff and Herbert Hecht in charge.

The George Wittbold Co., Chicago, had an assortment of plants, palms, ferns, cyclamens, ficus, etc. H. A. Cecil was the representative.

Convention Notes.

In this, as in all convention exhibitions, souvenirs were in great demand. The most valuable was that of the A. L. Randall Co., Chicago, who offered a four-piece set of wicker furniture valued at $200. When visitors to the firm's elegantly decorated room signed the register they were given a number and tag on which was printed, "I Have Mine," to be worn in the buttonhole. On Thursday, the holder of the lucky number, drawn from a hat, received the furniture. A great many people owned this, in their minds, for a day or two. It was won by Mrs. Sydney Beard, Detroit, the winning number being 2379.

The entire layout and arrangement of the trade exhibition was perfect in every respect, the hall was well lighted and very convenient as all the displays were on the main floor. Nearly all of the exhibitors said that the first day's business was a record for a florists' convention.

The florists of the city of Detroit and vicinity were tireless in their attentions, looking to the comfort of the visitors. Vice-President E. A. Fetters was a host in himself in arranging hotel accommodations for the delegates.

Mr. Steinhauser, a guest at the Statler, met with an unfortunate accident, slipping while taking his bath, and striking his head on the tub, rendering him unconscious. He is now declared to be recovering and out of danger.

The arranged vases and bowls of prepared wild flowers and grasses in the Bergmann-Koropp exhibit was a revelation to many retailers, who had no idea that such "weeds" could be made to look so attractive.

The display of evergreens of the Greening Nursery Co., Monroe, Mich., which was used to decorate the main entrance to the hall, made a fine showing and attracted general attention.

The McCallum Co., of Pittsburgh, had arranged for a large supply of paper cutters and letter openers for the visitors, but these were delayed by the express company and did not arrive.

President Ammann made a splendid presiding officer, keeping the business of the meetings going all the time, there never being a dull moment during the sessions.

Paul Klingsporn's successful work for the S. A. F. showed his great interest and ability. To secure 55 life and 18 annual members in one year, is a record.

The Ove Gnatt Co.'s white felt hats with tri-color band, on which. "Say It With Flowers," was seen in gilt letters, were very popular and made a great hit.

The twin children of Irwin Bertermann were made happy by presents of shower bouquets of candy made in Albert Pochelon's best style.

Real Pittsburgh stogies for the men and fans for the ladies were the souvenirs of the Pittsburgh Cut Flower Co.

The Skinner System of Irrigation had a working section of its apparatus at full head on the lawn in front of the building.

Phil Foley made everybody welcome at his hospitable space and presented each visitor with a big smile.

Wertheimer Bros. presented all customers with a copy of their order, which they always took gladly.

Max Schling presented a beautiful booklet of artistic designs, a valuable souvenir for the retailer.

The Burlington Willow Ware Shops' small sharpening stone was a useful souvenir.

Irwin Bertermann's motto is, 'Live young, die young, and be always on the job."

Benjamin Hammond's souvenir was a measuring rule, a very useful present.

The Peters & Reed Pottery Co. gave miniature flower pots to all visitors.

The Vitaplastic Co. gave out felt pennants which bore its name.

The Ionia Pottery Co. presented miniature flower pots.

Trade Visitors.

The following registered during the opening days of the convention:

J. L. Able, St. Louis, Mo.
W. W. Acker, Detroit, Mich.
D. S. Acklin, Toledo, O.
F. H. Adgate, Warren, Pa.
John Albrecht, Pencoyd, Pa.
J. Aldous, Jr., Iowa City, Ia.
Albert F. Amling, Maywood, Ill.
Ernst C. Amling, Maywood, Ill.
Herbert Amling, Chicago.
Otto H. Amling, Maywood, Ill.
R. M. Amling, Maywood, Ill.
Walter A. Amling, Chicago.
J. F. Ammann, Edwardsville, Ill.
A. M. Anderson, Chicago.
Andrew Anderson, Baltimore, Md.
J. C. Anderson, Lebanon, Tenn.
S. A. Anderson, Buffalo, N. Y.
L. H. Archias, Sedalia, Mo.
L. H. Archias, Jr., Sedalia, Mo.
Hugh Armstrong, Kitchener, Ont.
George Asmus, Chicago.
J. H. Aswith, Cedar Falls, Ia.
S. Bryson Ayers, Kansas City, Mo.
Fred M. Backmeier, Cincinnati, O.
J. F. Baker, Zanesville, O.
Geo. E. Baldwin, Mamaroneck, N. Y.
Harry Baldwin, Irvington, N. Y.
L. A. Bale, Ft. Worth, Tex.
C. U. Balkeff, St Clair, Mich.
G. J. Ball, Glen Ellyn, Ill.
M. Barker, Chicago.
Harry Balsley, Detroit, Mich.
A. L. Barber, Cleveland, O.
John Barrow, Toledo, O.
Chas. E. Barton, Norwalk, O.
George Bates, Cleveland, O.
Herbert Bates, Newton Falls, O.
W. G. Bates, Newton Falls, O.
L. Baumann, St. Louis, Mo.
H. Baumgarten, Milwaukee, Wis.
A. F. J. Baur, Indianapolis, Ind.
F. C. Bauer, Govans, Md.
Ralph A. Bauer, Indianapolis, Ind.
G. Fred Bauerle, Lansing, Mich.
Chas. L. Baum, Knoxville, Tenn.
Roy B. Baum, Knoxville, Tenn.
Alfred Baur, Erie, Pa.
S. A. Baur, Erie, Pa.
Arthur J. Bauscher, Freeport, Ill.
I. M. Bayersdorfer, Philadelphia, Pa.
A. C. Beal, Ithaca, N. Y.
Arthur E. Becker, Cincinnati, O.
F. N. Becker, Warren, R. I.
G. A. Beckmann, Middletown, O.
P. F. Behrens, Oxford, O.
Victor Bergmann, Chicago.
John H. Berkmann, Philadelphia, Pa.
J. J. Beneke, St. Louis, Mo.
H. Benedict, Madison, Ind.
J. B. Bernhard, Chicago.
H. G. Berning, St. Louis, Mo.
R. E. Berry, Lawrenceville, Va.
Irwin Bertermann, Indianapolis, Ind.
Thomas Best, St. Joseph, Mo.
H. L. Betz, Philadelphia, Pa.
Adam E. Bezemer, Detroit, Mich.
John Bischoff, Niagara Falls, N. Y.
J. K. Bissinger, Lansing, Mich.
George Blackman, Evansville, Ind.
R. E. Blackshaw, La Porte, Ind.
H. G. Blind, Pittsburgh, Pa.
E. H. Blind, Pittsburgh, Pa.
P. K. Blum, Toledo, O.
Oscar Boehler, West Hoboken, N. J.
R. G. Boeringer, Bay City, Mich.
Geo. T. Boucher, Rochester, N. Y.
L. Jules Bourdet, St. Louis, Mo.
R. G. Bowersox, Lewistown, Pa.
W. A. Bramley, Cleveland, O.
P. H. Bridge, Troy, O.
Albert Briggs, Pittsburgh, Pa.
H. B. Broadkiss, Orchard Park, N. Y.
R. T. Broderick, Yonkers, N. Y.
R. I. Broderick, Yonkers, N. Y.
F. C. W. Brown, Cleveland, O.
F. V. Brown, Lapeer, Mich.
John C. Brown, Utica, N. Y.
M. E. Brown, Montreal, Can.
Peter Brown, Lancaster, Pa.
T. T. Brown, Greenfield, Mich.
W. B. Brown, Detroit, Mich.
H. E. Brunberger, Port Huron, Mich.
H. N. Bruns, Chicago.
H. N. Bruns, Jr., Chicago.
Arthur Buchholtz, Woodside, N. Y.
Eric Bucholtz, Muncie, Ind.
W. C. Buechi, Buffalo, N. Y.
Chas. W. Ruff, St. Clair, Mich.
Fred Burki, Gibsonia, Pa.
C. N. Burt, Goshen, Ind.
H. M. Burt, Jackson, Mich.
Henry Butterweck, Ozone Park, N. Y.
E. L. Cable, Raleigh, N. C.
Le Roy Cady, St. Paul, Minn.
Thos. Cahill, Akron, O.
W. E. Cahill, Boston, Mass.
M. J. Canaken, Coldwater, Mich.
John Canning, Ardsley, N. Y.
Oscar Carlson, Fairfield, Conn.
George B. Carmon, Stamford, Conn.
W. H. Carney, Pittsburgh, Pa.
Paul M. Carroll, Houston, Texas.
Vernon L. Carson, Meridian, Miss.
Louis Charvat, Detroit, Mich.
W. A. Clarke, Pittsburgh, Pa.
H. A. Clausen, Denver, Colo
W. R. Cobb, Irvington, N. Y.
L. B. Coddington, Murray Hill, N. J.
A. M. Coe, North Olmsted, O.
S. W. Coggan, Battle Creek, Mich.
George W. Cohen, New York.
Morris M. Cohen, New York.
Albert E. Cole, Chicago.
L. A. Coles, Kokomo, Ind.
Peter Constantine, Detroit, Mich.
B. E. Constein, Upper Sandusky, O.
W. J. Cowee, Berlin, N. Y.
J. K. Cowgill, Canton, O.
A. F. Crabb, Grand Rapids, Mich.
Robert A. Craig, Philadelphia, Pa.
C. E. Critchell, Cincinnati, O.
Otto H. Cron, Monroe, Mich.
C. S. Culver, Youngstown, O.
R. M. Curtis, Ravenna, O
F. J. Daut, Decatur, Ill.
P. J. Daut, Decatur, Ill.
D. W. Davis, Berwich, Pa.
Guy E. Davis, Ypsilanti, Mich.
T. C. Davis, Brampton, Ont.
T. G. Davis, Brampton, Ont.
W. B. Davis, Oshkosh, Wis.
A. T. De La Mare, New York.
J. L. Denmead, Marshalltown, Ia.
S. Dernison, Chicago.
Wm. Dethlefs, Mitchell, S. D.
A. H. Dew, Albion, Mich.
J. B Dicker, Detroit, Mich.
John Dickman, Elm Grove, W. Va.
Geo. Dicks, London, Ont.
Fred Dietsch, Chicago.
Julius Dilloff, New York.
Wm. Dilger, Cleveland, O.
Arthur A. Doebel, Clyde, O.
Geo. R. Doemling, Detroit, Mich.
Charles L. Dole, Lockport, N. Y.
H. B. Dorner, Urbana, Ill.

Theodore Dorner, Lafayette, Ind.
E. J. Dorval, Woodside, N. Y.
Lucien Doussard, Jr., East St. Louis, Ill.
H. J. Duernberg, St. Louis, Mo.
S. Dumser, Chicago.
R. L. Dunn, St. Catherines, Ont.
W. F. Duntemann, Bensenville, Ill.
Fred L. Dunton, Elyria, O.
Peter Duris, Chicago.
H. Ebelink, Holland, Mich.
Charles Eble, New Orleans, La.
J. F. Edgar, Waverly, Mass.
Emil Ehrhardt, Chicago.
R. F. Einsley, Rocky River, O.
O. J. Eischen, Duluth, Minn.
W. H. Eiss, Buffalo, N. Y.
Lew S. Elder, Indianapolis, Ind.
C. G. Ellsworth, Chicago.
P. C. Ellsworth, Downers Grove, Ill.
Rudolph Ellsworth, Chicago.
W. T. Elsinger, Pittsburgh, Pa.
J. M. Elzinga, Chicago.
Louis P. Endres, New Philadelphia, O.
Max R. Englemann, Pittsfield, Mass.
W. H. Englehart, Memphis, Tenn.
J. G. Esler, Saddle River, N. J.
A. H. Evans, Detroit, Mich.
John A. Evans, Richmond, Ind.
Geo. H. Evenden, Williamsport, Pa.
C. E. Falls, Chicago.
E. J. Fancourt, Philadelphia, Pa.
Emil Fardel, Great Neck, N. Y.
J. K. M. L. Farquhar, Boston, Mass.
Adolph Febr, Belleville, Ill.
C. Felton, Buffalo, N. Y.
E. A. Fetters, Detroit, Mich.
J. H. Fiesser, North Bergen, N. J.
George Fisher, Chicago.
James Fisher, Cleveland, O.
L. E. Flindt, Arkansas City, Kan.
Philip J. Foley, Chicago.
P. J. Foley, Jr., Chicago.
C. S. Ford, Philadelphia, Pa.
Alfred Forder, Cincinnati, O.
Ernest R. Forder, Cincinnati, O.
Henry C. Forster, Detroit, Mich.
Frank H. Foutz, Lima, O.
Chas. L. Frank, Portland, Ind.
P. A. Franzen, Pleasant Hill, Mo.
Guy French, Chicago.
E. T. Freyling, Grand Rapids, Mich.
Geo. J. Frisch, Dayton, O.
Augustus F. Frishkorn Pittsburgh, Pa.
Henry Fuchs, Louisville, Ky.
Jos. Fuller, Leominster, Mass.
J. T. D. Fulmer, Des Moines, Ia.
E. W. Gaehring, Philadelphia, Pa.
W. W. Gammage, London, Ont.
Gustave Garreau, Jersey City, N. J.
Thos. Gary, Aurora, Ill.
Fred Gear, Cincinnati, O.
Wm. H. Gear, Cincinnati, O.
D. S. Geddes, St. Louis, Mo.
E. B. George, Painesville, O.
Wm. Gerlach, Jr., Piqua, O.
Peter Gerlaird, New York.
Wm. C. Gloeckner, Albany, N. Y.
Ove Gnatt, LaPorte, Ind.
J. R. Goldman, Middletown, O.
C. J. Graham, Cleveland, O.
Robert W. Graham, Baltimore, Md.
Wm. Graham, Bradford, Pa.
Stephen D. Green, Philadelphia, Pa.
Robert Greenlaw, Philadelphia, Pa.
Wm. H. Grever, Buffalo, N. Y.
W. H. Griffiths, Grosse Point, Mich.
F. R. Grumbach, Jamaica, N. Y.
John Ginner, Niles, Mich.
Henry W. F. Goetz, Saginaw, Mich.
J. Fred Goetz, Saginaw, Mich.
E. H. Goldenstein, Chicago.
Frank Gorly, St. Louis, Mo.
Charles H. Grakelow, Philadelphia, Pa.
A. Gude, Washington, D. C.
A. E. Gude, Washington, D. C.
Edgar K. Gude, Washington, D. C.
Ernest F. Gude, Washington, D. C.
E. L. Gude, Washington, D. C.
C. E. Gullett, Lincoln, Ill.
E. W. Guy, Belleville, Ill.
H. F. Hacker, Ionia, Mich.
Carl Hagenburger, West Mentor, O.
E. E. Hall, Clyde, O.
Paul C. Hahn, Cleveland, O.
Thos. H. Hall, Minneapolis, Minn.
Emery Hamilton, London, Ont.
Benjamin Hammond, Beacon, N. Y.
George Hampton, Philadelphia, Pa.
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Mrs. Ella Grant Wilson, Cleveland, O.
Mrs. J. S. Wilson, Des Moines, Ia.
Mrs. E. W. Wineca Wilmington, Mass.
Mrs. Allie Zech, Chicago.
Mrs. A. Zirkman, Philadelphia, Pa.

Florists' Telegraph Delivery.

The meeting of this association was the first formal gathering in connection with the convention proceedings of the Society of American Florists. To the great delight of the members, President Wm. F. Gude was present to take charge of the meeting, which was held in the balcony of Arcadia auditorium, being called to order at 10:15 a. m., August 19. Philip Breitmeyer assisted President Gude, and after asking for attention, welcomed the members on behalf of the Detroit Florists' Club in his best manner. He called attention to the fact that one of the local newspapers had stated that the object of the florist profession was to do good for humanity, and that he believed no craft in this age was ahead of that of the florist, and that he was proud to be a member of it. He then introduced President Gude, who expressed much pleasure in being present at this great gathering of retailers, without which the business would drop away to nothing. He said he was proud to have brought seven members of the Gude family, all of whom were life members of the Society of American Florists. He then called on all present to adopt the Rotary plan of making themselves known, which each of those in attendance, to the number of about 300, did by rising and announcing their name and residence. Mr. Gude then requested all present who were not members to join at once. President J. F. Ammann, of the Society of American Florists, followed with a short address in which he said the national organization was proud of this wonderful child and congratulated the members on the large attendance at a preliminary meeting. He said he believed the retailers were putting the business on the map and raising it to a plane where it belonged, adding that he was glad to see the work they were also doing in raising funds for the publicity campaign.

W. W. Gammage, of London, Ont., spoke of the visit of the officials of the S. A. F. and the F. T. D. to the recent convention of the Canadian Horticultural Association and the great inspiration it had been to the florists of the Dominion. He said the S. A. F. publicity movement was now going strong there and would soon be productive of great results. George Dicks, also of London, told of the work of the F. T. D. in Canada, and of the rapid increase among retailers there, with a chain of F. T. D. stores from Halifax to Vancouver.

Charles H. Grakelow, of Philadelphia, Pa., asked for the appointment of an educational committee to prepare instructive matter toward increasing the interest of all members in obtaining and handling orders, explaining details that would enable the average retailer to overcome obstacles, such as low-priced orders, which are really no hindrance when understood. There was considerable discussion entered into by Max Schling, of New York, F. C. W. Brown, of Cleveland, Irwin Bertermann of Indianapolis and others. Secretary Albert Pochelon said he thought that co-operation between florists in their own cities, where deliveries were sometimes 10 to 20 miles, would settle the high cost of deliveries of small orders. He suggested having the florist in the downtown district turn the order over by phone to his brother in the suburbs, who would be glad to send it a block or two away. Irwin Bertermann thought well of the plan to encourage the smaller dealer to do his best, and so gradually raise the standard. Max Schling did not favor this idea. He thought all orders should be taken, and did not feel ashamed to send $1 orders. In his opinion, florists should "make good" under all conditions. Mr. Grakelow insisted that his suggestion, as he saw it, would help everybody. He spoke of a rapid-fire delivery made with a Philadelphia order for $35 taken at 3:30 p. m. for delivery at a funeral in Toronto, Ont., at 5:30 the same day, which was on hand with half an hour to spare. Philip Breitmeyer stated that the publicity gained by small orders was a great factor in the business, the average of the orders of his firm during the last year being $7.50, as against $5.46 five years ago, while 15 years ago, it was only $1.50 each. He added that he believed that the F. T. D. business had now reached a volume of $3,000,000, all gathered by the co-operative idea. H. G. Walker, of Louisville, Ky., told of having received letters from members who would not accept orders under $3 and $4, and that he was obliged to disappoint a soldier, who wanted to send flowers to his mother on her birthday because he could not pay that much. G. E. M. Stumpp, of New York, said that the average orders of the Tiffany Company, of that city, came to a trifle over $5 each. The vote on the resolution was called for and it passed unanimously, President Gude appointing Messrs. Grakelow, Brown and Bertermann to prepare and present their ideas at the convention of the F. T. D. in Buffalo.

Secretary Pochelon spoke of three important things. He said that the membership was now 1,150, and it was important that each should stand 100 per cent in the Society of American Florists and the publicity movement which meant so much to the business. The guarantee fund made an expense of $2 each. It amounted now to over $12,000, in which each member had an interest. The annual dues will now bring in $11,943. Seven years ago they were only $205. It required a long time, he added, to get "F. T. D." on the members' stationery, but the "Say it with Flowers" slogan was used by everybody, the result of education. Each member could best help himself, and the organization, by the business he created in his own store. The secretary was requested to get out another questionnaire, the answers to be read at the Buffalo meeting. He referred to the clearing house, which had been entirely eliminated, as "the bad bill bugaboo."

Philip Breitmeyer stated that flowers would be provided at the door, and every florist was requested to wear a fresh flower during his entire stay in Detroit. He also announced the various entertainments provided by the Detroit Florists' Club, after which the meeting adjourned.

Ladies' Society of American Florists.

The annual meeting of the Ladies' Society of American Florists was held on the morning of August 20. Mrs. J. A. Peterson, president, opened the session with a short address of welcome. On account of the number of entertainment features arranged by the Detroit Florists' Club it was announced that the society would not entertain at this meeting. The secretary reported a gain of 32 new members since August 1. The treasurer reported a balance on hand, August 1, of $275.64. Four of the original members, Mrs. Anders Rasmussen, Mrs. Geo. Kuhl, Mrs. E. A. Scribner, and Mrs. E. M. Gill, have gone on to join the great majority. It was voted that flowers be sent to decorate the grave of Mrs. Scribner, who was the first treasurer of the society. After a lengthy discussion as to the proposed amendment, it was voted that the society bond both secretary and treasurer. The matter of deciding as to the elimination of the secretary's salary, which was laid over from the meeting at St. Louis, was brought up for final action, and the amendment was lost.

The election of officers resulted as follows: Mrs. B. Hammond Tracy, Wenham, Mass., president; Mrs. Charles Graham, Cleveland, O., first vice president; Mrs. J. F. Ammann, Edwardsville, Ill., second vice-president; Mrs. Albert M. Herr, Lancaster, Pa., secretary; Miss Perle Fulmer, Des Moines, Ia., treasurer.

American Gladiolus Society.

The exhibition of the American Gladiolus Society which was held in Arcadia auditorium, Detroit, Mich., August 19-21, brought quantities of flowers which Secretary A. C. Beal said had never been excelled in quality, some of the spikes being the finest he had ever seen. The exhibition was staged in the galleries on either side of the hall, and while a trifle cramped, compared with the aisle space, made a splendid showing. A number of made-up baskets and vases were very attractively arranged. The ruffled varieties in the Kunderd collection attracted much attention, while the many fine seedlings exhibited by Joseph Coleman were exceptionally beautiful. Gruelleman's primulinus hybrids were also features.

The election of officers for terms of two years resulted as follows: H. E. Meader, Dover, N. H., president; C. R. Hinkle, St. Joseph, Mich., vice-president; A. C. Beal, Ithaca, N. Y., secretary; Madison Cooper, Calcium, N. Y., treasurer. Executive committee: Joseph Coleman, Ravenna, O.; Lee R. Bonnewitz, Van Wert, O.; I. S. Hendrickson, Flowerfield, N. Y. Cleveland, on invitation of the florists club of that city, was selected as the next meeting place at the time of the convention of the Society of American Florists. One hundred dollars was voted to the S. A. F. publicity fund.

The annual meeting of the society was held at the Hotel Statler on the morning of August 20, a report of which will be given in these columns next week.

SECRETARY BEAL'S REPORT.

It is with pleasure that I present my second annual report. The American Gladiolus Society is in excellent condition and growing in membership. Glancing through the old reports, it appears that the largest number of names ever carried on the books was 210, and so far as I can discover, 172 paid-up members was the largest number ever reported at any annual meeting. It seems that when this society ceased to publish the bulletins, the membership dwindled. In 1917, the late secretary reported 171 names on the books. However, when I took over the work I found but 83 paid-up members. The active membership campaign inaugurated by the society in the spring of 1918 brought the membership up to a higher level than ever before. Last year, the secretary reported a total membership of 265, of which 166 were new. These were all paid up, and there were some old members who it was thought could be counted upon to renew their memberships as soon as

conditions became normal. During the year, the membership rose to 280. Since some of these came in under very liberal inducements, and represent beginners in gladioli growing, it is not improbable that a few of them may not renew for 1919-1920. The number ought not to be very large, however, for in The Flower Grower the society is giving the members a definite return comparable to that made by the American Rose Society to its members.

The question of undertaking the publicity campaign is one which should be discussed at this meeting. It would seem that we ought to have at least 500 members. Should we have life memberships, placing the dues from this in a permanent fund?

Some rules or regulations should be made governing the award of our medals to other societies for exhibitions. No requirements are now made whether any of these societies have a definite number of American Gladiolus Society members in their ranks. It would seem to your secretary, desirable to make this requirement, although we should encourage local societies to have gladiolus exhibitions. These questions might be considered by the executive and exhibition committees and action taken if the society approves.

This year the society returns to its former custom of holding the annual meeting and exhibition with the Society of American Florists. Many of our members believe that such an arrangement is helpful to both organizations, and our experience this year would seem to strengthen this opinion. Next year the S. A. F. meets in Cleveland, O., and the question of our next meeting place should be discussed with reference to the advisability of holding our meeting again in the west.

The society lost one member by death during the past year. Evelyn M. Gill, Larchmont, N. Y., president of the Gill Engraving Company, was one of our new members, who did not live to have the opportunity or the pleasure of meeting with the society.

Among the devoted adherents of the gladiolus was W. W. Wilmore, of Denver, Colo., who gave his life to his country while in the service in France. His writings form a valuable contribution to the literature of this flower, and undoubtedly stimulated the interest of a great many persons in the merits of the gladiolus. His enthusiasm and unbounded energy in behalf of floriculture in the west, will be missed very much. Let us hope that among those whose candles were lighted at his flaming torch of floricultural leadership, there may come forth leaders worthy to carry forward the work of telling interestingly the story of the culture of flowers.

Florists' Hail Association.

A large amount of routine business was transacted at the annual meeting of the Florists' Hail Association, held in Arcadia auditorium, Detroit, Mich., August 20. Officers for the ensuing year were elected as follows: E. G. Hill, Richmond, Ind., president; J. F. Ammann, Edwardsville, Ill., vice-president; James W. Heacock, Wyncote, Pa., treasurer; John G. Esler, Saddle River, N. J., secretary. Directors elected, to serve three years, are E. G. Hill, J. F. Ammann and Anders Rasmussen, New Albany, Ind. The thirty-second assessment will be levied March 1, 1920.

The report of the secretary for the year ending August 1, 1919, showed the total amount paid for losses during the year to be $26,954.01. The total receipts, including last year's balance, were $70,860.79. The disbursements were $39,648.27, leaving a cash balance on hand of $31,212.20. The total number of members at the date of closing the report was 1,604, the total of glass insured being equivalent to 45,131,271 square feet. Unadjusted losses, August 1, did not exceed $1,300.

Florists Not Profiteers.

Senator Reed, democrat, Missouri, says: "I have been asked what I have to say about that part of the president's message which proposes an interstate licensing system for business. I am in favor of the enforcement and, if necessary, the strengthening of laws to prevent combinations and forestall artificial control of prices, but I am opposed to putting the business of the country in leading strings, to be manipulated by a lot of jacks in Washington."

Possibly, the senator has heard of the federal horticultural board.

But at present, no one can charge the florists with being profiteers. The cut flower situation reminds me of an old story that originated in Senator Reed's state.

A divorce case was being tried in court. The defendant was a wealthy stockman who had no society aspirations; but his wife had. The judge after listening for a time said: "Lady, I see nothing wrong with your husband, tell me your differences." She replied: "The difference is that I soar up and he soars down."

It is a question worthy of debate by the Society of American Florists and its publicity committees in convention assembled, that when prices of everything else are soaring up, the price of flowers is "soaring" down.

And as all of the florists are taxpayers, here is something from the Journal of Commerce, a business man's paper, that should interest them:

"A few years ago the taxpayer hardly existed, except when he drank whiskey or smoked a cigar. But his business is now carefully scrutinized and he has to tell all about his salary, and the strong arm of the government is laid upon him every time he travels, and the treasury marks him for its own if he pays $10 for a pair of shoes, and a high authority in the clothing trade gives $16 as the price, though there are shoes of lower price.

"And the taxpayer, now that he is thoroughly identified and his resources are approximately known, has not only got to support the government but he has got to support the railroad brotherhoods, and if he does that he need not imagine that anyone else in need of money will overlook him."

No loyal American will balk at supporting his government. The point we wish to make is, that the taxpayers are being called on more and more to support a crowd of tax eaters and so called "efficiency experts" whose greatest efficiency consists in meddling in and hampering other people's business. ness.

EUREKA, CALIF.—According to the Humboldt Times of August 3, marketing of 1,500,000 bulbs by the Cottage Gardens Nurseries is under way, the sales reaching $40,000, which the receiver says, indicates that the company's financial danger point is passed.

Canadian Horticultural Association.

The twenty-second annual convention of the Canadian Horticultural Association, held at Toronto, Ont., August 12-14, an account of the first day's proceedings of which was given in our issue of August 16, page 192, was well attended by delegates from all parts of the Dominion with quite a representation from the United States and its closing marks one of the most interesting meetings of the organization.

The business session of the second day was devoted to the retailers who were honored with the presence of President J. F. Ammann and Secretary John Young of the Society of American Florists; Philip Breitmeyer, of Detroit, Mich., and Albert Pochelon, secretary of the Florists' Telegraph Delivery, also of that city. A motion was offered, and being duly carried, the Canadian Retail Florists' Association was formed with the following officers: George Geraghty, president; V. Mac Alpine, vice-president; S. A. McFadden, secretary; Mrs. P. Waters, treasurer. The executive committee is composed of George Dicks, F. McKenna, A. R. King, F. Smith, J. J. Higgins and Mrs. Hill. Messrs. Ammann, Young, Breitmeyer and Pochelon gave strong talks on the subjects of publicity and cooperation, which resulted in 35 subscriptions to the publicity fund and eight applications for membership in the F. T. D. The afternoon and evening were pleasantly spent in picnicking at Long Branch, where a supper was served, followed by dancing.

The feature of the third session was the address of Herman Simmers, who had for his topic, "Bulbs and Their Future," which brought out many interesting points in the bulb-growing industry, but the consensus of opinion was that this stock could not be produced as advantageously in America as in foreign countries, owing to the difference in labor costs and working hours. At the fourth session, H. J. Moore of Niagara Falls, Ont., presented a carefully compiled report on plant registration.

Officers for the following year were elected as follows: E. B. Hamilton, London, Ont., president; W. E. Grove, Hamilton, Ont., first vice-president; E. J. Hay, Brockville, Ont., second vice-president; H. J. Eddy, Montreal, Que., secretary-treasurer: Executives for three years, W. C. Hall, Montreal, and Sam Jordan, Peterboro, Ont.; for two years, H. J. Moore, Niagara Falls; for one year, V. McAlpine, Sudbury, Ont.

On Friday, the visitors were the guests of the local committee and enjoyed a trip to Queen Victoria park and Niagara Falls.

The trade exhibits proved an interesting attraction and many orders were reported placed for the various supplies.

A pleasing feature in connection with the annual banquet, which was held at the Prince George hotel, was the presentation to Retiring President Douglas of a handsome easy chair.

Mid-West Horticultural Exposition.

The Mid-West Horticultural Exposition, the chief object of which will be to stimulate the production throughout the state of Iowa of flowers, fruits and vegetables, will be held at Des Moines, November 11-14, under the auspices of the Iowa State Horticultural Society. In addition to the displays, there will be demonstrations and lectures on how

to increase production, preparing crops for shipment, etc. While competition in the exposition is open to the world, the premium list, however, includes only such products as can be grown or prepared in Iowa to compete with those offered in any other market.

Twenty-six thousand square feet of floor space in the Des Moines Coliseum will be devoted to the exposition. The schedule offering over $5,000 in prizes, now on the press, includes 117 classes for apples of almost every variety grown in the west, with divisions for barrels, boxes, baskets, trays and plates. As a further stimulus to apple production, a sweepstakes prize is offered in eight classes, doubling the premium and giving as well a ribbon for the distinction. A special feature will be one section devoted to edible nuts on plates with prizes for black and white walnuts, pecans, hickory nuts, American chestnuts and chestnut hybrids, hazelnuts, and a collection of each of the above. The vegetable display will be most extensive, the classes announced being as follows: Potatoes, open classes, including Early Ohio, Irish Cobbler, Rural New Yorker, Bliss Triumph, Green Mountain, Burbank and best display, seven classes; potatoes, open to Iowa growers only, Early Ohio, Irish Cobbler, Rural New Yorker, Bliss Triumph, Green Mountain and Burbank, six classes; sweet potatoes, red, yellow and white, five classes; onions, red, white and yellow, six classes; root crops, eight classes; greenhouse vegetables, six specimens in not less than six-inch pots, one plant to a pot; parsley, head lettuce, loose leaf lettuce, peppers, tomatoes, endive and spinach, one class; bunch vegetables, eight classes; green vegetables, ten classes; mushrooms, one class; dried garden herbs, one class, and three substantial prizes for the best displays of vegetables.

In Section D, devoted to flowers and plants, Arthur H. Smith, Boone, Ia, superintendent, there are 10 classes for chrysanthemum blooms, all colors, five for pompons, eight for roses, four for carnations. For chrysanthemums in pots, there are five classes in addition to prizes for collections to cover not less than 100 square feet, as well as collections of pompons, anemones and singles of not less than 15 plants. Decorative stock in pots arranged for effect to cover not less than 100 square feet will be a feature and palms and ferns will be represented.

Considerable space will be given over to entries of home canned and dried fruits and vegetables by individuals, boys' and girls' clubs and canning clubs.

Copies of the premium list and other desired information may be had upon application to Hon. Wesley Greene, secretary of the Iowa State Horticultural Society, Des Moines.

Providence, R. I.

DEMAND SUFFERS DECLINE.

There has been a decided falling off in business during the past week. The supply of asters and gladioli have exceeded requirements, causing a depression in prices and waste. The latter has been excellent stock and no fault could be found with the flowers. The best asters are still to come and there will be many late ones this season and from present indications they will be welcomed more than ever before. The rose supply continues limited and this condition helps to maintain prices. Cut flowers have a heavy call and summer business in this line offers some encouragement, even with a street car strike, now of two weeks' duration. The Premier roses grown locally are exceptionally fine, having both excellent color and splendid keeping quality. H. A. T.

St. Louis.

MARKET SHOWS LITTLE LIFE.

The market continues slow with a fair supply of stock. A few good gladioli are seen, but the majority are of poor quality. Roses are coming in better, among them quite a lot of new stock. Some very nice Prima Donna are seen, but the bulk of the supply is Russell. Tuberoses have been commanding a fair price this year in the absence of the usual big variety of stock. Asters have been a complete failure this year. Not a good aster deserving the name has been seen on this market. In greens, the market is well supplied. Smilax is the only exception, but within a few weeks the new cut should be in the market.

NOTES.

The August meeting of the florists' club was held at Wm. C. Smith's farm in St. Louis county. About 60 attended and had a fine time. The main business transacted was the election of the officers for the ensuing term, which resulted in A. H. Hummert being reelected as president; A. S. Cerny, vice-president; J. J. Benecke, secretary; Wm. C. Smith, treasurer, and Oscar Ruf, trustee for the three-year term. After the meeting, Mr. Smith invited the visitors to a lunch and refreshments. Everybody had a good time, and complimented the host on the fine condition of his stock in his greenhouses. He has some particularly fine cyclamens and begonias for the fall and winter trade.

The "Presidential Special" for Detroit got away as per schedule with about 30 florists and their families from this city. A number of out-of-town delegates met the local party and accompanied the St. Louisians.

L. Jules Bourdet's son, Andre, who has been in France for the last year and a half in the American army, returned home last week. Everybody in the trade was very glad to see him and joined his mother and dad in saying "Welcome Home." J. J. W.

Rochester, N. Y.

BUSINESS MAINTAINS GOOD BALANCE.

Business during the past few weeks may be said to have been fairly brisk, and there has been considerable funeral work. A few carnations have been received, but they are only fair in quality and very small in size. Asters, in lavender and white, are arriving and are good. Gladioli are used extensively, as they lend themselves well to work of almost any kind. Small quantities of rubrum and auratum lilies are seen. Roses, during the past week, have been scarce, most of the supply coming from the eastern markets.

FLORISTS' CLUB OUTING.

For the first time in a number of years, the florists held their annual picnic at Grand View Beach, more than 250 being in attendance, visitors being present from Lyons, Leroy, Pittsford, Brockport, Albion and other cities in the western part of the state. Under the direction of a caterer engaged for the occasion, an excellent luncheon was served. The feature of the sports programme was the ball game between the greenhouse force of J. M. Kelly and the store force of F. J. Keller, resulting in a score of 13 to 12 in favor of the former. There were also a number of other interesting and amusing athletic events.

NOTES.

Horace J. Head, now with George B. Hart, in the capacity of traveling salesman, has returned from a successful Canadian trip.

E. C. Armbrust and wife have returned from a pleasant sojourn to Mt. Monadnock and various points in New England.

CHESTER.

OBITUARY.

Charles Spengler.

Charles Spengler, 62 years old, for over 40 years well and favorably known in the trade of New York, died at his home there, August 11, after a lingering illness of a complication of diseases. His retail business was located at 342 Second avenue, and he had been in that neighborhood for a number of years. As a boy, he entered the business with the old firm of Hanft Brothers. Funeral services were held, August 14, interment being in the Lutheran cemetery, Middle Village. A widow and two sons survive him.

A. F. F.

William Amos.

William Amos, one of the founders of the Cut Flower Exchange in New York, died at his late residence, Amityville, L. I., August 17. He was about 70 years old. He was born in England, but had been in this country many years, having a range at Woodside, N. Y., from which he retired several years ago. A widow and five grandchildren survive.

A. F. F.

State Fairs.

The following is a list of coming state fairs with the names and addresses of the superintendents of the floricultural and horticultural departments as far as obtainable:

August 20-29, Des Moines—Iowa State Fair. Elmer Reeves, Waverly, superintendent of horticulture; Hon. Wesley Greene, State House, Des Moines, superintendent of floriculture.

August 25-29, Columbus—Ohio State Fair. N. E. Shaw, Columbus, secretary of agriculture.

August 30 - September 6, Hamline—Minnesota State Fair. J. V. Bailey, R. F. D. Dayton's Bluff station, St. Paul, superintendent of horticulture; LeRoy Cady, University Farm, St. Paul, superintendent of floriculture.

August 31 - September 5, Lincoln—Nebraska State Fair. C. G. Marshall, Arlington, superintendent of horticulture; B. R. B. Weber, Lincoln, superintendent of floriculture.

September 1-6, Indianapolis—Indiana State Fair. S. W. Taylor, Boonville, superintendent of horticulture and floriculture.

September 1-6, Wheeling—West Virginia State Fair.

September 9-12, Douglas—Wyoming State Fair. Ivan L. Hobson, Douglas, superintendent of horticulture and floriculture.

September 8-13, Louisville—Kentucky State Fair. Prof. H. R. Niswonger, Lexington, superintendent of horticulture; Wm. Rabe, Versailles, superintendent of floriculture.

September 8-13, Helena—Montana State Fair. A. L. Strausz, Missoula, superintendent of horticulture and floriculture.

September 8-13, Syracuse—New York State Fair. Chas. G. Porter, Albion, superintendent of horticulture; David Lumsden, College of Agriculture, Ithaca, superintendent of floriculture.

September 8-13, West Allis, Milwaukee—Wisconsin State Fair, N. A. Rasmussen, Oshkosh, superintendent of horticulture and floriculture.

September 9-12, White River Junction—Vermont State Fair. Dr. H. Stafford, Brattleboro, superintendent of horticulture.

September 13-20, Hutchinson—Kansas State Fair. O. F. Whitney, State Capitol, Topeka, superintendent of horticulture; Mrs. E. K. Pentz, Hutchinson, superintendent of floriculture.

September 15-19, Grand Rapids—West Michigan Fair. Allen B. Robinette, Grand Rapids, superintendent of horticulture.

September 8-13, Fallon.—Nevada State Fair. S. B. Doten, Reno, superintendent of horticulture; C. A. Norcross, Reno, superintendent of floriculture.

September 22-27, Salem.—Oregon State Fair. L. M. Graham, Forest Grove, superintendent of horticulture; C. B. Clancey, Salem, superintendent of floriculture.

September 23-27, Pueblo.—Colorado State Fair. J. N. Salter, Pueblo, superintendent of horticulture.

October 6-11, Richmond.—Virginia State Fair. W. C. Saunders, Mutual building, Richmond, superintendent of horticulture and floriculture.

October 27-31, Columbia.—South Carolina Agri. and Mech. Society State Fair. D. F. Efird, secretary, Columbia.

THE AMERICAN FLORIST

ESTABLISHED 1885.

Subscription, United States and Mexico, $1.50 a year; Canada $2.00; Europe and Countries in Postal Union, $2.50.

When sending us change of address always send the old address at the same time.

Advertising rates on application.

From the first issue THE AMERICAN FLORIST has accepted only trade advertisements.

Advertisements must reach us Tuesday (earlier if possible) as we go to press Wednesday.

We do not assume any responsibility for the opinions of our correspondents.

THE AMERICAN FLORIST,
440 S. Dearborn St., CHICAGO

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Personal.

Fred H. Howard, of Los Angeles, Calif., left Chicago, August 17, for Portland, Ore., where he will join President J. D. Eisele, of Henry A. Dreer, Inc., Philadelphia, Pa., enroute to California.

THE Detroit convention of the Society of American Florists has gone down into history as one of the best business meetings on record, with a very large and representative attendance.

Plant Quarantine No. 37.

IMPORTS FROM CONTIGUOUS COUNTRIES.

Importations of nursery stock, other plants and seeds from contiguous countries, the entry of which will not be attended by serious risk to the agriculture, horticulture, and floriculture of the United States, are permitted by an amendment to the plant quarantine act, according to an announcement by the United States department of agriculture. The amendment known as "No. 3 to regulations supplemental to Quarantine No. 37," is effective August 16, 1919. Under it, the secretary of agriculture may issue permits, when applications are made, authorizing the entry into the United States of such nursery stock, other plants and seeds when they are free from disease and insect pests, and it is known that their entry will not be attended by serious risk.

Importations under this new regulation are limited to specific classes of nursery stock, plants and seeds which can be considered as peculiar to such contiguous countries, and are not mere reproductions of imported stock from foreign countries, and which are not available in sufficient quantities in the United States. It does not apply to plants and seeds governed by special quarantines and other restrictive orders other than Quarantine No. 37, which is now in force. In addition to the certificate as to freedom of pests required in connection with all plant importations the invoice covering the material offered for entry under this regulation must be accompanied by a certificate of a duly authorized official of the country of origin, stating that the material has been produced or grown in the country from which it is proposed to be exported.

Belgian Window-Glass Industry.

Belgian window-glass factories did not, in general, suffer very much from the German occupation, and would have been able to operate very quickly after the armistice if there had not arisen very great difficulties in transportation, which brought about a shortage of food and raw materials, according to Consul Charles R. Nasmith, at Brussels.

The last of February and in March two factories started up, one of which uses the old process of glass blowing by hand, and the other produces by means of machines. The other Belgian factories are very anxious to begin operating, but they have had to deal with very great difficulties in regard to labor. The workmen demand not only very high wages but also certain new conditions under which they are to work—and it has been very difficult to come to an agreement. If an arrangement is made this will mean the lighting up of nine to 10 more ovens, with a monthly production of 12,000,000 to 13,000,000 square feet.

According to the last statistics, the average monthly production of the Belgian window-glass factories for the first seven months of 1914 was 20,000,000 to 25,000,000 square feet. The two factories which are operating at present are producing together about 2,000,000 square feet per month. The present cost price of the glass, compared with the price in 1914, is about four times as much. It is likely, however, that it will be lower later on.

Formaldehyde.

For approximately the past 10 years, THE AMERICAN FLORIST has been recommending the use of formaldehyde, in solution, for the better keeping of cut flowers, particularly in the hot summer months when stock such as asters and other flowers with soft stems and foliage will foul the water overnight. Health authorities will not permit the use of this drug in milk, which while it keeps it sweet, prevents fermentation and interferes with digestion when it is taken into the stomach.

Its action is the same, when used to prevent deterioration of foliage of cut flowers, three drops in a quart of water, keeping the stems and foliage sweet and clean for 48 hours. The best method of applying is by means of an ordinary dash bottle, which holds about a pint of water. To this add a teaspoon full of formaldehyde. A dash or two of this solution in a quart or two quart jar is sufficient. It has no apparent effect on the life or lasting qualities of the flower, but prevents fermentation or decay of the stems or foliage. In the hot weather, the fungus in the cutting bed or box of seedlings will sometimes carry them off in a night. The same formaldehyde solution, or about a tablespoonful to a gallon can of water, will check this at once, as it effectually prevents all forms of fungus growth. Formaldehyde is a stock article, and can be procured in small quantities at any drug store.

Department of Agriculture Year Book.

We are in receipt of the Yearbook of the United States department of agriculture for 1918, included in which, among other interesting features, are the following articles: "The Old and the New in Corn Culture," by H. Howard Biggar, bureau of plant industry; "The Place of Rye in American Agriculture," by Clyde E. Leighty, in charge of eastern wheat and rye investigations; "Some Effects of the War upon the Seed Industry of the United States," by W. A. Wheeler and G. C. Edler, bureau of markets; "Farm Woodlands and War," by Henry S. Graves, forest service; "How Weevils Get into Beans," by E. A. Back, bureau of entomology; "Sisal and Henequen as Binder-twine Fibers," by H. T. Edwards, bureau of plant industry; "The Commercial Apple Industry in the United States," by J. C. Folger, bureau of crop estimates; "Arable Land in the United States," by O. E. Baker and H. M. Strong, office of farm management; also lists of the agricultural colleges and experiment stations in the United States and names and addresses of state officers in charge of co-operative agricultural extension work.

German Trade.

Germany wants new trade outlets and has already been working toward that end, according to the Boston News Bureau. The advantage will be taken if possible, through American firms willing to lend their names and assistance to furthering the trade of German houses. Belief that their German identity would militate against them here has caused their representatives to endeavor to cover their movements. The loss of direct connections in this country through the activity of the alien property custodian and the seizure of property in Great Britain will take years to remove if it can ever be effected.

Wants, For Sale, Etc.

Small Type, 12 Cents Per Line, Each Insertion. Display, $1.50 Per Single Column Inch, Each Insertion. These prices are net, cash with order. For Plant Advs., See Ready Reference Section.

Where answers are to be mailed from this office enclose 10 cents extra to cover postage, etc.

Situation Wanted—As head gardener or superintendent of private place or institution. Middle aged; Scotch; best of reference as to character, habits and ability. Understand all branches of gardening; well up in landscape work. Expect good salary; no objection to distance. Address
Key 411, care American Florist.

For Sale—50 boxes greenhouse glass, 18 inches wide. A, double strength, $4.50. Address.
Key 413, care American Florist.

For Sale.—A retail establishment of 8,000 feet of glass; with store. Everything in first class condition. Address
Key 405, care American Florist.

For Sale—Two greenhouses, two acres of land with 80 bearing fruit trees and eight-room residence. $6,000; will pay for itself in three years. Retiring. **Wm. Kage, Petoskey, Mich.**

Situation Wanted

By good all-round grower: single, have 24 years experience. Address
Key 415, care American Florist.

Help Wanted

Gardener as foreman of private country place. Must have thorough knowledge of trees, shrubs and greenhouse work, and be able to handle men. Single or married. Apply stating terms.
Key 414, care American Florist.

Foreman Wanted

Working foreman. Must be first-class rose grower. Also capable of growing carnations, chrysanthemums and general stock. Steady position and good salary to the right man who can furnish the proper references. Address
Key 391, care American Florist.

Wanted for Country Place

Man and wife. Head working gardener; must understand flowers, shrubbery, lawns, vegetables and propagating house. Wife must be good plain cook; neat housekeeper. Owners occupy property May to October and employ their town servants during occupancy in addition to couple wanted, who are to remain on the property as caretakers.

First-class accommodations, with all modern improvements.

None others but first-class people, with references as to character and ability, need apply.

For further information, address
F. C. SOULE,
care Merrell-Soule Company. SYRACUSE, N. Y.

A RARE OPPORTUNITY

For One or Two Live Men.

A modern retail flower and seed store in the heart of Lowell, Massachusetts a thriving city of 120,000, requiring a force of five people and delivery truck and chauffeur, is offered for sale, together with 35 000 feet of glass, which supplies the store, well stocked and ready to continue where I leave off. The greenhouses are ideally located on the bank of the Merrimack river, between two cities, Lowell and Lawrence, two miles from Lowell and six miles from Lawrence, providing a good market between the two cities. This is an established business of thirty years' standing, and has grown steadily in size and reputation. The reason for my selling is ill health. Any man who understands will see that what I am offering is a life experience and an opportunity seldom offered.

J. J. McMANMON,
6 Prescott St., LOWELL, MASS.

HELP WANTED

AN ORCHID GROWER.

One that is competent to take charge of the growing of orchids. State experience, reference and salary expected.

W. J. & M. S. Vesey, Fort Wayne, Ind.

Partner Wanted

For Florist or Vegetable Growing.

A Western Pennsylvania florist, for health reasons, wants a partner, single preferred, to carry on the business on a share basis. No large amount of funds required, but unquestioned references as to honesty and ability. Address
Key 412, care American Florist.

Selected Boiler Tubes

Thoroughly cleaned inside and outside and trimmed.
All sizes. First-class condition.

Complete stock in New and Second-hand Pipe, Fittings, Valves, Boilers, Etc.

LEVINE & CO., 3738-46 South Halsted Street, Phone Boulevard 9354. **Chicago**

NURSERYMEN
FLORISTS AND SEEDSMEN

Headquarters for first-class help, furnished free of charge to employers. Tractor hands, teamsters, general men for farms, single and married, all nationalities.

Phone Main 5074

DIAMOND AGENCY

557 W. MADISON STREET, CHICAGO, ILL.

New Business

There are many new men in the trade and they want to know now where to

LOOK FOR STOCKS

The best way to tell them is by regular advertising in these columns.

The new conditions of business demand special effort on the part of those who have goods to sell.

AMERICAN FLORIST CO.

440 South Dearborn Street
CHICAGO

Jeanne d'Arc. M. Krelage. La Grange, Couronne d' Or.

PEONIES for FLORISTS

WE have an exceptionally large stock of our own growing, **Strictly true to name,** all in strong divisions, with from 2 to 5 eyes each. Varieties marked thus (*) are particularly suitable for Florists.

WHITE AND LIGHT SORTS.

	Each	Doz.	100
Albatre. Large, compact. Milk white center edged carmine	$0.50	$4.00	$30.00
Carnea Triumphans. Guards and crown pale pink, collar amber-white, fragrant, mid-season	.40	3.00	20.00
Charlemagne. Lilac-white with blush center; fragrant, free. Late, extra..	.40	3.00	20.00
***Couronne d'Or.** Snow-white, yellow reflex, very large. Late; a splendid long distance shipper	.50	3.60	25.00
***Duchess de Nemours** (Calot). Sulphur-white with greenish reflex, cup shape	.40	3.00	20.00
Duke of Wellington. Very large well formed sulphur-white bloom, stems very firm and long; fragrant	.40	3.00	20.00
***Festiva (Drop White).** Large, full, rose-shaped bloom, creamy white flecked with carmine	.45	3.60	25.00
***Festiva Maxima.** Flowers of immense size, 7 to 8 inches in diameter, snow-white with red blotches on edges of center petals	.40	3.60	22.50
Jeanne d'Arc. Soft pink, center sulphur-white and pale pink, very fragrant. Valuable for cut flowers	.40	3.00	20.00
La Tulipe. Delicate rose, fading to creamy white, tipped with carmine; very large bloom, late	.45	3.60	25.00
Madame Breon. Guards rosy-flesh, center creamy white, fading to pure white. Large long stem, fragrant, early	.40	3.00	20.00
***Madame de Verneville.** Guard petals sulphur-white, center delicate rose, one of the most desirable of the white Peonies for all purposes	.40	3.00	20.00
Marie Lemoine. Large, compact, pure white, cream white center, carmine tips. Fragrant	.40	3.00	20.00
***Queen Victoria.** White, center petals tipped carmine, large, full bloom; one of the best cut flower sorts, early	.30	2.40	15.00

LIGHT AND DARK PINK AND ROSE.

***Alexander Dumas.** Light violet-rose, of medium size. A creamy white collar of narrow petals mingled with the white outer petals. A fine cut flower variety and a good producer. Early	.40	3.60	25.00
***Eugenie Verdier.** Delicate flesh pink, very tall, free and very beautiful. Midseason	$0.50	$4.00	$30.00
Faust. Delicate flesh with a dark center. Midseason	.40	3.00	20.00
***Kohinoor.** Shell pink, very free, splendid cut flower sort. Midseason.	.40	3.00	20.00
Madame Forel. Immense, compact, ball-shaped bloom. Clear deep rose. Strong stems, very fragrant. Late..	.40	3.60	25.00
***Marguerite Gerard.** Large, compact, semi-rose developing into a crown with stamens. Very pale hydrangea pink, fading to nearly white, central petals flecked dark carmine. Late..	.70	7.00	50.00
***M. Jules Elie.** Very large globular flowers with broad imbricated petals, glossy pink, silver reflex. Fragrant	.60	6.00	40.00
***Souv. de G. Calot.** Large satiny bloom, pink; splendid cut flower	.40	3.60	25.00
Souv. de L'Exp. Universelle. Brilliant rose. One of the finest	.40	3.60	25.00

RED AND CRIMSON.

***Felix Crousse.** One of the best red sorts, large double ball-shaped flowers. Free bloomer	.50	4.00	30.00
Gloire de Douai. Immense, glowing, deep crimson	.40	3.00	25.00
***La Grange.** Very desirable on account of its striking red color, heavy stem, and large double flowers	.45	4.00	30.00
Louis van Houtte. Deep carmine-rose tipped silver, with fiery reflex. Semi-rose type. Fragrant	.25	2.40	15.00
M. Martin Cahuzac. Medium sized, globular, semi-rose type. Dark purple garnet with black reflex. The darkest peony known. Strong, vigorous grower. Free bloomer. Midseason	2.25		
M. Krelage. Large compact, dark solferino red with silvery tips; strong, upright, free bloomer	.40	3.60	25.00
***Officinalis Rubra Plena.** This is the old fashioned red; the most brilliant of all reds	.40	3.00	25.00

UNNAMED PEONIES.

Divided Roots of from 2 to 5 eyes.	Doz.	100
Double White and Pink	$1.80	$14.00
Double Red	2.40	15.00
Double Mixed, two to five eyes	1.75	12.00

PEONIES IN CASE LOTS.

For several years we have sold specially packed cases. The roots are young and each has 2 to 5 eyes. These cases contain 75 double white, 75 double pink and 50 double red, each color separate—200 roots in all.

Price, Case for $25.00. We cannot divide cases.

NURSERIES: Western Springs, Ill. **VAUGHAN'S SEED STORE,** CHICAGO NEW YORK

Louisville, Ky.

The Kentucky Society of Florists will offer a silver cup for the amateur that wins the greatest number of first prizes at the flower shows at the Liberty Insurance bank building during the present season.

Quite a number from this city are attending the Detroit convention, among others, Anders Rasmussen, H. G. Walker, William Mann, Henry Fuchs and Joseph Able.

Bryant & Brady have torn down their range and disposed of the material.

H. G. W.

LEWISTON, ME.—Ernest Saunders has purchased the property on Lisbon street which he has occupied for his store.

PORTLAND, ORE.—Crout & Wilson are adding one house, 30x100 feet, which will give them one of the largest glass areas in this vicinity.

CARRY ON

THE Detroit Convention was a great success, and every one anticipates a prosperous year. The prosperity of the season just passed will come again on condition that every one in the game will

CARRY ON

We have made added preparations for a larger supply of "Flowers of Superior Quality."

Start right. Use the nation's most expressive flowers.

Price List sent on request.

Poehlmann Brothers Company
66-74 East Randolph Street,
Chicago, U. S. A.

The Largest Growers of Flowers in the World

WE ARE CUTTING AN EXTRA

Heavy Supply of Roses

SUMMER ROSES OUR SPECIALTY

BUY DIRECT FROM THE GROWER.

We Are Rose Specialists and Are Cutting from 245 000 Rose Plants. We Are Now Cutting Russells from 60,000 Plants. The best Roses now are **Columbia, Russells, Hoosier Beauties, Ophelia, Sunburst** and **White Killarneys.** These are all our own growth, guaranteed fresh cut and packed to arrive in good condition.

BARGAIN PRICE LIST

RUSSELLS and COLUMBIA
at the following bargain prices:

Long	per 100,	$10.00 to $12.00
Medium	per 100,	6.00 to 8.00
Short	per 100,	3.00 to 4.00

ASSORTED ROSES—Our Selection
In lots of 300 or more; all choice, fresh cut stock.

Short lengths	at the rate of $25.00 per 1000
Medium lengths	at the rate of 50.00 per 1000

When ordering, please state grade wanted.

Gladioli and **Asters** at market prices
New Fancy Ferns.....per 1000, $2.00
Adiantum.....per 100, $1.00
Galax, bronze.....per 1000, 2.00
Asp. Sprays...per 100, $2.50 to $3.00
Sprengeri.....per 100, 2.00 to 3.00

All seasonable flowers not grown by us will be procured for our customers. A trial order solicited.

In buying direct from the grower you are assured of fresh stock at all times and the most even run of quality possible.
NOTICE—We close at 5 o'clock week days and all day Sunday. Week Days 8 A. M. until 5 P. M.

BASSETT & WASHBURN

LONG DISTANCE PHONE:
CENTRAL 1457.

OFFICE AND STORE
178 N. Wabash Ave., CHICAGO, ILL.

Greenhouses: Hinsdale, Ill., and Greggs Station, Ill.

Chicago.

STOCK IS IN GOOD SUPPLY.

Stock is in good supply, but business the past week has not been as brisk as it might be, although it compares favorably with that of the same period of last year. Gladioli are in heavy supply and in good demand at all times. Practically all the stores are featuring them in quantity, and while most of the stock shows the effect of the hot weather, there is a certain amount of very good flowers, especially in some varieties. Asters are seen at some of the stores in quantity, and are moving well, especially in the better grades, which command high prices. American Beauty roses continue to clean up well each day at high summer figures. Mrs. Charles Russell and Columbia are selling nicely, and there is a good call for Sunburst and Killarney Brilliant. Roses in general are in fair supply, and are reaching the market in fairly good condition. Gypsophila is practically sold out and more could be used to good advantage in this market. Some of the supply houses bought heavily in this line this year, which cleaned up both the local supply, and that which reached here from Colorado this season. Lilies are in short supply. Daisies, calendulas, snapdragons, cornflowers, milkweed, pond lilies and other miscellaneous stock is to be had. There were many visitors in the wholesale market this week, most of whom were on their way to the Detroit convention, consequently the supply houses were quite busy and booked some good orders. Vacations are in order everywhere, but at the same time everyone is busy making preparations for the fall trade.

NOTES.

Herbert A. Clausen, of the America Flower Shop, Denver, Colo., spent several days here this week on business, and then left with the local delegation for Detroit to attend the S. A. F. convention. He will visit several of the large eastern markets after the convention, and will stop off here on his way home. He called on his old friend, T. D. Long, at Vaughan's Seed Store, and of course, the two old "Denverites" had a pleasant visit. Mr. Clausen learned, while talking with E. F. Winterson, that he used to work in Denver in his younger days.

J. H. McGorrish, who is opening a new store under the name of the Art Floral Co., Des Moines, Ia., at 515 Grand avenue, was a visitor this week. He is a graduate of the Culver Military Academy, Culver, Ind., and had a pleasant visit with John Poehlmann, who also received his diploma from the same school.

The Bohannon Floral Co. had the order for the Plamondon wedding last week, which included a large church decoration. Mr. Bohannon and wife left this week for a visit in California.

The Bergman-Koropp Co., manufacturers of artificial foliage, are located at 4553 Elston avenue. This firm was one of the exhibitors at the Detroit convention this week.

Miss Nettie Parker, secretary of A. T. Pyfer & Co., arrived home from a trip to Yellowstone Park in time to join the local delegation to the Detroit convention.

A. T. PYFER & CO.

WHOLESALE FLORISTS

164 North Wabash Avenue. CHICAGO

Wm. Tonner Wholesale Florists
Dealers in Supplies Chicago Ill.
30 East Randolph Street.

Percy Jones
INC.
Wholesale Florists
30 E. Randolph St., CHICAGO ILL.

John Reardon, of the agricultural experiment station at Ames, Ia., called upon a number of his old friends here last week.

Fred Krauss, better known as "Mickey," of the E. F. Winterson Co., is enjoying a two weeks' vacation.

Herbert Hansen, of the Peter Reinberg force, is back from a pleasant vacation spent in Michigan.

Miss Zandra Anderson, with the John Kruchten Co., is spending her vacation in the east.

Dick Rolston, with Knoble Bros., Cleveland, O., is visiting old acquaintances here.

The Chicago Flower Growers Association

WHOLESALE GROWERS of CUT FLOWERS and PLANTS

182 North Wabash Avenue L. D. Phone, Randolph 631 CHICAGO

"WE HAVE IT"

If it is obtainable in the Great Chicago Market—
Everything in Cut Flowers and Greens.

GET ACQUAINTED WITH

Chicago's Leading, Most Modern, Livest, Progressive and Centrally Located Wholesale Cut Flower House

Make arrangements with us now for your fall and winter supply. You cannot possibly do any better elsewhere.

Fine Supply of Roses

Order what you need from us

RUSSELL
$5.00 to $15.00 per 100.

COLUMBIA
$6.00 to $15.00 per 100.

Killarney, White Killarney, Killarney Brilliant, Milady, My Maryland, Ophelia, Sunburst and Champ Weiland.
$3.00 to $8.00 per 100.

Complete Line of GREENS at Market Prices.

PETER REINBERG

Wholesale Florist

30 East Randolph St., LONG DISTANCE PHONES CENTRAL 601 and 2846 **CHICAGO**

The secret of successful merchandising is continually supplying your customers with quality stock at the right prices. Our stock will always please your trade.

JOSEPH FOERSTER CO.

WHOLESALE FLORISTS

160 N. Wabash Avenue, CHICAGO, ILL.

WIETOR BROS.

WHOLESALE FLORISTS

30 East Randolph St., L. D. Phone Randolph 2081 CHICAGO

J. L. Raske is comfortably settled in his new store at 176 West Jackson boulevard, which is a great improvement over the old stand a few doors east. Everything has been arranged to render service, and it is a pleasure to find a place so laid out that not a minute is lost in the filling of an order. Mr. Raske has Duncan Robertson with him, who needs no introduction to the local trade, owing to his past record in this city.

Charles Drissler, with Wietor Bros., received a letter from Charlie Kohn, who was with the American troops overseas but returned some time ago and has been in an eastern hospital several months. He is taking up a special course in landscape gardening at the expense of the government and has the best wishes of all his friends here for every success in his new undertaking.

Kennicott Bros. Co. is showing some of the finest outdoor asters that have reached this market this season, and are bringing $7 per 100 in the best grade. The grower that is shipping them in is using the overhead irrigating system, which is certainly proving to be worth while this season when one considers the low prices most of the stock has averaged so far.

The Chicago Flower Growers' Association is supplying its trade with some fine pink gladioli, which reached here from northern Michigan. No one at the place seems to know what particular variety it is, but it is worth investigating.

Zech & Mann report business as brisk with a strong demand for gladioli, which are arriving in good supply at this establishment. Roses are more plentiful here, with Mrs. Chas. Russell and Columbia having a good call.

Geo. A. Kuhl, of Pekin, who has been at the Presbyterian hospital, expects to return home this week. Mr. Kuhl greatly regretted his inability to attend the convention this year.

CUT TUBEROSES

FOR IMMEDIATE SHIPMENT

Write, wire or phone.

IMPERIAL GARDENS, Sugar Land, Texas

Mention the American Florist when writing

Phil Schupp, of the J. A. Budlong Co., and Peter Duris, of the Central Floral Co., decided to attend the convention at the last moment, leaving Tuesday noon, August 19.

The shipping trade has been good right along at A. L. Vaughan & Co.'s store and the local demand has been as good as can be expected and much better than last season.

O. A. & L. A. Tonner are giving their establishment a new dress of white paint. Henry Arnold is doing the decorating and is making a mighty nice job of it.

The Joseph Foerster Co. is pleasing its trade with some especially well-grown gladioli, particularly Schwaben, which are certainly fine.

Herbert Hansen is back on the job at Peter Reinberg's store after a pleasant vacation in Michigan.

Andrew McAdams is at St. Luke's hospital, recovering from the effects of a serious operation.

Miss Franc Hancock arrived home this week from the east.

BASKETS

Write for Catalog Now.

RAEDLEIN BASKET CO.

713 Milwaukee Ave., CHICAGO, ILL.

Mention the American Florist when writing

Visitors: Richard Lutey, of the Ironwood Greenhouses, Ironwood, Mich.; Frank Stuppy and Tom Best, St. Joseph, Mo.; A. E. Turner, Mosinee, Wis.; R. C. Kerr, Houston, Tex.; B. Juergens, Peoria; Henry Kusik, Kansas City, Mo.; C. E. Schafer, La Crosse, Wis.; James S. Wilson, Des Moines, Ia.; Morris Le Vine, New York; Harry Papworth, of the Metairie Ridge Nursery Co., Ltd., New Orleans, La.; J. J. Hess, Omaha, Neb.; Harry Hoffman, Jacksonville; Roy Kemble, Oskaloosa, Ia.; Allan Strauss, New York.

A. L. VAUGHAN & Co.
NOT INC.
PHONES:
CENTRAL 2571 - AUTOMATIC 48-734 - CENTRAL 2572
161 North Wabash Ave. Chicago

Roses - Asters - Gladioli

IN QUANTITY

Complete Line of Other Seasonable Stock

Get the best. Place your order with us. Great care is taken in the execution of every order, so that all stock will reach you in the best possible salable condition.

We also have a Complete Line of Greens

San Francisco.

BEST SUMMER DEMAND IN YEARS.

Trade is in much better shape just now than it has been for many years at the corresponding season. There seems to have been only a slight let up in the buying by the public. In former years, summer months have always been looked upon as a lean period for the grower and retailer, but it does not hold good this year as nearly all the stores find plenty to do right along. The florists' windows are beginning to take on a touch of autumn with the large displays of chrysanthemums and asters. Chrysanthemums are coming along rapidly, and now may be had in yellow, white and pink. Golden Glow is improving in quality every day, and is to be seen everywhere. They bring $2.00 per dozen. Early Frost is much in demand, but as yet, the supply is somewhat limited. There is also a pink variety coming in, but is in short supply. Asters have come along with a great rush, and have dropped considerably in price. White and pink are the best sellers. Light lavender is also in demand. The purple and rose colors move slowly, the public apparently not being interested in these shades. The supply of roses is fair. There are none too many of the better grade arriving. Quite a lot of the stock is mildewed and is hard to dispose of, except for funeral work. There are no Russells at present. Some extra nice Hadley is seen, and is a good seller. Of the other varieties, Columbia and Ophelia move best. Cecile Brunner is again in short supply. Mrs. Aaron Ward is also quite scarce. The gladioli supply still keeps up. Good stock retails at from $1.25 to $1.50 per dozen. Sweet peas are still to be seen, and nearly all of the stock being handled now is first class, the stem and color being good for so late in the season. The light colors move best. There are no cattleyas or other orchids of any kind to be had. Many inquiries for this stock are received every day. Gardenias are beginning to arrive a little more freely now, and it is not expected that this item will be in short supply again. Snapdragons are rapidly going off crop. There is a plentiful supply of dahlias in all grades, but it is only first class stock that finds a market. The street peddlers are handling the bulk of the cut. Zinnias are coming along slowly, and are being largely used in decorative work. The supply of carnations is beginning to shorten up, and until the new crop comes along, they will not be so plentiful as heretofore. All outdoor stock is in ample supply. Pot grown celosias are much in favor at present, owing to the excellent quality offered.

NOTES.

A very interesting flower show was held by the California State Floral Society, August 8, at Yosemite hall on Golden Gate avenue. The room was crowded during the day and evening to see the fine display of dahlias and other seasonable stock that was placed on exhibition. It must be said that the quality of the dahlias shown was extra good. A very comprehensive display of perennials was also staged. No admittance fee was charged and the expense of the show was borne by the society.

The stock of nephrolepis and other foliage plants at the Ferneries, of which H. Plath is the proprietor, is all in great condition. Mr. Plath also has a fine lot of primulas coming along for the holidays. It is also worthy to note here, that he is the only grower in the trade in this neighborhood who allows his employes a half holiday on Saturday. Since putting this rule into effect, he finds that his employes work better, and are more contended and he

A Sales Report

should be a proof of prices for which a Grower's products are sold.

To be satisfied on the OLD PLAN OF SALES ACCOUNTING, just because a feeling of satisfaction does not mean anything to a Grower and is the principal cause of "Much Shifting" among growers. Our SALES REPORT is a real reason for a Grower to be kept SATISFIED.—

SATISFACTION with the OLD PLAN is only Satisfaction—not PROOF.—

YOUR
FOUNDED BY FLINT KENNICOTT
1st
PROTECTION

KENNICOTT BROS. CO.
CHICAGO
"Under Grower's Supervision"
and
"TRUE TO NAME"

HAVE YOUR CUSTOMERS

Say it With Budlong's Flowers

The Kind that are bound to give satisfaction.

A WORD TO THE WISE—Try Our Stock and Satisfy Yourself on This Score.

We Have as Fine a Lot of Summer Roses of Every Variety

as is coming to this market. We carry a **Complete Line of Roses.** We are exceptionally strong on **Double White Killarney,** the only White Killarney that stays "white" during the hot summer months **Once used, you will want no other.**

Gladioli **of Quality Stock,** all colors, at reasonable prices.

Asters Heavy supply of **White, Pink, Purple** and **Lavender** of the **large, showy kind** also plenty of the commoner sorts.

Choice Stock of Daisies, Calendulas. Candytuft, Feverfew, Snapdragons, Cornflowers, Gypsophila and all other Seasonable Stock.

HARRISII LILIES are scarce but we can supply RUBRUM and ALBUM.

DON'T FORGET US ON GREENS, AS WE HAVE

ASPARAGUS, SPRENGERI, FERNS. ADIANTUM, GALAX.

If you want good stock and good treatment, buy of Chicago's most up-to-date and best-located Wholesale Cut Flower House.

J. A. Budlong Co.

Quality Speaks Louder Than Prices.

Wholesale Cut Flowers and Greens

184-186 North Wabash Ave., Corner Lake St., CHICAGO

Roses, Valley and Carnations

Our Specialty

Prices As Low As Others.

SHIPPING ORDERS GIVEN CAREFUL ATTENTION.

WE ARE CLOSED ALL DAY SUNDAY.

We are in daily touch with market conditions, and when a decline takes place you can rely upon orders sent us receiving such benefits.

is much pleased with the results obtained.

Enomoto Bros. have a large acreage devoted to chrysanthemums again this season. They are now cutting Golden Glow. They have also a large collection of pompons growing at this nursery. Their carnations are coming along rapidly, and they expect to have a large cut shortly from the new crop. They feel confident that the shipping trade will be a success again this fall, as far as chrysanthemums are concerned.

Domoto Bros.' range of glass is fast getting into shape for the coming season's trade. The large rose houses are making a fine showing now, and all the newly planted stock is making excellent growth. They are giving all the new eastern varieties a trial. Their nursery stock all looks to be in first class shape. They have a fine collection of Japanese plants in all varieties.

Nels Peterson, proprietor of the Peninsula Nursery, is sending in a cut of carnations that would be hard to excel anywhere. This grower's stock always commands a premium in this market. As a grower, Mr. Peterson has few equals in this vicinity. He has quite a few novelties, which he is trying out this season. All of his cut is disposed of in this city.

Julius Eppstein, proprietor of the St. Francis Hotel Flower Shop, has had a busy week with decorations. He says his trade has been greatly hampered by the scarcity of orchids. This flower is one of his leading specialities, of which he handles great quantities. He is looking forward to a busy season, and is arranging to handle it all in an expeditious manner.

The Charles C. Navlet Company is making attractive window displays of new dahlias at their Market street store. Mr. Navlet has been on a visit to the various seed growers in the state. He also expects to do a heavy plant trade this season, and has contracted for a large supply of both fruit and ornamental trees.

The Western Evergreen Co. has a large force busy just now getting their fall supply in shape. They have a number of men gathering decorative greens in the woods all the year round. Their shipping trade has reached large proportions, owing to the fact that they are always striving to please their customers.

Arnold Belli, of the Art Floral Company, has returned from a vacation spent among the Sante Cruz mountains. While there, he paid a visit to all the prominent gladiolus growers, and was greatly impressed by the large proportions this business has assumed near that city.

The Francis Floral Co. says they are much pleased over the way trade has kept up this summer. They have been busy right along with decorative work. They are showing some extra good chrysanthemums this week, and report an active demand for all the stock they can get.

H. Kooyman says the demand for florist supplies from out of town has been a great help this summer. He is quite satisfied with his bulb trade, especially the fall freezia end of it, which he says was extra good.

William Kettlewell, of Burlingame, is making a beautiful showing of his new dahlias this season. They are doing so well that he is in hopes of making a display of them at the dahlia show next month.

J. Kruse, of Piedmont, is sending in a fine cut of Cecile Brunner roses and adiantum. He will have his range in first class shape again this season, as he has now developed an adequate water supply.

Shibuya & Tchida are sending in a nice cut of early pink chrysanthemums. They have many thousands of plants under cloth houses, all of which are in the best of shape. JAMES T. LYNCH.

Toledo.

DEMAND SHOWS BETTER CONDITION.

Summer business this year just about equalled that of 1918. There has been a very light call for funeral work with a rush now and then. During the past week, however, trade showed some indications of picking up, and there was quite a demand in this line. There is considerable influenza here now, but as yet it has not developed into the more violent kind that caused so many deaths last fall. Although health au-

YOU CAN ALWAYS RELY UPON US FOR YOUR SUPPLY OF

CUT FLOWERS

Remember when ordering that our line is so complete that it includes every item offered in the Great Chicago Market.

ZECH & MANN

30 E. Randolph St.

CHICAGO

Long Distance Phones { Central 3283 Central 3284

Our Offerings Include:

ROSES.

COLUMBIA

RUSSELL

White Killarney

Pink Killarney

Milady Sunburst

Killarney Brilliant

Ward Ophelia

MINIATURE ROSES

Cecile Brunner

CARNATIONS

MISCELLANEOUS

ASTERS

Valley Cattleyas

Calendulas

GLADIOLI

GREENS.

Plumosus Sprengeri

Galax, bronze. Galax, green

Ferns

Adiantum Smilax

Mexican Ivy

Boxwood Leucothoe

thorities predict that this dreaded disease will come back, florists here would rather not see it do so, no matter how much business would result. Despite the extremely hot weather, the market has held up well and the quality of the flowers that came in was excellent. As usual, the variety was not great. For some weeks, this city has had an adequate and excellent supply of gladioli, which are bringing good prices. Asters are now coming in and are of fair quality. The supply is none too great, however. Roses have been scarce at times, but on the whole there have been sufficient to supply the light call. Shasta daisies and other summer flowers are being used to help fill in. Retail florists, with whom the writer has conversed lately, are all optimistic, and look for a continuance of good business this fall and winter.

NOTES.

The retail florists' association held its mid-summer meeting at the flower shop of S. N. Peck on Superior street. Due to the hot weather, the attendance was rather light, but made up in enthusiasm. In the absence of President Helen Patten, who is on her vacation, Treasurer S. N. Peck presided. The S. A. F. convention was the principal topic for discussion, and all present seemed anxious to attend. The present inquiry into profiteering was discussed as to any possible relation it might have to florists, but there has never been any price-fixing in this city. Ways and means of creating more interest in the organization were discussed, and a campaign for members will be inaugurated in September.

This has been clean-up week at Schramm Brothers, in which every member of the organization jumped in to systematize stock rooms, clean up the office, and in general, brighten things up for the fall trade. The large sign that fronts this establishment, has been repainted. Frank Schramm and Albert Lehmann have returned from a northern trip, and George Schramm, manager of the retail department, leaves this week for Traverse City. Business has been fair. Frank M. Schramm will attend the S. A. F. convention from beginning to end.

Tom Magee, of the Scottwood Greenhouse, has returned from his vacation in northern Michigan, much recuperated. This was practically his first outing in 26 years, and Tom enjoyed the experience so much that he plans to go back north during the latter part of September.

A miniature electric fountain, artistically surrounded with beautiful roses, is used with good effect in the present display in the window of Mrs. J. B. Freeman. Business has been quite lively at this store during the past week.

Miss Helen Patten, president of the local club, has a cottage on the bay shore, where she spends most of her evenings during the summer.

A. C. K.

Cincinnati.

MODERATE SUMMER BUSINESS.

Business is fair for the time of the year, but is not brisk enough to take up everything that comes into the market. Green goods, generally, however, and cut ferns in particular, are meeting with a heavy demand. Roses are in fair supply, and when fancy, sell fairly well. Asters are plentiful, but the choice offerings are somewhat limited in quantity. A good supply of gladioli is available. Other offerings are rubrum lilies and snapdragons.

NOTES.

Cupid was busy among the local florists last week. Miss Clare Murphy, of the William Murphy Company, was married to Lloyd Barnes, of Wyoming, at Cedarville, Mich. After the ceremony the couple started on a six months' auto honeymoon trip. Frank Volz was married to Miss Dorothy E. Brown, of this city, while Al Horning married a young lady from Covington, Ky.

Wm. Mayhall and wife are the proud parents of a baby boy born August 15. He has been named after his grandfather, Edmund Gillett Mayhall. Both the mother and the baby are getting along splendidly.

C. E. Critchell has been having an extraordinary demand for ferns for this time of the year.

H. J. Vanderhorst and his son were in this city on a buying expedition this week.

H.

Columbus, O.

GLADIOLI SWAMP THE MARKET.

The trade is fairly swamped under the abundance of gladioli, which are now in evidence in all varieties and colors. Some of the florists are advertising bargain prices to reduce the congestion, offerings being as low as $1.00. Asters are also in good quantity and share with gladioli the prominence of being used for about every purpose. Marigolds and other garden flowers only supply the place of fill-ins for funeral work and general decorative use. Roses are in fair supply, but demand for hothouse stock is at low ebb at this time of year. Business is dull. Inquiries among the trade disclose a very sanguine state of mind with respect to fall and winter business. Purchases of fancy baskets, crockery and other sundries have been unusually large.

NOTE.

H. W. Kropp, owner of the Cottage Rose Garden and the Neil Floral Shop, returned August 15 from a three week's trip to Yellowstone park and other points in Colorado. He was accompanied by Mrs. Kropp. A stop of a few days was made in Chicago to look over the market and place orders.

J.

CINCINNATI, O. — Charles Gruener, age 42, a gardener, as a result of domestic trouble killed his wife, stepson and himself, August 13.

ERNE & COMPANY
—WHOLESALE FLORISTS—
30 E. Randolph Street, L. D. Phone, Randolph 6578. CHICAGO, ILL.
Mention the American Florist when writing

E. F. Winterson Co.
166 North Wabash Avenue, L. D. Phone Central 6004. CHICAGO
We carry the year round the best Wild Smilax, Fancy Ferns, Galax and Huckleberry. Try us on your regular orders.
Mention the American Florist when writing

Boston.

BUSINESS EXCEEDS THAT OF 1918.

Trade during the present summer, showed considerable gain over the corresponding period last year, and all indications point to a fine fall demand. Gladioli and asters are at present flooding the market and move slowly. There is not an overabundance of salable flowers, with roses limited in supply and not the best in quality. Cosmos is good and sells readily. Sweet peas are very poor. Rubrum lilies are quite plentiful at $10 per 100.

NOTES.

A. Leuthy has a fine, healthy looking stock of palms and dracænas, in addition to ferns, for the fall trade and reports demand better than in previous years.

Welch Bros. Co. has enjoyed a splendid summer trade, and good sized shipments of florist supplies are now being received.

A. A. Pembroke has finished re-loaming his houses and has started his carnation plants, which are looking better than ever.

Gills Bros., of Lynn, report a good crop of cyclamens, begonias and ferns coming on for fall.

Henry M. Robinson & Co., have a busy establishment these days.

S. K. G.

Baltimore.

TRADE CONDITIONS CONTINUE UNCHANGED.

The market during the past week proved uninteresting. Shipments were small and the quality in general poor. Asters have become more plentiful and are the principal item in the limited demand. There is no glut, however, unless it may be said to be in inferior roses. The steady stream of transient trade is no more and the retailers have plenty of time to prepare for fall business. There have been some good crested ferns seen lately which have worked in splendidly for funeral arrangements.

NOTES.

Charles R. Jones, superintendent of Druid Hill park, has two beds of chrysanthemums in fine condition. They are solely for the use of the city and are a great credit to the grower. Mr. Jones is responsible for the bulk of the stock furnished to make the parks and squares in this city among the most attractive in the United States.

In addition to those previous mentioned, the following are attending the S. A. F. convention at Detroit. Mich., this week: Fred Bauer, Isaac Moss and Andrew Anderson, accompanied by their wives: E. Stevenson and Miss Stevenson.

Fred Bauer, of Govans, has made extensive improvements at his range. With the aid of his two able assistants Charles Wagner and Colin Campbell, he produces large quantities of fine pot plants.

John Halliday, formerly of the firm of Halliday Bros., has retired from the florist business and is now a successful insurance man.

The president of the florists' club has sent out notices that the main topic of discussion at the next meeting will be that of coal.

Isaac H. Moss is increasing his retail capacity and has made quite an improvement in his office. G., JR.

Kansas City, Mo.

RAIN ENDS LONG DROUGHT.

This city and vicinity has enjoyed relief from the long drought as the result of three very heavy rains and some hail, but not serious enough to cause any damage. On August 15, there was recorded the heaviest dew for this month in many years. Gladioli are now the leaders in cut flowers and wholesale at from eight to 12 cents. In roses, Ophelia and Russell are showing improvement. Asters are still very poor and do not move well, owing to the smallness of the flowers, although there is some good home-grown stock. This supply is limited, however.

NOTES.

H. Kusik & Co. report stock more plentiful, especially roses, gladioli and asters. Henry Kusik left for Chicago, August 15, where he will spend a few days, after which he will attend the S. A. F. convention at Detroit, Mich.

William L. Rock and wife and Mrs. Simpson are motoring through the lake country and the north and will be absent about six weeks. Walter Oberg of the Rock forces is now enjoying his vacation.

Miss Elizabeth Hayden is back after spending an enjoyable vacation in the north. Miss Mary Hayden has left for an extended trip around the lakes and other places of interest.

John Klauss, of Greenwood, Mo., and Bernard Barbe, of this city, left, August 14, for an auto trip to Chicago, from which point they expect to make the trip to Detroit by boat.

P. A. Sexton is glad to report the arrival home safe of his son, Levi, on the day that "Dad" had a birthday. Levi has been with the armed forces in France.

Arthur Newell has received a message from Fred Hurst, that he is on his way to the United States after service in France.

T. J. Noll & Co. have had fine business and have handled good home-grown stock of gladioli, roses and asters.

A. Mohr reports everything at his establishment in good shape and expects good returns the coming season.

August Luther has his range in fine shape and reports excellent summer business.

Visitor: George Rye, "Some Florist," Fort Smith, Ark.

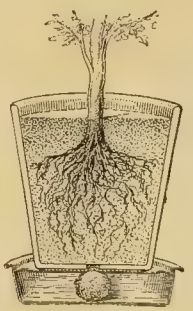
E. J. B.

The Meyer Florist Thread

Comes put up 16 oz. of actual thread to the lb., 2 oz. to the spool. Compare our thread with any other you are using and you will see a vast difference in the quality as well as the price and yardage of each spool. Manufactured by the

JOHN C. MEYER FLORIST THREAD WORKS,
1500 Middlesex Street, LOWELL, MASS.
Mention the American Florist when writing

Sell More Potted Plants



You can easily double your plant trade by showing your customers how easy it is to grow potted plants with a

Little Wonder Plant Irrigator

They keep your plants watered just right. Wholesale price, $20.00 per 100.

If your supply house does not carry them send us their name with your order.

Sample by mail, 35c

The Wonder Plant Irrigator Co.
2544 N. Clark St., CHICAGO
Mention the American Florist when writing

John Kruchten Co.

30 East Randolph Street, WHOLESALE FLORISTS L. D. Phone Central 8016-8017. CHICAGO, ILL.

Mention the American Florist when writing

E. C. AMLING CO.

The Largest, Best Equipped, Most Centrally Located

WHOLESALE

CUT FLOWER HOUSE

IN CHICAGO

169-75 N. Wabash Ave., CHICAGO

L. D. Phones

CENTRAL 1977 and 1978

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MILLER & MUSSER

Wholesale Florists

179-181-183 North Wabash Avenue, CHICAGO

Mention the American Florist when writing

A. L. Randall Co.,

Wabash Ave. and Lake St., CHICAGO, ILL.

Wholesale Cut Flowers, Florists' Supplies.

Mention the American Florist when writing

WEILAND-RISCH CO.

FLOWER GROWERS

TELEPHONE CENTRAL 879 154 N. WABASH AVE. CHICAGO ILLINOIS

Mention the American Florist when writing

George Reinberg

WHOLESALE FLORIST

Extra fancy Ophelia, Sunburst, Columbia, Russell, Milady, White Killarney and Killarney Brilliant Roses. All orders given prompt attention. Try us.

162 N. Wabash Av., CHICAGO

Cards For All Occasions

Labels, Stickers, Seals, Tags. Printing for Florists.

THE JOHN HENRY CO.

LANSING, MICH.

Mention the American Florist when writing

Wire Hanging Baskets

Price List, 1919. Plain Wire Hanging Baskets.

10-inch	$1.75	14-inch	$3.00
12-inch	2.25	16-inch	4.50

SHEET MOSS in bags, per bag, $2.00

Our Sheet Moss is the best value for the money in the market.

Michigan Cut Flower Exchange, 264-266 Randolph St., DETROIT, MICH.

Mention the American Florist when writing

Wholesale Flower Markets

Chicago.

CURRENT PRICE LIST.

		Dozen	
Roses,	Beauty	$ 1.50@	$ 5.00
		100	
"	Mrs. Chas. Russell	5.00@	20.00
"	Columbia	5.00@	15.00
"	Hoosier Beauty	4.00@	10.00
"	Killarney Brilliant	3.00@	10.00
"	Killarney	3.00@	10.00
"	White Killarney	3.00@	10.00
"	Richmond	3.00@	10.00
"	Prince de Bulgarie	3.00@	10.00
"	My Maryland	3.00@	10.00
"	Mrs. Geo. Shawyer	3.00@	10.00
"	Milady	3.00@	10.00
"	Sunburst	3.00@	10.00
"	Mrs. Aaron Ward	3.00@	10.00
"	Hadley	3.00@	10.00
"	Ophelia	3.00@	10.00
"	Double W. Killarney	3.00@	10.00
"	Mrs. Moorfield Storey	3.00@	10.00
"	Champ Weiland	3.00@	10.00
"	Stanley	3.00@	10.00
"	Francis Scott Key	3.00@	10.00
"	Bayard Thayer	3.00@	10.00
"	Cecile Brunner		3.00
"	George Elgar		3.00
"	Baby Doll		3.00
"	Nesbit		3.00
"	Our selection		4.00
Carnations		3.00@	4.00
Cattleyas, per doz		10.00@	12.00
Daisies		1.50@	2.00
Gladioli		4.00@	6.00
Valley		12.00@	15.00
Calendulas		2.00@	4.00
Callas			15.00
New Ferns	per 1,000	3.00@	4.00
Galax	per 1,000	1.50@	2.00
Leucothoe		1.00@	1.25
Mexican Ivy	per 1,000	5.00@	6.00
Plumosus Strings	each	.60@	.75
Smilax	per doz.	2.50@	3.00
Sprengeri, Plumosus Sprays			3.00
Boxwood, 35c per lb., per case			9.00

ZECH & MANN

WHOLESALE FLORISTS

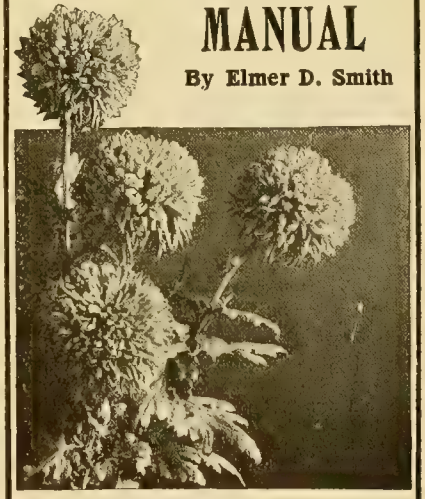
30 E. Randolph St., CHICAGO

Telephone Central 3284

Mention the American Florist when writing

THE CHRYSANTHEMUM MANUAL

By Elmer D. Smith



FOURTH EDITION

Price 60 Cents. Cash with Order.

American Florist Co.

440 S. Dearborn St., Chicago

CHICAGO FLOWER GROWERS' ASSOCIATION

182 N. Wabash Avenue

L. D. Phone Randolph 631

The Foremost Wholesale House of CHICAGO

Mention the American Florist when writing

GLADIOLUS

They are in full crop. Our stock includes many novelties and all the standard varieties. Always a good supply of **America, Augusta, Francis King, Panama, etc. $5.00 and $6.00 per 100.**

If you will leave the selection to us we can offer you Gladiolus at very attractive prices. We ship Gladiolus mostly in bud, insuring arrival in good condition. You are obliged to carry some stock during the summer months, and you have less risk of loss in Gladiolus than any other flower you can buy.

THE LEO NIESSEN CO., 1201 Race St., Philadelphia, Pa.

Philadelphia.

ROSE DEMAND SLIGHTLY IMPROVED.

The business of the past week has been, as one of the large establishments describes it, "pretty punky." It is certainly the ebb season of the year, the tide being far out, and let us hope, about on the turn. There is a slight improvement in the roses, Columbia, Premier and Russell, being in the first selection, distinctly better summer stock than anything ever offered before at this season. Double White Killarney is about up to the standard for this time. There are some good asters, but the great majority hardly get a look, and are jobbed out to the street men. Gladioli are still a quantity stock; only the very best sells, fully half of the shipments hardly returning more than express charges. Hydrangeas are plentiful and in demand from those with decorative or funeral work. Quite a few callas are seen, cut in bud, or with flowers not half opened; in consequence, they do not bring even half price. A few good Easter lilies are in demand and sell up clean. There is fine larkspur. Cattleyas are very scarce. The first Golden Glow chrysanthemums were offered by Berger Bros. August 15. They were fine flowers from the Bickmore greenhouses at Wallingford.

THE DAHLIA CROP.

Immense shipments of dahlias have, in many quarters, been the expectation, as soon as their season opened up. "All who look for such quantities, will be disappointed," said one of the good judges of the market. "The recent heavy rains caused a spongy rapid growth, and the violent storm, August 14, played havoc with many of the plants, breaking them off at the surface of the ground. In my opinion, there will not be any too many high grade flowers, and while there will not be the great demand of last season, or the exceptionally high figures, yet the business and prices should be much better than before the war."

NIESSEN-PENNOCK BASEBALL.

The "evening up" match as they call it at Leo Niessen's, when their baseball team again plays the S. S. Pennock nine, will take place at Richboro, near Churchville, Montgomery county, Saturday, August 30. Elmer Gaehring extended an invitation to have the game played at his country place, where following the contest, he will entertain all present with a dinner to be followed by a movie show in the evening. The teams, rooters and invited guests will make the trip in autos, to arrive at 3 p. m. Both nines have been working hard and all claim this will be a "regular" game.

NOTES.

In figuring out the feasibility of taking advantage of air space above tables or beds of growing plants, Robert Craig says the advantages are to be considered as against the disadvantages, and judgment given to the weighty side. Plants suspended close to the glass, get all the light and air possible, and if they are not allowed to suffer for water, improve rapidly. They, however, cast a shadow on the greater quantity of the stock beneath, and depending on how this growth is hindered, if any, determines whether it is good practice or not.

EDWARD REID

Roses, Carnations, Gladioli. All Seasonable Flowers.

This is the exclusive shop, only one block from Express Depots.

1619-1621 Ranstead Street, PHILADELPHIA, PA.

Wholesale Flower Markets

BUFFALO, Aug. 20.	Per 100	
Roses, Beauty, Special	30.00@	40.00
" Fancy	20.00@	30.00
" Extra	10 00@	20.00
" 1st	8.00@	10.00
" Killarney	3.00@	8.00
" My Maryland	3 00@	8.00
" Sunburst	3.00@	8.00
" Ward	2.00@	5.00
" Columbia	6 00@	15.00
" Ophelia	3.00@	8.00
" Russell	6.00@	10.00
" Shawyer	3.00@	10.00
" Bon Silene	2.00@	3.00
Cattleyas	75.00@	85.00
Carnations	1.00@	2 00
Sweet Peas	.50@	1.00
Asparagus Sprengeri	.35@	.50
Ferns per 1,000	2.00	
Calendulas	2.00@	3.00
Smilax		25 00
Gladioli	2.00@	5.00
Asters	1.00@	3.00
Japan Lilies	8.00@	10.00
Auratum Lily		15.00
Pond Lily	2.00@	3.50

BOSTON, Aug. 20.	Per 100	
Roses, Beauty	12.00@	25.00
" Killarney Queen	2.00@	6.00
" White & Pink Killarney	2.00@	6.00
" Double White Killarney	6.00@	12.00
" Killarney Brilliant	2.00@	8.00
" Hadley	6.00@	12.00
" Mock	2.00@	4.00
" Mrs. Chas. Russell	6 00@	12.00
" Taft	2.00@	8.00
" Milady	2.00@	8.00
" Ward and Hillingdon	2.00@	8.00
" My Maryland	2.00@	8.00
Carnations	12.00@	15.00
Easter Lilies	10.00@	20.00
Valley	6.00@	10.00
Gladioli	4.00@	8.00

CINCINNATI, Aug. 20.	Per 100	
Roses, Killarney	4.00@	12.00
" Mrs. Chas. Russell	6.00@	18 00
" Ophelia	4 00@	10.00
" Richmond	4.00@	10.00
" Sunburst	4.00@	10.00
" Shawyer	4.00@	10.00
" Columbia	6.00@	18.00
Lilium Giganteum	12.50@	15.00
Cattleyas	1.00@	3 00
Carnations	4.00@	12.00
Callas	10.00@	12.00
Calendulas	1.50@	3.00
Easter Lilies	12.50@	15.00
Sweet Peas	.50@	2 00
Tulips	4.00@	8.00
Daffodils	5.00@	6.00
Iris Tingitana	12.00@	15.00
Jonquils	4.00@	6.00
Snapdragons	6.00@	10 00
Gladioli	3.00@	5.00
Asters	2.00@	4.00

When the alterations to the new store of Emil, the Florist, on Kensington avenue, are completed, and which now only await the erecton of a conservatory or show house, he will have one of the most up-to-date establishments in that section of the city. A large garage in the rear, across both properties, gives in addition to providing room for his own cars, renting space for others, from which he obtains quite a revenue. Emil is a hustler who has climbed up from the bottom, and is still looking for room at the top.

C. U. Liggit says that in his experience he has never noted such a shortage of all kinds of greenhouse stock. Field carnations are in great demand, all the standard varieties now

Write For Our

Price List

On Cut Flowers

H. G. BERNING

1402-4 Pine St., St. Louis, Mo.

BERGER BROS.

Roses, Orchids, Sweet Peas, Carnations.

GLADIOLUS

1225 Race St. Philadelphia, Pa.

Pittsburgh Cut Flower Co.

WHOLESALE FLORISTS

116-118 Seventh Street, PITTSBURGH, - PA.

Growers of Quality Flowers.

MASTICA

Used for glazing greenhouses. Put up in gallon cans.....$2.25
Rubber Putty Bulb (12-oz size)..... 1.25

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The Wholesale Supply House of America . . .
EVERYTHING THE BEST IN FLORISTS' SUPPLIES
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bringing $16.00 per 100, and the same rate by the thousand. Referring to Lilium giganteum, he states that the Japanese lily growers have formed an organization and fixed a schedule of prices which are adhered to absolutely and that one importer has no advantage over another, all having to pay exactly the same according to the grade of the bulbs.

Mrs. Catherine Cooper, daughter of Mrs. Jane Carroll, Darby, Pa., lost her son, William, 18 months old, August 14, by drowning, under conditions most distressing. New greenhouses under construction necessitated the removal of a boiler. This left a large hole which recent rains filled with water. The boy was missed, and was finally found by his father in the bottom of the excavation. This had not been protected as it had never held water before and was quite a distance from the house.

J. Otto Thilow spent last week motoring to and about Lake Placid and Lake George in New York state. He found it so cool that ice froze on the water pitcher in his room. He is loud in his praises of the wonderful highways of New York state. He says they have cost $50,000,000, but are worth every cent of it, and return big revenue from the thousands of visitors that motor over them.

In addition to the trade representatives, the convention party from this city will include, E. A. Harvey and wife, Edward Ross and wife, Charles H. Grakelow, Mrs. S. Swisher and sister, John Albrecht, Arthur Lanser, J. C. Schmidt, James W. Heacock and wife, C. U. Liggit and Ernest Zeiger.

Wm. H. Koehler, who finds Asparagus plumosus a good crop, is installing a pipe watering system to care for this stock, which is planted in ground beds in several of his houses. He finds this satisfactory and a great labor saving device.

George Carpenter and wife celebrated their silver wedding anniversary in July. There were many guests to extend congratulations, and gifts of silver as lasting souveniers of the occasion.

Carl Corts is off to the country, vacationing in the sylvan meadows of Brandywine, not far from the Chester county carnation belt. Carl always is partial to country life.

S. S. Pennock will spend a week's vacation at Weekapang, near Westerly, R. I., where he will nurse his hay fever and amuse himself by pulling flounders out of the bay.

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Wholesale Flower Markets

PHILADELPHIA, Aug. 20. Per 100

Roses, Beauty, special	30.00@	40.00
" " fancy	10.00@	15.00
" Mrs. Chas. Russell	6.00@	20.00
" Killarney	2.00@	6.00
" Hadley	6.00@	15.00
" Sunburst	4.00@	10.00
" Wards	3.00@	6.00
" Ophelia	4.00@	12.00
" Columbia	6.00@	20.00
Carnations	2.00@	4.00
Easter Lilies	15.00@	20.00
Snapdragons	4.00@	10.00
Calendulas	2.00@	3.00
Adiantum	1.00@	1.50
Smilax		.25
Asparagus Strings	.50@	.75
Asparagus bunches		.50
Dagger and Fancy Ferns, per 1,000	3.00@	4.00
Sweet Peas	.50@	1.00
Gladioli	2.00@	6.00

ST. LOUIS, Aug. 20. Per 100

Roses, Hadley	2.00@	4.00
" Killarney	1.50@	3.00
" White Killarney	1.50@	6.00
" Hoosier Beauty	2.00@	8.00
" Russell	2.00@	10.00
" Ward	1.00@	2.00
" Mrs. Shawyer	2.00@	6.00
" Sunburst	2.00@	6.00
Ferns	2.00	
Carnations	1.00@	3.00

PITTSBURGH, Aug. 20. Per 100

Roses, Beauty, special	25.00@	30.00
" " fancy	15.00@	20.00
" " extra	8.00@	12.00
" " No. 1	3.00@	6.00
" Hadley	4.00@	15.00
" Killarney	3.00@	10.00
" Sunburst	3.00@	10.00
" Mrs. Aaron Ward	3.00@	8.00
" Russell	4.00@	15.00
" Columbia	4.00@	15.00
" Ophelia	4.00@	10.00
" Hilda	3.00@	10.00
Carnations	2.00@	3.00
Cattleyas		50.00
Ferns, per 1,000	2.50	
Sweet Peas	1.00@	2.00
Gladioli	4.00@	6.00
Phlox	3.00@	4.00
Delphinium	4.00@	6.00
Daisies	1.00@	2.00
Asters	2.00@	4.00
Galax	1.50	
Plumosus	.35@	.50
Sprengeri	.35@	.50

J. D. Eisele and wife spent the week of August 16 in Yellowstone Park. He expects great enjoyment in the rose gardens of Fred Howard, in Los Angeles, Calif.

K.

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Send list in for quotations.

MILWAUKEE, Aug. 20. Per 100

Roses, Killarney, W. Killarney	3.00@	8.00
" Ward	3.00@	6.00
" Mrs. Chas. Russell	6.00@	15.00
" Ophelia	3.00@	8.00
" Columbia	6.00@	15.00
" Hoosier Beauty	4.00@	8.00
Carnations, assorted	2.00@	3.00
Cattleyas, per doz.		9.00
Snapdragons	4.00@	6.00
Gladioli, per doz.	.50@	.75
Gypsophilia	.25@	.35
Rubrums	4.00@	6.00
Asters	2.00@	3.00

New York.

DULL MARKET REMAINS UNCHANGED.

There has been no improvement in the condition of the cut flower market since our last notes were written, nor can any material improvement be expected for some time to come. A great stock of asters, gladiolus and various other outdoor stocks continue to arrive. There is a very light supply of orchids, and as there is always some call for them, cattleyeas have wholesaled for $2 per flower and upward, but it is only in exceptional cases that any buyer will pay such prices. The American Beauty market continues in poor condition, and the surplus scarcely brings enough to pay the expressage. A few of the better quality of tea roses move fairly well, but the surplus is hard to move. There are no white lilies on the market, but the supply of L. rubrum is on the increase with a fair movement for the season. Lily of the valley is also a scarce article, but the white bouvardia, which is plentiful, makes a fair substitute.

August 19.—The continued cool, dark and rainy weather is greatly reducing the supply of all stocks, with a consequent stiffening of prices. The late and large asters are going as high as $4 per 100; the best gladioli about the same.

NOTES.

Myer, Madison avenue and 58th street, had the casket cover and much other family work for the funeral of the late Andrew Carnegie, whose remains were laid to rest August 14, in Sleepy Hollow cemetery, Tarrytown, N. Y. Mr. Carnegie, it will be recalled, was a native of Scotland, and love for the land of his birth was a strong attribute of his character. It was therefore appropriate that among the funeral designs were wreaths of Scotch heather and thistles. The casket cover was of cattleyas and fresh sago leaves. Many Hadley and Russell roses and quantities of lily of the valley, white bouvardia and heliotrope were also used.

Fred Howard, of Los Angeles, Calif., who has spent the past two months in travel in France and the British Isles, arrived at this port, August 9. Seen at the Hotel Breslin, where he stayed while here, he stated that, considering the tremendous strain of war, France and Great Britain endured, their horticultural business is in remarkably good condition. Mr. Howard is in fine health and spirits, but being once more on American soil, it feels good to him, and he will be glad to see California again. He left for the west on the evening of August 13.

William G. Polykranas, son of George J. Polykranas, the wholesaler, who entered the United States army as a volunteer two and a half years ago, recently returned from overseas, where he spent 18 months. He was in the headquarters company of the Fifth Division, and saw service in the battles of Argonne, Meuse and Trappelle sectors. He was in the Argonne-Meuse sector 104 days. His division was the first to occupy a German town. He has re-entered the wholesale business with his father.

Frank Pignataro, who spent 16 months in France with Co. B, Seventh Infantry, Third Division, United States army, is now with McKenney, Fifth avenue and 42d street, for whom he had worked before entering the army. He bears the marks of three shrapnel wounds, which kept him in a hospital for two months, but he is all right again.

For those who enjoy the shade of fine trees, and a landscape resplendent with flowering shrubs and plants, Bronx park is now a mecca. The fine collection of dahlias is coming into bloom, and the gladioli, hydrangeas, and other seasonable flowers, are all worthy of admiration.

Thomas Daniel, who for the past 14 years has conducted a retail store at 212 Fifth avenue, Brooklyn, has leased a much larger store, corner of Fifth avenue and Union street, and is having it filled up in strictly modern style. It will be about the largest retail store in Brooklyn.

A man who recently filled out an application for a position as gardener at Vaughan's Seed Store, gave the following as former employers: King Edward VII, four years; King George V, three years, and Lord Rothschild, four years. Should be allright.

Walter J. Sears, son of William P. Sears, the well-known retailer, returned from France two weeks ago, where he served one year in headquarters company 9, Second Division, United States army. He saw much of the horrors of war, but came out unhurt.

Bonnet & Blake, the Brooklyn wholesalers, had a new automobile stolen from them, August 11, and to add to misfortune, on the next day a careless driver backed his truck against the front of their store, doing considerable damage.

Edward Brenner, well known in the wholesale district, has opened a wholesale store at 101 West 28th street. He is an experienced man, having been for a number of years with Geo. C. Siebrecht, and later with J. J. Coan.

James Duffy, well known in the retail trade of this city, who spent over a year in France with the "Wildcats" of the American army, is now managing A. T. Bunyard's store during the latter's absence at Newport, R. I.

Brand Whitlock, minister to Belgium, who returned on the Nieuw Amsterdam, August 16, stated that considering what that country has suffered, agricultural conditions are in encouraging shape.

John Dailledouze is on vacation and Papa Eugene is as busy as any of the boys on the place. Paul and Henry, when last heard from, were in British Columbia.

On August 13, carnation planting was being actively carried on at the Hession range, Flatbush. Heavy rain fell that night, but the weather turned cooler.

A. T. Bunyard came down from Newport, R. I., last week. He says that business is good at that fashionable resort. He conducts a summer store there.

Manager Perry of Charles A. Dard's store, has returned from a trip to England and is now with his family in the White Mountains.

A. Demeusey, of Flatbush, took time by the forelock in planting carnations, and they are now rooted and looking well.

Extensive improvements are being carried on at the store of James Weir, Inc., Pierrepont and Fulton streets.

Miss Ethel Frankel, bookkeeper for Mrs. Leikens, is spending a vacation of several weeks at Avergne, L. I.

Miss Mollie Sims, bookkeeper for B. S. Slinn, Jr., is spending a month's vacation in the Catskill mountains.

The United Cut Flower Co., 111 West 28th street, is handling a good quality of the dahlia, Elsie Burgess.

James McManus is showing a clever device in the shape of a flower-holder for table decorations.

Arthur C. Dacre, well known in the retail trade of this city, is now on McKenney's staff. A. F. F.

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Wholesale Flower Markets

NEW YORK, Aug. 20. Per 100

Roses, Beauty, special	15.00@	35.00
" " extra and fancy	8.00@	10.00
" Hadley	2.00@	20.00
" Francis Scott Key	4.00@	35.00
" Columbia	2.00@	12.00
" Prima Donna	2.00@	10.00
" Alice Stanley	1.00@	8.00
" Double White Killarney	2.00@	8.00
" Killarney	.50@	6.00
" " Queen	.50@	6.00
" " Brilliant	.50@	6.00
" Aaron Ward	2.00@	8.00
" Ophelia	2.00@	12.00
" Sunburst	1.00@	6.00
" J. L. Mock	1.00@	8.00
" Mrs. Chas. Russell	4.00@	20.00
" Premier	4.00@	15.00
Cattleya orchids, special	200.00@	250.00
Adiantum Croweanum and Hybridum	.50@	.75
Sweet peas	.50@	1.00
Gladiolus	.50@	2.00
Asparagus Plumosus, doz. bchs.		2.00
Smilax, doz. strings	1.50	
Delphiniums, per doz.	.10@	.15
Bouvardia, white, per doz.	.35@	.40
Asters	.50@	2.00
Lilies, Rubrums	8.00@	10.00
Dahlias	1.00@	3.00

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QUEEN QUALITY MAGNOLIA LEAVES — UNIFORM SIZE—NON-MOLDY—FLEXIBLE. Colors: Green, Brown, Purple. Price, $1.50 per carton; 100-lb. cases, $22.00

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FLEXIBLE—NON-CURLING—DURABLE. Our Cycas are packed 10 to the bundle. We do not break bundles.

	Per 100		Per 100
12-16 at	$ 5.00	28-32 at	$10.50
16-20 at	6.00	32-36 at	12.75
20-24 at	6.75	36-40 at	14.50
24-28 at	8.50	40-44 at	18.00

PREPARED EVERGREEN — RETAINS ITS FRESHNESS. Price.....$3.00 per 10-lb. carton

MAGNOLIA WREATHS — Made of Queen Quality Leaves by experienced artists.

ROUND OR OVAL. Colors: Brown, Green or Purple.

	Dozen		Dozen
No. 200—18-inch	$10.50	No. 203—24-inch	$21.00
No. 201—20-inch	12.00	No. 204—28-inch	26.00
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IMPROVED WEATHER AND BUSINESS.

The past week was a busy one for the local florists, as weather conditions were very favorable for an increase in the trade, which was noted throughout the week. Not only was there a good call for funeral work, but counter trade showed a noticeable improvement. Cool weather prevailed, with several good soaking showers, which helped out the asters and dahlias, particularly, and also improved the quality of gladioli, which are slightly on the decline in regard to quantity, although there are some excellent blooms offered. Asters are improving in size, Comet being the largest variety on the market. However, the general crop is not as good as last season, as the very dry weather the first part of their season seriously hampered their growth. In outdoor flowers, there is a good variety offered, including hydrangeas, golden glow, snapdragons, which are of much improved quality, dahlias, which are increasing in quantity daily, lilies, daisies, delphiniums, statice, phlox, tuberoses, calendulas, corn flowers, and gypsophila. Auratum and rubrum lilies are moderately plentiful. The first-of-the-season chrysanthemums have arrived on the market, but as usual they are small in size and large in price.

NOTES.

A. Shive and wife, of the Flick Floral Co., Mr. and Mrs. Richard Blossom, of the Blossom Floral Co., and Miss Junetta Schoch, will all motor to Toledo, O., this week, where they will be joined by Miss Marguerite Flick. The party will attend the S. A. F. convention at Detroit.

George Doswell, of the Doswell Floral Co., is spending a week in Chicago. He will visit the growers and the wholesale and retail markets. Miss Bonnie Doswell, of the same firm, will leave soon for St. Louis, Mo., where she will visit her sister, Mrs. H. J. Wickman.

The stock in the greenhouses of the Freese-Knecht Floral Co. is looking exceptionally good. They have just finished replanting their entire rose stock, in addition to new stock of Premier, and other varieties.

Clem Lanternier and wife, who have been visiting relaives and friends in Toledo, O., will be joined by Mr. Lanternier this week, and will attend the Detroit convention.

Edgar Wenninghoff has returned from a week's vacation, which included a motor trip to Cedar Point, O., and a boat ride on Lake Erie. H. K.

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Paterson, N. J.—Edward Sceery.
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1214 Main Street, Dallas, Texas.
Write or wire headquarters for flowers for Texas, Oklahoma, Louisiana, New Mexico. No orders too large, none too small.
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Orders will be carefully cared for by
HENRY SMITH
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"SAY IT WITH FLOWERS"

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532-534 RACE STREET
Successor to the HILL FLORAL CO
Good Stock and Good Service.

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Night and day service in all Central Pennsylvania.

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Best service in both cities and adjoining territory. Member of Florists' Telegraph Delivery.

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Mail or telegraphic orders promptly and most carefully executed.

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Exceptional Service

For St. Louis.
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St. Paul, Minn.

L. L. MAY & CO.

Order Your Flowers for delivery in this section from the

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LOUISVILLE, KY.

AUGUST R. BAUMER,

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Prompt Deliveries to any town or city within 150 miles of Newark. Telephone Market 494

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IDLEWILD GREENHOUSES **Memphis, Tenn.**

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"Up-to-the-Minute" Service and Execution.
Every Flower in Season

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The Seed Trade

American Seed Trade Association.

E. C. Dungan, Philadelphia, Pa., President; Wm. G. Scarlett, Baltimore, Md., First Vice-President; David Burpee, Philadelphia, Pa., Second Vice-President; C. E. Kendel, 216 Prospect Avenue, S. E., Cleveland, O., Secretary-Treasurer.

The thirty-eighth annual meeting will be held June, 1920.

ALFALFA seed conditions are good.

NEW CROP Wisconsin white clover is coming into market.

THE red top grass seed crop in Illinois is about normal.

SACRAMENTO valley, California, has 6,000 acres in mustard.

SUGAR BEET fields at Greeley, Colo., will yield only about half a crop.

THE turnip seed crop is said to be 38 per cent above that of last year.

VISITED CHICAGO: J. F. Bonner, of Stokes Seed Co., Moorestown, N. J., going to Detroit.

THE Willamette valley, Oregon, is harvesting a big crop of medium red and alsike clovers.

VAUGHAN'S SEED STORE, Chicago, is taking care of its mail orders for winter vetch this week.

BEAUMONT, TEX.—H. E. Furry, proprietor of the Beaumont Seed Co., is visiting friends in Chicago.

THE railroad administration should make mixed carload freight rates no higher than the rate for each item.

CHICAGO freight rates on holly from southern points have been advanced to 79 cents per 100 pounds, over 25 per cent.

CARL CROPP, of Vaughan's Seed Store, Chicago, left August 18 for California. Mrs. Cropp accompanied him to Colorado Springs, Colo.

GRASS SEED.—Prices for grass seed on the Chicago Board of Trade August 20, were as follows: Timothy $10.50 to $11.50 per 100 pounds. October $12.25 bid.

COLUMBUS, O.—Harry Springer, for a number of years traveling representative of the Livingston Seed Co., has assumed the management of large farming interests at Washington Court House, O.

VISITED DETROIT, MICH.: J. C. Vaughan, Chicago; J. K. M. L. Farquhar, Boston, Mass.; A. Henderson, Chicago; C. W. Scott, New York; L. H. Archias, Sedalia, Mo., attending the convention of the Society of American Florists.

WICHITA, KAN.—The Marlow Seed Co. has increased its capital stock and doubled its cleaning and warehouse capacity. Harry Sunfield, formerly with the A. A. Berry Seed Co., Clarinda, Ia., is now a member of the firm in charge of the grass and field seed department.

THE W. W. BARNARD CO., Chicago, reports, that while not in a position to make a definite statement of comparison, store sales, generally speaking, have exceeded those of 1918, while the filling-in from the wholesale trade has been lighter, total volume of business, however, showing an increase over that of last season.

LEONARD H. VAUGHAN, of Vaughan's Seed Store, Chicago, and family, returned from Colorado Springs, Colo., this week, making the trip by auto.

Illinois Seed Law Conference.

The conference of seedsmen called by Director Charles Adkins, of the Illinois department of agriculture, at 10 a. m. August 14, was held in his office at Springfield. The rules and regulations issued by the department of agriculture relative to the enforcement of the seed law were discussed, and judging from the spirit of co-operation manifested by those present, and also their expressions of satisfaction of plans proposed, there seems to be no doubt but that there will be the utmost harmony between the seedsmen and the department of agriculture. In holding such conferences as this, it gives both parties interested in the enforcement of the law an opportunity to go into the various points in detail and work out a plan satisfactory to all. Mr. Adkins expressed himself as being very much pleased with the attitude of all in attendance. Those present at the meeting were: Director Charles Adkins, Assistant-Director H. H. Parke, Chief Seed Analyst Albert C. Wilson, H. H. Miller, of Funk Bros. Seed Co., Bloomington; Leonard H. Vaughan, of Vaughan's Seed Store, Chicago; C. Q. Dunlap, of Illinois Seed Co., Chicago; B. F. Maag, of Sears, Roebuck & Co., Chicago; E. E. Elder, of American Mutual Seed Co., Chicago; Roy Kellar, of Geo. Kellar & Sons, Quincy; A. G. Dohm, Carlinville; W. G. Eckhardt, county adviser, DeKalb; Geo. L. Pfeiffer, Jr., Arcola; S. Janssen, of Janssen Seed & Floral Co., Springfield; C. A. Beebe, Forreston; Chas. E. Pendarvis, agronomist of E. G. Lewis Seed Co., Media, and Leonard R. Condon, of Condon Bros., Rockford.

The rules and regulations adopted at this conference will be printed in bulletin form in connection with the seed law, and sent out to the seed dealers at an early date.

ALBERT C. WILSON,
Chief Seed Analyst.

Fertilizers and Farm Machinery.

Declaring that the increase in the prices of fertilizers and farm machinery of every kind is entirely out of proportion to the increase in the price of farm products, and that the present prices for those necessities make it impossible for the producers to make any reduction in their prices for farm products, Congressman Flood, of Virginia, in a resolution just introduced in the house of representatives, has called upon the federal trade commission to make a thorough investigation of conditions in the fertilizer and farm machinery industries. The increased cost of living is due in large extent to the increased cost of food products, declares Representative Flood, and that increase is due, in a large measure, to the increased prices of fertilizer and machinery.

The federal trade commission is authorized by the resolution to inquire into the increases in the price of fertilizer and machinery for the purpose of determining whether there was any necessity for such increases. A report is to be made to the house of representatives at the earliest possible date, to be used as the basis for legislation to reduce the cost of those articles.

Sugar Beet Acreage in 1919.

The area planted to sugar beets in the United States was the largest on record, reaching 890,400 acres, or 200,700 more than in 1918 and 83,000 more than the largest previous area, that of 1917. The condition of the crop July 1 was 78.9 per cent of normal as compared with 89.8 per cent for a 10-year average. Allowing an average percentage of abandonment the forecast this year is for 7,230,000 tons. Assuming a yield of 262.5 pounds of sugar per ton of beets, which is the 10-year average, production will be about 949,000 short tons compared with 765,063 tons in 1918.

Pieters-Wheeler Seed Company
Growers of High Grade SEED
Gilroy, California
Beet, Carrot, Lettuce, Onion, Radish.
Correspondence Solicited.

THE W. C. PRESSING SEED COMPANY
NORWALK, OHIO.
Growers Exclusively of
Sweet Corn Seed

Alfred J. Brown Seed Co.
Growers of
Peas and Beans
Grand Rapids, Mich.

The Best Color Chart
For Florists, Seedsmen and Nurserymen
PRICE $1.00 POSTPAID.
AMERICAN FLORIST CO.
440 S. Dearborn St., CHICAGO

Braslan Seed Growers Company
Grower for the Wholesale Trade Only. ONION, LETTUCE, CARROT, PARSNIP, PARSLEY, CELERY, ENDIVE, SALSIFY, NAMED AND MIXED GRANDIFLORA AND SPENCER SWEET PEA AND SUNFLOWER.
SAN JOSE, CALIFORNIA

We are headquarters for the **BEST OF EVERYTHING** in

VEGETABLE SEEDS

With our Stock Seed Farms at Grass Lake, Mich., and our growing stations in every part of the United States where seeds are grown successfully, all in charge of capable and experienced men, we are equipped for and are producing

PEAS, BEANS, CORN and VEGETABLE SEEDS

of all kinds in quantity and of highest quality.

Glad to quote for present delivery or on growing contract for crop of 1919.

JEROME B. RICE SEED CO., CAMBRIDGE, N. Y.

Mention the American Florist when writing

General Bulb Company

(Westerbeek & Klyn, re-organ.)

110 Water St., New York, N. Y.

BUY QUALITY. IT PAYS.

Ask for our quotations on

Holland and French Bulbs

Mention the American Florist when writing

Imports at New York.

Imports during the week ending August 16 were as follows:

From Copenhagen, Denmark, via S. S. Frederick VIII.—

To order: 400 bags grass seed, 128 bags spinach seed, 30 bags dill seed.

From Genoa, Italy, via S. S. Dante Alighieri.—

A. Vivanti, 150 double bags alfalfa seed.

To order: 500 bags seed.

From London, Eng., via S. S. Mississippi.—

Loewith, Larsen & Co., 370 bags seed.

From Genoa, Italy, via S. S. Tidewater.—

Mangelsdorf Seed Co., 250 bags seed.

Alberto Vivanti, 100 double bags clover seed.

Banaca Commercial Italiana, 200 double bags alfalfa seed.

From Leith, Scotland.—

J. Blair, 20 bags vine plants.

John Wilk, 48 bags manure.

A. F. F.

Clover Seed Situation in Michigan.

Michigan's clover crop this season, which must be depended upon for seed production, according to the Michigan Agricultural College experiment station, East Lansing, is much below the average, owing to the serious injury to stands during the summer of 1918, and it is therefore apparent that the acreage available for seed this year and during the coming season will not be large, compared with former years. The same condition prevails in many neighboring states. During 1918, it was estimated by Secretary of State Coleman C. Vaughan, that the total yield of clover in Michigan was 73,980 bushels from 75,371 acres, or an average yield of .98 bushels per acre. The normal acreage of clover in the state is 800,000, which would require almost double the quantity produced during the past year for a successful seeding.

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	Pkt.	Oz.	¼ lb.	Lb.
Asta Ohn, lavender	$0.75	$1.25	$3.50	$12.00
Columbia, pink and white	1.25	2.00	6.50	....
Christmas Pink	.75	1.25	3.50	12.00
E. Burke, lavender, one of the best	1.00	1.50	5.00	....
E. Burke, greenhouse grown	2.00	3.00	10.00	....
Hercules, rose pink	.50	.75	2.50	8.00
Helen Lewis, salmon pink	.75	1.25	3.50	12.00
Heatherbell, mauve lavender	.65	1.25	3.50	....
Lavender Nora	.50	.75	2.50	8.00
Liberty, deep crimson	.50	.75	2.50	8.00
Melody, rose pink, white ground	.75	1.25	3.50	12.00
Morning Star, deep orange scarlet	.50	.75	2.50	8.00
Mrs. Chas. Zvolanek, clear lavender	$0.75	$1.25	$3.50	$12.00
Mrs. Spanolin, pure white	.50	.75	2.50	8.00
Mrs. Skaach, bright pink	.50	.75	2.50	8.00
Pink and White Orchid	.50	.75	2.50	8.00
Rose Queen, beautiful pink	.75	1.25	3.50	12.00
Rose Queen, greenhouse grown	2.00	3.00	10.00	....
Selma Swenson, soft pink	.50	.75	2.50	8.00
Snowflake, pure white, one of the best	.75	1.25	3.50	12.00
Wedgwood, clear blue	1.00	1.50	5.00	....
White Orchid	.50	.75	2.50	8.00
Yarrawa, rose pink	.50	.75	2.50	8.00

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Vaughan's International Pansy Mixture was first offered by us in 1889. We import from all the best European sources. Each year has added to the quality of its flowers and variety of the colors. We buy every year novelties of known merit to improve the mixture; it is always complete, always the latest and always the best mixture. We add to all Pansy Mixtures which we now buy more than 50 per cent of the choicest named kinds obtainable, each in correct proportion. This is one of the **Specialties** that has established the reputation of Vaughan's Flower Seeds, and one which we maintain most carefully. Trade pkt., **50c;** ⅛ oz., **$1.50;** ½ oz., **$5.00;** oz., **$10.00.**

Vaughan's Giant Pansy Mixture.

Embraces, besides all the separate shades and colors, five special strains not listed elsewhere, and which can only be had in this and our International Mixture. This mixture includes the richest reds, coppers and bronzes, together with the most delicate rose and pink shadings, all the distinct colors of Trimardeau and the splendid Cassier strain. Trade pkt., **50c;** ⅛ oz., **75c.** oz., **$5.00;** ¼ lb., **$18.00.**

Vaughan's Cut Flower Mixture

This mixture is put up by ourselves and contains mostly light colored sorts. We have sold this mixture for several seasons to some of our Chicago cut flower growers, who have realized big returns from the sale of flowers. Pansies are as easily grown as violets, require less care and bring better results. Trade pkt., **25c;** ⅛ oz., **60c;** oz., **$4.00.**

New Early-Flowering Giant Pansies

The new strain produces its giant flowers about four weeks earlier than other known types. In March, when the old type pansies hardly show any buds, the plants of the new strain bore from 3 to 5 of their giant flowers. **Early-Flowering Giant White, Yellow, Light Blue, Dark Blue and Mixed (Four Colors).** Trade pkt. (300 seeds), **35c;** ¼ oz., **70c;** oz., **$5.**

Chicago Parks Bedding Mixture.

This is a mixture made by ourselves from 20 different and distinct varieties of this type. While the flowers of this strain do not grow as large as those of the Giant Pansies they excel them by a much greater number of flowers to a plant. Trade Pkt., **25c;** ¼ oz., **60c;** oz., **$2.00.**

Vaughan's P. P. (Popular Price) Mixture of Pansies

This mixture, like all "Vaughan" mixtures, is made up by ourselves from separate colors and strains of the Giant and Chicago Parks Bedding types and will furnish a large variety of colors with a good proportion of giant flowers. Trade Pkt., **25c;** ⅛ oz., **50c;** oz., **$3.00.**

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	1 Oz.	¼ Lb.
Asta Ohn—The most popula- lavender	$0.75	$2.60
Blanche Ferry Spencer—Bright rose, the wings being pinkish or bluish-white	.60	2.00
Early Snowflake	.75	2.60
Early Songster—Lavender	.75	2.60
Fordhook Pink—Rose pink	.60	2.50
Fordhook Rose—Rosy carmine	.60	2 00
Heather Bell—Mauve lavender	.75	2.60
Helen Lewis—Very fine; salmon pink	.75	2.60
Hercules—Light Pink	.75	2.60
Lavender Pink—A fine variety	.60	2 00
Melody—This is a deeper shade of pink	.75	2.60
Red Orchid—Bright cherry red	.60	2.00

	1 Oz.	¼ Lb.
Rose Queen—Extra fine	$0.60	$2.00
Selma Swenson—Light, soft pink	.50	1.75
Song Bird—Pale pink on white ground	.75	2.00
Spring Maid—Light pink	.60	2.00
Mrs. A. A. Skaach—Clear, bright pink	.60	2.00
Mrs. Spanoline—Wh te	.75	2.60
Mrs. William Sim—Salmon pink	.60	2.00
Wedgewood—Magnificent, clear blue	.75	2.00
Venus—White ground; edges pink blushed	.60	2.00
White Orchid—Pure white	.60	2.00
Yarrawa—Bright rose pink	.60	2.00
Winter-Flowering Mixed	.50	1.75

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	1 Oz.	¼ Lb.
Christmas Pink—Pink and white	$0.20	$0.60
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Earliest of All—White and rose	.20	.60
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Excelsior, white, with red base.	1.50	12.50
Grandiflora Alba, white	1.50	12.50
Princess of Wales, pink	1.50	12.50
Salmon Queen, salmon pink	1.50	12.50
Mixed, all colors	1.00	9.00

Daisy, Double English

		Tr. pkt	Oz.
Monstrosa Pink	¼ oz., $1.50	$0.50	
Monstrosa White	¼ oz., 1.50	.50	
Monstrosa Mixed	¼ oz., 1.25	.50	
Longfellow Pink		.40	$2.00
Snowball White		.40	2.00
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Early **Hercules.** Soft rose pink	.75	2.50	8.00
Early **Lavender Nora.** Unwin tpye: color, lavender	.25	.75	2.50
Early **Lavender Pink.** Very fine	.75	2.50	8.00
Early **Liberty.** Deep sunproof crimson	.75	2.50	8.00
Early **Meadow Lark.** Beautiful rich cream	.75	2.50	8.00
Early **Melody.** Rose pink on white ground	.75	2.50	8.00
Early **Morning Star.** Deep orange scarlet in standard, with orange pink wings	.75	2.50	8.00
Early **Mrs. A. A. Skaach.** Clear, bright pink	.75	2.50	8.00
Early **Mrs. M. Spanolin.** Black seeded; pure white	.75	2.50	8.00
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Early **Wedgwood.** Lovely clear blue	.75	2.50	8.00
Early **White Orchid.** Pure white	.75	2.50	8.00
Early **Yarrawa.** Bright rose pink, with lighter wings	.75	2.50	8.00
Mixed Winter Flowering Spencers	.50	1.75	6.00

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Also Giant Prize and Regular sorts in separate colors.

DAISY, DOUBLE ENGLISH

	¼ Oz.	Tr. Pkt.	Oz.
Monstrosa Pink	$1.50	$0.50	....
Monstrosa Wht.	1.50	.50	....
Monstrosa Mix.	1.25	.50	....
Longfellow Pink	...	.40	$2.00
Snowball White	....	.40	2.00
Mixed	...	.30	1.50

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14. **WINTER SUN.** Golden yellow, eye.
15. **ICE KING.** Silvery white, with eye.
16. **CELESTIAL QUEEN.** Light or sky blue.
17. **CHARM OF MARCH** Dark velvety blue
18. **MIXED.** The above four colors with other shades and variations, 500 seeds, **25c**; 1000 seeds, **40c**; ⅛ oz., **$1.10**; ¼ oz., **$2.00**; oz., **$7.50.**

10. **KENILWORTH GIANT EXHIBITION** is the very finest complete mixture ever sent out. Seed, carefully saved only from marked plants of all varieties, with the largest and best shaped flowers and richest coloring. It is impossible to convey an adequate idea of the delightful variations in color and markings of this unrivalled mixture. 500 seeds, **30c**; 1000 seeds, **50c**; ⅛ oz., **$1.35**; ¼ oz., **$2.50**; oz., **$10.00.**

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Forty-fifth annual convention will be held at Chicago June, 1920.

DOVER, DEL.—The Burton Orchards have been incorporated with a capital stock of $50,000.

LOCKPORT, N. Y.—Estimates given by 10 establishments in Niagara county, indicate that with the exception of grapes the fruit crop in this section will scarcely average 50 per cent of average yields.

BULLETIN No. 458, issued by the New York agricultural experiment station, Geneva, describes tests showing that nitrogen, phosphorus and potassium have a marked beneficial effect upon the wood growth, yield and quality of grapes, under the title "A Test of Commercial Fertilizers for Grapes."

Insect Helps Control Others.

Entomologists of the United States department of agriculture report in Bulletin 766, the result of experiments with the parasite, known as Compsilura concinnati, a fly of European origin that may become of far reaching importance in the control of the gypsy moth, brown-tail moth and other serious pests of similar character. Since the establishment of the compsilura, the white marked tussock moth, the cabbage worm, celery worm and fall webworms have practically disappeared or their ravages lessened in some sections.

Ass'n of American Cemetery Supts.

The annual convention of the Association of American Cemetery Superintendents will be held at Cincinnati, O., September 24-25, with headquarters at the Hotel Sinton. An interesting programme has been aranged and a large attendance is indicated. The members of the local convention committee are William Salway, Spring Grove Cemetery, Cincinnati, Carl E. Kern, also of Spring Grove, J. C. Cline, Dayton, O., and M. M. Jones, Newport, Ky. The present officers of the association are: W. H. Atkinson, Trenton, N. J., president; H. S. Adams, Jamaica Plain, Mass., vice-president, and W. B. Jones, Highwood, Pittsburgh, Pa. sectretary-treasurer.

Summer Flowering Trees.

Several trees with handsome or interesting flowers bloom in the Arboretum in July and August. All these and many summer flowering shrubs should find a place in gardens which are chiefly used during July, August and September; that is, in many northern seashore gardens. The most important of summer flowering trees here are the lindens. Some of the species begin to flower about the middle of June, but in the Arboretum collection are linden trees which are covered until the end of July with their beautiful fragrant flowers beloved of bees. In the meadow on the right-hand side of the Meadow road there is a large collection of these trees with many species, hybrids and varieties. Among them are trees of great beauty of habit, and trees which can be successfully used in New England to shade streets and roads and to decorate parks. A careful study of the linden collection in the Arboretum during June and July will repay lovers and planters of trees.—Arnold Arboretum Bulletin, July 17, 1919.

Rose Stops Clock.

While the Great North of Scotland Railway Company's clockmaker was ascertaining the cause of the stoppage of a station clock, he found that a shoot from a rose tree growing on the platform had found its way underneath the wooden super-structure of the station building, forced its way up between the outer and inner linings of the wall, and thence right into the movement of the clock, which it brought to a complete stop.—British Horticultural Trade Journal.

Sumac in Demand.

Sicilian sumac, which contains 30 per cent tannin, is in much demand owing to the scarcity of the supply of oak and hemlock bark. Sumac is worth from $2.50 to $4 per pound, and tons of it go to waste in this country. Its value can be estimated when we consider that we send annually to foreign countries $30,000,000 for tanning material, an important factor in the present high cost of shoes.

STERLING, ILL.—Mrs. Ella M. Hurd has opened a flower shop in this city.

WOOSTER, O.—The state horticultural society has selected the agricultural experiment station in this city as the place for its fall meeting, September 10.

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IBOLIUM The new Hybrid **HARDY PRIVET.** (L. Ibota x Ovalifolium)
To be sent out in the Fall of 1919. See other advertisements soon to appear.
THE ELM CITY NURSERY CO., WOODMONT NURSERIES, Inc., Introducers of BOX-BARBERRY NEW HAVEN, CONN.

E. TURBAT & CO., Nurserymen, Orleans, France

We have the pleasure to advise the American Nursery Trade that our new **WHOLESALE CATALOGUE** will be posted to any nurseryman in the U. S. A. who will apply for it.

Our catalogue is as much complete and as much interesting as it was previously, but we cannot incur the great expense of posting it to all the nurserymen of the United States of America without a special demand, for the following reasons:

1st. We are very short of Fruit and Rose Stocks, which will be sold out early.
2nd. We have a superb assortment of

Young Deciduous and Evergreen, Ornamental and Forest Trees, Shrubs, Hardy, Herbaceous, Etc. New, Rare or Noticeable Trees and Shrubs, and Hardy, Herbaceous, New and Other Rose Trees,

which are prohibited at the entry in the U. S A. if destined for selling at once, but which are allowed to enter if they are destined for the propagation work, and if the importer has obtained permission from the Federal Horticultural Board at Washington.

We are at the full disposition of the nurserymen or florists of the U. S. A. who desire to buy these articles, and we will be very pleased to answer their demands, regarding catalogues and general information.

E. TURBAT & CO, Nurserymen, Orleans, France

Primula Malacoides Rohreri

The best strain of **Malacoides** on the market. Years of patience have developed it to perfection. The beautiful shades of Rose Pink, Light Lavender and Snow White make it one of the most desirable and profitable plants to grow; not only as single plants but for combination work it cannot be excelled.

	100	1000
Pink and Lavender mixed, 2½-in	$6 00	$55.00
Pure White, 2½-in	7.00	60.00
Malac ides, Townsendi, 2¼-in.	6.00	55.00
PRIMULA Obconica, Rosea Gigantea, Grandiflora, Apple Blossom and **Kermesina,** 2¼-in	7.00	60.00
Eureka. New variety very fine Chinensis Obconica. Large flower, extra fine color. 2½-in	7.50	65.00
Chinensis, 2¼-in	6.00	55.00

C. U. LIGGIT
Office: 303 Bulletin Bldg., Philadelphia, Pa.

Jos. Heacock Co.,
Wyncote, Pa.
Grower of Kentias.

Poinsettias
True Type. 2½-in. Pot Plants.
August delivery ..... $8.00 per 100; $75.00 per 1000
September delivery . 8.00 per 100; 75.00 per 1000
A. F. LONGREN,
4249 West Monroe St., CHICAGO, ILL.

CARNATIONS R. C.
LADDIE
$75.00 per 1000.
Orders booked now for January 1920 delivery.
F. DORNER & SONS CO.
LAFAYETTE, - - - INDIANA

Alonzo J. Bryan
WHOLESALE FLORIST
Abundance of Plants Always on Hand.
See our display adv. in June 7th issue.
Correspondence solicited.
WASHINGTON, NEW JERSEY

CHRYSANTHEMUM
SPECIALISTS
Elmer D. Smith & Co.
Adrian, Mich.

SMILAX
Extra Good, Well-Rooted Plants.
From 2-in. pots, $2.00 per 100; $18.00 per 1000.
Boston Yellow Daisies.
A special good strain; from 2-in. pots, $3.50 per 100.
Elmer Rawlings, Wholesale Grower, ALLEGANY, N. Y.

BEGONIAS
Mrs. M. A. Patten, dark pink sport of Begonia Chatelaine, good strong plants from 2¼ in. pots, $15.00 per 100. **Begonia Chatelaine,** strong bushy plants from 2¼ in. pots, $7.00 per 100.
SMILAX, nice bushy plants, from 2½ in. pots, $3.00 per 100.
Cash with order.
John R. Mitchell, Madison, N. J.

Seeds For Florists

PANSY, Superb Giant Mixed. A choice strain of Giants for florists use, tr. pkt., 50c; ¼ oz., $1.50; oz., $5.00.

CINERARIA GRANDIFLORA, half dwarf. A grand mixture of brilliant colors and large flowers, tr. pkt , $1.00.

SWEET PEAS
Early or Winter Orchid-Flowering.

Asta Ohn, new lavender.
Meadow Lark, cream.
White Sankey, black seeded white.
Helen Lewis, orange salmon.
Mrs. A. A. Skaach, fine pink.
Yarrawa, bright rose pink.

Each, ¼ oz., 35c; 1 oz., $1.00; 4 oz., $3.00.
Bellis (Daisy) Monstrosa, red, white, mixed, tr. pkt., 50c.

THE STORRS & HARRISON CO.
PAINESVILLE, OHIO

ANNOUNCEMENT
The New Carnation
"RED CROSS"
(Originated at Ellis, Mass.)
Will be disseminated season 1919-20.
TRADE PRICES

Per 100.....$14.00	Per 1000...$115.00	Per 5,000...$ 550.00
Per 250..... 28.75	Per 2500... 275.00	Per 10,000... 1,000.00
Per 500..... 57.50		

The slight advance in price is to cover extra cost of production, which THE TRADE will readily understand. Send for descriptive circular.

PETER FISHER, Ellis, Mass.

Robert Craig Co...
High Class PALMS
and Novelties in Decorative Plants.
Market and 49th Sts., Philadelphia, Pa.

Orchids
If you want Orchids for any purpose whatever, we solicit your inquiries and others for same. We do not grow or handle anything else but orchids. Special lists on application.
LAGER & HURRELL, Summit, N. J.

GERANIUMS
S. A. Nutt, at $15.00 per 1000, up to Nov. 1st. Other varieties all sold until then.
Winter prices starting Nov. 1st.
S. A. Nutt and **Buchner**.....at $18.00 per 1000
Poitevine and **Ricard**.....at 22.00 per 1000
ALBERT M. HERR, LANCASTER, PA.

Horticultural Trade Journal
Published weekly. The Largest, Brightest and Best British Trade Publication. Also
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Published quarterly. Annual subscription for weekly and quarterly numbers, One Dollar. (International money order.) Subscribe today and keep in touch with European markets and topics.
THE HORTICULTURAL PRINTING COMPANY
BURNLEY, ENGLAND.

CHAS. H. TOTTY
MADISON, NEW JERSEY
WHOLESALE FLORIST
Chrysanthemum Novelties My Specialty

Market Gardeners

Vegetable Growers' Association of America.

H. W. Selby, Philadelphia, Pa., President; C. W. Waid, Grand Rapids, Mich., Vice President; S. W. Severance, Louisville, Ky., Secretary; Eugene Davis, Grand Rapids, Mich., Treasurer.

Next annual convention will be held at Detroit, Mich , September 9-12, 1919.

THE first cargo of Spanish onions has arrived on the New York market.

THE Kaw Valley, Kan., potato market is stronger, prices cash to growers, field run; $2.50-$2.65.

Cantaloupe Damage in Calafornia.

Cantaloupe growers in Stanislaus county, Calif., have suffered severe losses this season from a blight which has not been serious before. The trouble, which is different from the well known watermelon blight, has been determined by Professors W. T. Horne and C. W. Woodworth to be the mosaic disease, which has heretofore been most common on tobacco.

California Vegetable Standardization Law.

The new and expanded California fruit and vegetable standardization law went into effect July 27. Deceptive packing must cease. While the old law was still in force, Sacramento County Horticultural Commissioner F. C. Brosius condemned 73 boxes of Merced tomatoes because their top layers were notably better than those underneath. A number of wholesale dealers have had to repack boxes of tomatoes packed deceptively.

Prices of Indoor Fruits and Vegetables.

Chicago, August 19.—Cucumbers, Climax baskets, 25 cents; celery, Michigan, crate, 75 to 90 cents; leaf lettuce, per tomato box, 20 to 25 cents; radishes, per 100 bunches, $1.00 to $1.50; tomatoes, 4 baskets, 50 to 75 cents.

New York, August 18.—Celery, per doz. roots, 20 to 75 cents; cucumbers, 40 to 60 cents per dozen; mushrooms, $1.00 to $2.50 per three-pound basket; tomatoes, per pound, 6 to 15 cents; lettuce, per package, 75 cents to $2.25; radishes, per 100 bunches, $1.50 to $2.50.

Cabbage in Ohio Menaced by Yellows.

Reports from different sections of the state indicate that the cabbage industry of Ohio is seriously threatened by a disease called yellows, according to the agricultural college extension service. It is characterized by the yellowing of the leaves and the general decline of the plants, which, in many cases, appears while the plants are still in the seed bed. As the leaves turn yellow, they become detached from the stalk, and in the case of more mature plants, the stalk may become almost bare of leaves. This disease is caused by a fungus which is capable of living in the soil in the absence of members of the cabbage family for an indefinite period. The disease is hastened in its spread by continuous cropping, or too short a rotation. It is also more likely to develop during dry hot weather. Some growers observe that it appears worse upon sandy than upon clay or loamy soils. The control of the organism largely centers about the use of clean seed, planted in disease-free soil, the practice of long rotations, and the development and use of disease resistant strains.

Leaky Potatoes.

A leaky potato is rightly named, according to a moving-picture film that has just been issued by the United States department of agriculture. If you squeeze a leaky potato in your hand, it will contract like a sponge, fall apart, and nothing will be left of it but a mass of rot.

How the "leak" disease gets into the potatoes is shown in the motion picture, which is to be exhibited in the California delta region, where the trouble causes large losses. The hoe-shaped forks that are used in this region for potato digging, often pierce the tubers, and the wounds thus made allow the entrance of the fungus that causes the disease, which is always on the watch for a point of attack. It is also shown that the common practice of breaking off the knobs or second growths from the tubers, likewise opens the way for the "leak" disease. The lesson of the film is that potatoes, which are damaged in any way, should not be stored or shipped with sound tubers.

The department has also issued a motion picture, showing the magnitude of the potato industry in California, how efficient methods of farming and shipping have been developed, and how losses can be prevented.

Soil Sterilization.

Soil sterilization is receiving more and more attention from greenhouse growers. There are several factors working to that end, one being the scarcity of labor. Under present conditions, it will eventually be cheaper to install sterilizing equipment than to attempt to change the soil by removing it and replacing it. Another factor is the tendency to specialize in one or two crops. The everlasting repetition of the same crops, gradually but surely develops a heap of trouble, and last, and of greatest importance, expense of operation.

This high cost of doing business, makes it absolutely necessary for any one to carry transactions through to a finish, allowing nothing to remain undone that would help to produce a grand total. In other words, if sterilization is a help in production, we cannot afford to do without it. It has been definitely proved that thorough sterilization is a cure for many ills under glass, hence, the wise grower should investigate its merits.

We believe that of the three methods, formaldehyde, hot water and steam, the latter is by far the best and cheapest. Some growers have already installed powerful steam boilers for the express purpose of sterilizing their soils. For details of plans, we would advise beginners to address their state experiment stations, as most of these publish very good instructions in regard to this subject. Whatever the method employed, we would urge beginners to be sure and do a thorough job, as everything depends upon that. The exposure to live steam must be long enough to permit the heat to penetrate the last particle of earth, and kill any germs or spores hiding there.

Where growers find it impossible to sterilize their growing houses, we would advise at least treating the plant houses, and in the absence of any equipment, remove the plant bed soils and clean the bed, using the old hot lime wash to disinfect the benches. Then with fresh earth, a new start is made, which goes a long way towards success. Strong, healthy plants do not readily yield to disease, while sickly stock seldom recovers in mid-winter when light is weak.

MARKETMAN.

Vegetable Markets.

Vegetable market values tended moderately downward during the period August 12-18 under heavy supplies, both homegrown and carlots. Further irregular declines occurred in potatoes, onions and cabbages. Southern and southwestern potato stock is being supplanted by increasing northern shipments and prices incline toward lower levels. New Jersey sacked Cobblers were irregular at $3.75-$3.90 per 100 pounds f. o. b. and Giants at $3.05-$3.35 and strengthened to $3.50 at the close. Consuming markets quoted New Jersey sacked Cobblers fairly steady at $3.50-$4.40. Virginia Cobblers were offered in a few eastern markets at $5-$6 per barrel. Kansas Early Ohio ranged $3-$3.75 per 100 pounds. Colorado Round Whites ranged $4 in western consuming markets. Onion values continued to sag, especially in western markets, closing dull, weak and unsettled. New Jersey yellow stock held steady at $2-$2.50 per hamper and red stock at $2-$2.75 per 100 pounds sacked. Massachusetts sacked yellows ranged $3.75-$4 in Philadelphia and New York but small sizes included went at $2.50-$3 in Boston. Middlewestern stock followed a weaker general range of $3.50-$4 per 100 pounds.

Boston Ferns

Bench grown plants, from $3.00 to $25.00 per 100. Cash from unknown parties. Satisfactory guarantee.

W. W. COLES, KOKOMO, IND.

Mention the American Florist when writing

"Market Gardening"

An elementary text book containing 102 pages, 5x7, with 36 illustrations, by F. L. Yeaw, manager of the Oasis Farm & Orchard Co., Roswell, N. M.

Cloth Bound, 75 Cents.

American Florist Co.

440 S. Dearborn St., CHICAGO

Improved Bird's Eye

—AND—

Christmas Joy Peppers

Out of 2¼-in. pots at $6.00 per 100. Grown from selected stock.

A. L. MILLER, Jamaica, N. Y.

Mention the American Florist when writing

Chinese Narcissus

NOW READY

SELECT BULBS

Per Mat, 120 Bulbs, - $ 8.40
8 Mats (960 bulbs) for 62.40

WRITE FOR PRICES ON LARGER LOTS.

FREESIAS - Improved Purity

⅜-½ inch	per 1000,	$ 6.00
½ inch, plump	"	8.00
½-⅝ inch	"	10.00

WHITE CALLAS

READY SOON	Per 100
1¼-1½ inch	$ 7.00
1½-2 inch	10.00

Send us your orders for

French Paper Whites and Lily Bulbs

DUTCH BULBS

Our orders have been accepted; prices are ready. It is safe to order early. Remember, late orders last year had to accept many substitutes. Our stocks of **HYACINTHS, Fancy Forcing, Named Forcing; TULIPS, Keizerskroon, Murillo, Flamingo, Coronne d' Or,** as well as all the best **Darwins,** is complete.

PAEONIES will be higher. We have the best florists' sorts at right prices.

Write for our "Fall Book For Florists."

CHICAGO **Vaughan's Seed Store,** NEW YORK

Mention the American Florist when writing

NOW IS THE TIME TO STOCK UP

BENCH BOSTONS

Good stock ready for 4-inch and 5-inch pots; big, broad, clean leaves; heavy plants.

$25.00 AND $40.00 PER 100

CLEVELAND CHERRIES, fine, for growing on.

3-inch, $10.00 per 100; 4-inch, $15.00 per 100. Finished plants later.
You will want them later on. Very bushy branched plants.

French Hydrangeas, field plants, 6 to 8 branches, $35.00 per 100.

French Hydrangeas, 2½-inch strong. $50.00 per 1000.

CARL HAGENBURGER, West Mentor, Ohio

Mention the American Florist when writing

Ready Reference Section.

12 CENTS, NET, PER LINE.

ALYSSUM.

Alyssum, Double Giant, 2-inch, $2.00 per 100. Elmer Rawlings, Allegany, N. Y.

ASPARAGUS.

Asparagus Plumosus. 3½-in., very heavy and as good as 4-in., $10 per 100. C. U. Liggit, 303 Bulletin Bldg., Philadelphia, Pa.

ASPIDISTRAS.

Aspidistra, green, 10-in. tubs, 20 to 24-in. high, $5 to $8; 12-in. tubs, 22 to 28-in. high, $8 to $10 each. Vaughan's Seed Store, Chicago and New York.

BEGONIAS.

Begonias. Xmas Red and Prima Donna, $6.00 per 100; $50.00 per 1,000. Wm. F. Kasting Co., Buffalo, N. Y.

BOXWOOD.

CHOICE BOXWOOD SPRAYS

Write us today for prices on Fall and Winter deliveries. Best merchantable fancy tips Dwarf variety. Quality guaranteed. Satisfatory delivery assured to all parts of U. S. A. and Canada.

PITTSBURGH CUT FLOWER CO.,
116-118 Seventh St. Pittsburgh, Pa.

Can supply the trade with 30 tons of good boxwood. If you are interested in this write me for contract. MRS. E. L. OLUFSEN, Big Island, Va.

BULBS.

Bulbs. American grown. Large size bulbs that will bloom. Princeps, single nose, $10; double nose, $15; Emperor, single nose, $20; double nose, $30 per 1000. Buy from grower. Ship August or September. Terms cash f. o. b. Portsmouth, Va., buyer's risk. COTTON FLORAL Co., 333 High St., Portsmouth, Va.

Bulbs. Freesia Purity (Improved), ½-⅝-inch, $8.50 per 1,000; ⅝-¾-inch, $13.50 per 1,000. Calla Lily, 1½-2-inch, $9 per 100. McHutchison & Co., 95 Chambers St., New York.

Bulbs, Holland and French. Ask for our quotations. General Bulb Co., 110 Water St., New York.

CALADIUMS.

Caladiums, fancy leaved, 3-inch pots, each, 35c; doz., $3.50. Vaughan's Seed Store. Chicago and New York.

CARNATIONS.

CARNATION PLANTS
Field-grown. Ready after Sept. 1.

	100	1000
White Wonder	$12.00	$110.00
White Enchantress	12.00	110.00
Matchless	11 00	100.00
Enchantress	12.00	110.00
Ward	12.00	110.00
Rosetto	11.00	100.00
Thenanthos	11.00	100.00

WIETOR BROS.
Wholesale Florists
30 East Randolph St., Chicago

CARNATIONS.

The new carnation Red Cross. For prices see display advertisement elsewhere in this issue. Peter Fisher, Ellis, Mass.

Carnations, rooted cuttings, Laddie, $75 per 1,000. F. Dorner & Sons Co., Lafayette, Ind.

CHRYSANTHEMUMS.

Chysanthemum plants, 5,000 2½-in., consisting of all colors of pompons and other good varieties. Asparagus Sprengeri, 4-in., good strong stock for benching, at once, $12.50 per 100. JOHN RINDFLEISCH, 514 East Grand Ave., Beloit, Wisc.

Chrysanthemums in all leading varieties. Write for list. Elmer D. Smith & Co., Adrian, Mich.

CYCLAMEN.

Cyclamen. 3½-in., fine stock, $30.00 per 100. A. Henderson & Co., 166 N. Wabash Ave., Chicago.

DAHLIAS.

Dahlias. Best new and standard varieties. Peacock Dahlia Farms, Williamstown Jct., N. J.

FERNS.

Ferns. Pot grown; shipped without pots. Boston and Scottii, 4-in., $3.00 per doz.; $20.00 per 100. 5-in., $4.80 per doz.; $35.00 per 100. R. Vincent, Jr. & Sons Co., White Marsh, Md.

Ferns. A splendid lot for immediate shipment. For varieties and prices see advertisement on front cover page of this issue. F. R. Pierson, Tarrytown, N. Y.

Ferns. Bench Bostons, good stock and ready for 4 and 5-inch pots, $25 and $40 per 100. Carl Hagenburger, West Mentor, O.

Fancy Ferns, special picked. C. A. Kuehn, 1312 Pine St., St. Louis, Mo.

FREESIAS.

FREESIA PURITY BULBS. Of a highly improved strain; very free-flowering. Stems unusually strong. If you have never grown our Freesias, you have never had the best.

Size	Per 1000
½ to ⅝ inch	$ 6.50
⅝ to ¾ inch	9.50
¾ inch and up	15.00

Order filled same day as received.

SEVIN VINCENT CO.
417 Montgomery St. San Francisco, Calif.

Freesias. Purity (Improved). ⅜-½-in., $6.00; ½-⅝-in., $10.00; ⅝-¾-in., $15.00 per 1000. Purity (Improved), Vaughan's Special Strain, ⅜-½-in., $7.00; ½-⅝-in., $12.00 per 1000. Vaughan's Seed Store, Chicago and New York.

FREESIAS.

Freesia Purity. ½-⅝-in., $9.50 per 1,000; ⅝-¾-in., $15.00 per 1000. S. S. Skidelsky & Co., 50 Park Place, New York, N. Y.

GENISTAS.

Genistas. Fine well grown stock, 3-in. pots, $15 per 100, $120 per 1000. C. U. Liggit, 303 Bulletin Bldg., Philadelphia, Pa.

GERANIUMS.

Geraniums. A special lot of fine stock, 2½-in., Ricard and Poitevine, $5 per 100; $45 per 1000; S. A. Nutt, $4 per 100, $35 per 1000; C. U. Liggit, 303 Bulletin Bldg., Philadelphia, Pa.

Geraniums, 75,000 at reduced price. Nutt, Castellane and others; extra strong plants, 4-in. 12½c; 3½-in., 9c; 3-in., 7½c; 2½-in., 4½c; 2¼-in., 3½c. L. J. ROWE, Titusville, Pa.

Geraniums. S. A. Nutt, $15.00 per 1,000. Albert M. Herr, Lancaster, Pa.

HEATHER.

Christmas and Easter Heather. Write for prices. A. L. Miller, Jamaica, N. Y.

IRISES.

Iris, one plant each 12 varieties, $1.00. L. F. DINTELMANN, Belleville, Ill.

IVIES.

Hardy English Ivy. Good strong 2-in. stock, $2.50 per 100; $22,50 per 1,000. R. Vincent, Jr., & Sons Co., White Marsh, Md.

500,000 Ivy leaves to deliver in September, $3.00 per 1000. Cash with order. MRS. E. L. OLUFSEN, Big Island, Va.

KENTIAS.

Kentia Belmoreana. Average in 3 and 4 leaves, good strong plants out of 2¼-in. pots at $15.00 per 100. Prices on larger quantities on application. J. H. FIESSER, 711-741 Hamilton Ave., North Bergen, N. J.

MAGNOLIA LEAVES

Magnolia leaves; non-mouldy, flexible and of uniform size, $2.00 per carton; in 100-lb. cases, $22.00 per case. Ove Gnatt Co., La Porte, Ind.

ORCHIDS.

HASSALL & CO., orchid growers and raisers, Southgate, London, England. Cattleyas, Laellio-Cattleyas our specialty. One trial order solicited.

Cattleya—Orchids. All first-class stock. For varieties and prices see display advertisement elsewhere in this issue. Geo. V. Allen, Edgewood, R. I.

Orchids of all kinds, established and semi-established. Lager & Hurrell, Summit, N. J.

If You Do Not Find What You Need in Our Ready Reference Department, Write Us About It.

PALMS.

Palms, high class, and novelties in decorative plants. Robert Craig Co., Market and 49th Sts., Philadelphia, Pa.

PEONIES.

Peonies for florists. Strictly true to name, all in strong divisions with from two to five eyes each. For varieties and prices see display advertisement elsewhere in this issue. Vaughan's Seed Store, Chicago and New York.

Peonies. All the standard varieties at attractive prices. WM. F. MILLER, R. F. D. No. 2, Collingswood, New Jersey.

POINSETTIAS.

Poinsettias, true type, 2½-in. pot plants. For prices see display advertisement elsewhere in this issue. A. F. Longren, 4249 W. Monroe St., Chicago.

Poinsettias, true type, 2½-in. pot plants, $10.00 per 100. A. Henderson & Co., 166 N. Wabash Ave., Chicago.

PRIMULAS.

Primula Obconica. Assorted, ready now, $6.00 per 100; $50.00 per 1,000. Wm. F. Kasting Co., 568-570 Washington St., Buffalo, N. Y.

ROSES.

Roses, own root, 3-in. For varieties and prices see advertisement on front cover page of this issue. A. N. Pierson, Inc., Cromwell, Conn.

Winter-flowering roses. For varieties and prices see advertisement on front cover page of this issue. F. R. Pierson, Tarrytown, N. Y.

SEEDS.

Seeds, High Grade. We specialize in beans, carrot, lettuce, onion, parsnip, radish, salsify, spinach, named and mixed nasturtiums, and Grandiflora and Spencer Sweet Peas. Atascadero Seed Company, Atascadero, Calif.

Seeds. Burpee's Sweet Peas. Best winter flowering Spencers for Florists. For varieties and prices see display advertisement elsewhere in this issue. W. Atlee Burpee Co., Philadelphia, Pa.

Seeds. Sweet Peas for fall sowing. Spencer, Unwin and Grandiflora types. For varieties and prices see display advertisement elsewhere in this issue. Vaughan's Seed Store, Chicago and New York.

Seeds. Specialties in variety. Onion, carrot, beet, radish and parsnip. Contract prices mailed on request. R. C. McGill & Co., wholesale seed growers, San Francisco, Calif.

SEEDS. Vaughan's Giant Pansies. For varieties, descriptions and prices see display advertisement elsewhere in this issue. Vaughan's Seed Store, Chicago and New York.

Seed, Michell new crop flower. For varieties and prices see display advertisement elsewhere in this issue. Henry F. Mitchell Co., 518 Market St., Philadelphia, Pa.

Seeds, Cyclamen, pansy and sweet pea. For varieties and prices see advertisement on front cover page of this issue. S. S. Skidelsky & Co., 50 Park Place, New York.

Seeds. Pedigree and selected stocks of rutabaga, turnip, cabbage, Savoy cabbage, beet and mangel; flower seeds. Write for special prices. Kelway & Son, Langport, Eng.

SEEDS.

Seeds. New early-flowering or winter-blooming giant pansies. For varieties and prices see display advertisement elsewhere in this issue. Chas. Frost, Kenilworth, N. J.

Seeds. Pansy, Cineraria, Sweet Pea and Daisy. For varieties and prices see display advertisement elsewhere in this issue. The Storrs & Harrison Co., Painsville, O.

Seeds. Winter flowering Spencer sweet peas. For varieties and prices see display advertisement elsewhere in this issue. St. Louis Seed Co., 411 Washington Ave., St. Louis, Mo.

Seeds. Contract growers of cucumber, cantaloupe, watermelon, squash and pumpkin seed; sugar, flint and field corn. J. C. Robinson Seed Co., Waterloo, Neb.

Seeds. Tomato, pepper, eggplant, squash, pumpkin, cucumber and watermelon seed and field corn on contract. Edgar F. Hurff, Swedesboro, N. J.

Surplus Stocks.

The new plant quarantine gives greatly increased value to many kinds of surplus stock heretofore considered of little account, especially bulbs and plants.

You can quickly turn such surpluses into cash by advertising here.

Seeds. Contract growers of cucumber, muskmelon, squash and pumpkin; sweet flint and dent corn. The C. Herbert Coy Seed Co., Valley, Neb.

Seeds. Sweet, flint and dent corn, cucumber, musk and watermelon, pumpkin and squash. Western Seed & Irrigation Co., Fremont, Neb.

Seeds, specialties: Pepper, eggplant, tomato, vine seed and field corn. George R. Pedrick & Son, contract seed growers, Pedricktown, N. J.

Seed. Beet, sweet corn, bean, onion sets, potato. Prices will be quoted upon application. S. D. Woodruff & Sons, 82 Dey St., New York.

Seeds. Growers for the trade: Beans, peas, sweet corn, onion, turnip, radish, beet, etc. The Everett B. Clark Seed Co., Milford, Conn.

Seeds. Peas, beans, corn and vegetable of all kinds in quantity and of highest quality. Jerome B. Rice Seed Co., Cambridge, N. Y.

Seeds. Wholesale field and garden seeds. J. Bolgiano & Son, Light, Pratt and Ellicott Sts., Baltimore, Md.

Seeds. Specialties, Lettuce, onion, sweet peas, aster, cosmos, mignonette, verbena in variety. Waldo Rohnert, Gilroy, Calif.

SEEDS.

Seed. Vegetable and flower, of every description. The W. W. Barnard Co., 231-235 W. Madison Street, Chicago.

Seeds. Garden of all kinds. Write for catalogue. Everette R. Peacock Co., 4013 Milwaukee Ave., Chicago.

Seeds. Specialties: Beets, mangoes, carrots, cabbages, celeries, parsley, parsnips, turnips. R. & M. Godineau, Angers, France.

Seed. Flower and Garden seeds. Sweet pea. and nasturtium a specialty. Routzahn Seed Co., Arroyo Grande, Calif.

Seeds. Growers of selected stocks of onion, lettuce, radish, carrot, sweet peas, etc. C. C. Morse & Co., San Francisco, Calif.

Seeds. Flower and vegetable. All seasonable varieties. Stocks are very complete. James Vick's Sons, Rochester, N. Y.

Seeds. Wholesale price list for florists and market gardeners. The W. Atlee Burpee Co., Philadelphia, Pa.

Seeds. Tomato, grown for the wholesale seed trade. Haven Seed Co., Santa Ana, Calif.

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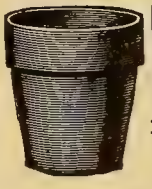

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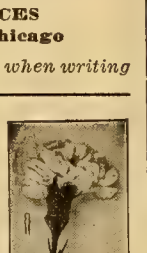
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Vol. LIII. **CHICAGO AND NEW YORK, AUGUST 30, 1919.** **No. 1630**

THE AMERICAN FLORIST

ESTABLISHED 1885

Copyright 1919 by American Florist Company. Entered as Second Class Matter Nov. 11, 1891 at the Post Office at Chicago, Illinois, under act of March 3, 1879.

PUBLISHED EVERY SATURDAY BY

AMERICAN FLORIST COMPANY,
440 S. Dearborn St., Chicago.
Long Distance Phone: Harrison 7465.
Registered Cable Address: Ameflo, Chicago.

Subscription, United States and Mexico, $1.50 a year; Canada, $2.00; Europe and Countries in Postal Union, $2.50. Volumes Half Yearly From August 3, 1901. Single Copies, 10 cents.

Address all correspondence, subscriptions, etc., American Florist Co., 440 S. Dearborn St., Chicago

SOCIETY OF AMERICAN FLORISTS AND ORNAMENTAL HORTICULTURISTS.

OFFICERS—J. F. AMMANN, Edwardsville, Ill., President; E. A. FETTERS, Detroit, Mich., Vice-President; JOHN YOUNG, 1170 Broadway, New York, Secretary; J. J. HESS, Omaha, Neb., Treas. OFFICERS-ELECT—A. L. MILLER, Jamaica, N. Y., President; F. C. W. BROWN, Cleveland, O., Vice-President; JOHN YOUNG, New York, Secretary; J. J. HESS, Omaha, Neb., Treasurer. The thirty-sixth annual convention will be held at Cleveland, O., August, 1920.

AMERICAN DAHLIA SOCIETY.

Next annual meeting and exhibition, at New York, September 23 25, 1919. OFFICERS—RICHARD VINCENT, JR., White Marsh, Md., President; JOHN H. PEPPER, Hempstead, N. Y., Secretary.

AMERICAN CARNATION SOCIETY.

Next annual meeting and exhibition, Chicago, January, 1920. THEODORE DORNER, Lafayette, Ind., President; C. W. JOHNSON, Morgan Park, Chicago, Vice-President; A. F. J. BAUR, Thirty-eighth St. and Rockwood Ave., Indianapolis, Ind., Secretary.

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CHRYSANTHEMUM SOCIETY OF AMERICA.

Next annual convention and exhibition New York, November 1919. WM. W. VERT, Greenwich, Conn., President; C. W. JOHNSON, 2242 W. 109th Street, Chicago, Secretary.

AMERICAN ASSOCIATION OF PARK SUPERINTENDENTS.

Next annual convention, Hartford and New Haven, Conn., August 26-28, 1919. JACOB F. FOSTER, Chicago, President.

AMERICAN PEONY SOCIETY.

Next annual meeting and exhibition, Reading, Pa., June, 1920. LEE R BONNEWITZ, Van Wert, O., President; A. P. SAUNDERS, Clinton, N. Y., Secretary.

THE DETROIT CONVENTION

Next Convention, Cleveland, O., 1920.

OFFICERS ELECTED:

President, A. L. MILLER, Jamaica, N. Y. Vice-President, F. C. W. BROWN, Cleveland, O.
Secretary, JOHN YOUNG, New York. Treasurer, J. J. HESS, Omaha, Neb.
Directors for Three Years: H. P. KNOBLE, Cleveland, O.; PAUL R. KLINGSPORN, Chicago.

PLANT QUARANTINE STRONGLY OPPOSED.

(Continued From Last Issue.)

Thursday's Proceedings.

The convention met pursuant to adjournment, Thursday morning, President Ammann in the chair. He announced that the judges and tellers of election were all present, the ballot boxes prepared and that at promptly 10 a. m. the polls would be declared open and so remain until 11 o'clock, or until all in line had voted, and would then be closed. At the appointed time, the polls were closed and an adjournment taken until 2:00 p. m. to permit of the counting of the ballots.

At two o'clock, the convention resumed its deliberations, President Ammann officiating. R. C. Kerr read the report of the judges of the trade exhibits, floor supplies section, which on motion of A. T. De La Mare was received and made part of the records. Judge of Elections John G. Esler reported the result of the ballot as follows: For president, A. L. Miller, 234 votes; J. F. Sullivan, 187; for vice-president, F. C. W. Brown, 379; for secretary, John Young, 386; for treasurer, J. J. Hess, 377; for director to serve three years, Herman P. Knoble, 273; Paul R. Klingsporn, 256; Irwin Bertermann, 256. The following officers were therefore declared elected by President Ammann as reported in our last week's issue, page 255; A. L. Miller, Jamaica, N. Y., president; F. C. W. Brown, Cleveland, O., vice-president; John Young, New York, secretary; J. J. Hess, Omaha, Neb., treasurer; director for three years, Herman P. Knoble, Cleveland, O. There being a tie as to the remaining director, there was no election. A special committee appointed by the chair, consisting of J. G. Esler, R. C. Kerr and W. J. Pilcher retired with the candidates affected by the tie and later reported that both had decided to abide by the toss of a coin, Paul Klingsporn winning on his choice, "heads," and he was thereupon declared duly elected as director for the term expiring in 1922.

In the meantime, J. F. Sullivan moved that the election of A. L. Miller be made unanimous, which motion carried, and Mr. Miller was called upon for a speech to which he responded, saying that he highly appreciated the honor conferred upon him and would do all in his power to further the interests of the organization, and while he did not profess to be an expert in society management, he would do everything possible for the trade. The president then remarked that he was glad to have the proud honor of being succeeded as president by a gardener, and although Mr. Miller did not claim to be an orator, he knew him to be a real worker who would be ace high in whatever position he was placed. He himself was part orator and part gardener. E. G. Hill said that President Ammann was a notable exception to the rule that an orator and a gardener could not co-exist in the same person. Paul Klingsporn, who was also called upon for a speech, said he was just an ordinary wholesaler and had never expected to stand any chance against two such well-known florists as Herman Knoble and Irwin Bertermann, the latter a prominent worker in the profession

for many years and with a far greater reputation than himself. He thanked the convention from the bottom of his heart.

Charles H. Grakelow presented the report of the judges of trade exhibits, division of novelties and new varieties in plants On motion of R. C. Kerr, the report was adopted and made of record. President-elect Miller suggested that a vote of thanks be extended to the exhibitors, but was informed that this would be taken care of in the report of the committee on final resolutions. Director-elect Knoble thanked the convention for the honor conferred and pledged himself to give the very best service he possibly could in his new office. Secretary John Young and Treasurer Hess were called upon and each responded in a fitting manner Vice-president-elect F. C. W. Brown was also called upon for a speech but was not in the hall at the time.

Frank R. Pierson referred to the death and valuable services of Past-President William J. Stewart, and moved the adoption of the following resolution:

"Be it remembered that,

"Whereas: The Almighty, in His wisdom, has called to eternal rest our beloved past secretary and ex-president, William J. Stewart, of Boston, Mass.; and

"Whereas, this society has been always appreciative of, and will always bear in cherished remembrance the indefatigable labors of our lamented coworker, Mr. Stewart, in the founding of and in building up this organization, and his constant interest and zeal for its success; therefore, be it

"Resolved: That a copy of this resolution be mailed to the widow and family of Mr. Stewart, and that a copy of these resolutions be spread on the minutes of this society."

W. A. Manda seconded the motion to adopt the resolution and suggested that a rising vote be taken as a further mark of respect. The resolution was therefore adopted by rising and unanimous vote.

On motion of J. C. Vaughan, Chicago, a telegram of regret was ordered sent to his old time friend, one of the pioneers of the society, J. D. Carmody. On motion of Philip Breitmeyer, a similar telegram was sent to ex-President Patrick O'Mara. On motion of J. J. Hess a like telegram was sent to ex-President Robert Craig. On motion of C. Loveridge, similar action was taken as to George A. Kuhl, Pekin, Ill. On motion of J. F. Sullivan, a similar telegram was sent to John A. May, Summitt, N. J., pioneer member. On further motion, it was ordered that floral remembrances be also forwarded to each of the above.

Philip Breitmeyer auctioned off the exhibit contributed by the Skinner Irrigation Company of Troy, realizing $100, the same to be applied to the publicity fund.

President Ammann referred to the fact of the great divergence of views among florists, nurserymen and others interested as to Ruling No. 37 under the quarantine act, some being opposed, some in favor, and some neutral, for which reason the officers of the society had decided, if it were possible, to have present at this convention some representative of the federal horticultural board to furnish enlightenment on this subject for the benefit, not only of those present, but the entire trade of the country, and also as a help to the board itself, and for that reason Dr. C. L. Marlatt, of the federal horticultural board, had been invited to address the convention on the subject. President Ammann was pleased to announce that Dr. Marlatt had accepted the invitation and would address the convention and immediately after Dr. Marlatt's address the committee on tariff and legislation would present their report, final action upon which would be deferred until after the discussion which might follow Dr Marlatt's address. Immediately after Dr. Marlatt's address, Chairman W. F. Gude, of the committee on tariff and legislation, presented his report, final action on which was deferred until after the discussion of Dr. Marlatt's remarks.

Quarantine Resolutions.

Following the discussion of Dr. Marlatt's address, S A. Anderson, Buffalo, N. Y., moved the adoption of the following resolutions which were seconded by W. A. Manda, and duly carried:

"WHEREAS, on June 1, Quarantine No. 37 with regulations, became effective, prohibiting further importation of many plants and plant products and raw materials essential to the conduct and expansion of our business, and places burdensome, expensive, and unnecessary restrictions on the importation of other important classes of horticultural products and

"WHEREAS, the members of this society require, and consider themselves entitled to, real constructive regulation and efficient inspection, and are not satisfied with destructive business-wrecking regulations as a substitute, therefore, be it

"RESOLVED, that the Society of American Florists and Ornamental Horticulturists, at its annual meeting held in Detroit, Mich., August 19-21, attended by 1,500 delegates, unanimously protest against these drastic regulations; also the methods used by the federal horticultural board in promulgating them, and be it further

"RESOLVED, that this convention respectfully offers the following constructive suggestions:

"1. That Quarantine No. 37 with regulations be rescinded, and that in its place, such regulations be made as by correct methods of inspection will, within reason, properly safeguard the country against the invasion of foreign pests and diseases, but which will not unnecessarily interfere with the horticultural interests of the country.

"2. That at least two members of the present federal horticultural board of five bureau chiefs be replaced by practical horticulturists, who will not be entirely out of touch with the horticultural trade and its requirements.

"3. Or that three practical horticulturists be added to the board's present membership of five.

"4. That this reorganized board call hearings at a time when those interested can attend, giving separate hearings to each of these important classifications: (1) orchids; (2) bulbs and roots; (3) nursery stock; (4) roses; (5) dracæna canes and other similar raw materials. And be it further

"RESOLVED, that the secretary be requested to send a copy of this resolution to the members of the house committee on agriculture."

It being stated that E. G. Hill, among others, had either signed or approved the foregoing, Mr. Hill stated that he did not believe he ever signed it, and if he did, he had no business to in the light of facts that came to him afterwards, and he wished to make that explanation.

Presentation to President Ammann.

An agreeable digression affording relief to the suppressed excitement pervading the meeting following the quarantine action, came in the shape of remarks by Charles H. Grakelow, of Philadelphia, in presenting to Retiring President Ammann, on behalf of the society a handsome testimonial of esteem. Mr. Grakelow said:

"With your permission, at this time I would like to introduce the present diversion to take your minds off the discussion that we just had. I ask you to go with me to Ostend, or the great city of Paris, or London, among the dealers in precious stones, or down into Maiden Lane, where may be found on display the most wonderful gems. Gaze with me on the scintillating diamond, on the elusive lustre of the pearl, on the richness of the ruby and the garnet, vying in its brilliant coloring with human blood, and I defy any of you gentlemen, among all those gems or jewels, to point out one that will compare in worth with the wonderful value of the jewel of faithfulness. To be as brief as possible, Sir, at this time, I ask you to accept as an acknowledgment of our appreciation of you, and the extraordinary services that you have rendered this association in the faithful discharge of your duties as president during the past year, this concrete expression of our appreciation of your having exemplified to us the sublime jewel of faithfulness, perhaps the most striking that we have ever had."

Accompanying these remarks, Mr. Grakelow opened a morocco covered casket, displaying an elaborate solid silver service and presented the same to Retiring President Ammann.

Response of President Ammann.

"This is once you have it on the speaker. I am delightfully surprised. I hope I am agreeably appreciative of this token of your kindness to me and my loved ones, which will ever be cherished, I assure you, in our memories. The small service that I have been able to render you in performing the executive duties of this office have been attended with pleasure. It is a privilege to be associated with men of your character and influence. It seems only a few years ago, when I sat at the feet of men into whose faces I am looking here today, who pioneered the way of this great society, this wonderful organization; men like J. C. Vaughan, E. G. Hill, Robert Craig—oh, so many whom I could mention. How I wondered at their marvelous ability to serve. Oh! How thankful I am at having had the opportunity of at least making an attempt to be of some service to you. At a time like this, we are reminded of the reply that our Master gave to the question of the rich ruler, "What can I do to be saved?" When I think of the parable of the Good Samaritan, I feel how wonderful it is to help others by the wayside as we go along; how wonderful it is to be co-operative one with another. Oh! what it means to be connected with an organization that represents what our society does. How we realize, when we look back, that our business has been uplifted through the spirit of co-operation and brotherhood that has been infused into this work as we have gone along in our 35 years of existence. We are also reminded of the wonderful teachings of Paul in his letter to the Corinthians, especially that contained in the twelfth chapter just preceding that wonderful thirteenth chapter, where he speaks of love, and in the twelfth chapter of the unity of the body that links every member of it one to the other. So I admonish you at this time, to work in unity under the leadership of our new administration. Let us continue with this great work and assist to build up this great land of ours through the profession that we represent, which caters to the highest ideals of the American people. In that way, our influence may spread out unto all the peoples of the earth. The world has been bleeding and much of it is yet in mourning and in sorrow. At this time, after the exchange of ideas with this representative of our national administration, we hope to be bound in closer union.

"All I can say to you, fellow-members, and I say it from the bottom of my

heart, speaking for myself, and also in behalf of my loved ones, we will cherish this token as long as we live, and thank you one and all."

W. A. Manda now offered a resolution of appreciation and thanks to Dr. Marlatt for giving his valuable time and journeying to Detroit to address the convention. The motion was carried by unanimous and rising vote.

The report of the tariff and legislative committee not having been acted on when previously read, on motion of F. R. Pierson, was received and made part of the record, and the recommendations therein contained calling for expenditure of money were referred to the executive board with power to act.

Secretary Young read the report of the national flower show committee, which on motion of Michael Barker, of Chicago, was received and the recommendations concurred in.

Secretary Young read a number of communications, viz.: One from E. Turbat, of the Federation Nationale des Syndicats Horticoles de France, Paris, inviting the American horticultural trade to join an entente between the British, Belgian, French and Italian horticultural trade, with the following objects: First, an examination of the situation of the international horticultural trade as the result of the war; second, decisions to be had as to eventual resumption of commercial relations with both the neutral countries and the enemy, and third, any other questions relating to international horticultural trade matters. Mr. Turbat stated that a similar invitation had been sent to the secretary of the American Association of Nurserymen, and asked whether it would be possible for the latter, together with the S. A. F., to name a joint committee to further this proposition? The communications were ordered filed.

Secretary Young also read a letter from Z. D. Blackistone, president of the Florists' Club of Washington, D. C., advising that the florists of that city had decided to have a "Say it with Flowers" week," Octotber 5-11, every store to be specially decorated and myriads of flowers shown. Thousands of blooms will be given to hospitals and similar institutions as an example of "Say it With Flowers"; every florist in town to push, advertise, talk, and do everything else except eat flowers during that week. Mr. Blackistone offered a similar suggestion to all of the cities throughout the country. On motion of Secretary Young, the above communication was received and referred to the publicity committee to see that it be given the widest publication through the Journal of the society and the recognized trade mediums. Secretary Young also read a letter from T. P. Langhans, secretary of the Pittsburgh Cut Flower Company, suggesting that a day of the year be selected when flowers are very plentiful to be termed "Flower Day" when an automobile parade be held, the cars to be decorated with seasonable flowers, and bearing the society's slogan, "Say it With Flowers." Further days might be established, such as a "customers' day" or "benevolent day," when hospitals and other institutions could be recognized at minimum cost. On motion, this was also referred to the publicity committee.

Secretary Young read a letter from the John A. Keller Co., Lexington, Ky., suggesting a form of notice to the express companies to be placed on all express shipments with the idea of minimizing mishandling or damage. The letter was referred to Secretary Young, for correspondence with the Keller Company.

Secretary Young then read the report of the committee on memorial resolutions to deceased members, Michael Barker, chairman, and on motion of Mr. Barker, the same was adopted by rising vote and with bowed heads. Secretary Young called attention to the movement that has been set on foot in Buffalo to erect a suitable monument to the late William F. Kasting, and stated that contributions for this purpose could be forwarded to William J. Palmer, 302 Main street, Buffalo, N. Y., who is acting as treasurer of the committee. It has already raised $1,200, and desires to raise $300 more.

Secretary Young called attention to the gratifying character of the trade exhibition at this convention, which had been one of the most successful in the history of the society, and only second to that large exhibition held in Chicago. There were 85 exhibitors in different lines, and $5,300 worth of floor space was sold.

Paul R. Klingsporn, Chicago.
Director-Elect Society of American Florists.

President Ammann read a letter from Past-President Theodore Wirth, regretting his inability to be present and participate in the discussion of Quarantine Order No. 37.

Professor L. C. Corbett, of the bureau of plant industry, United States department of agriculture, was unable to be present, but was represented by F. L. Mulford, landscape gardener of the same bureau, who stated, that if desired, he would read the paper entitled "Opportunity of the Society of American Florists in Present Day Plant Propagation," but that as the hour was now quite late, he believed Professor Corbett would be satisfied not to have the paper read at this time, provided that he could have the assurance that the matters contained in the paper would receive attention by the executive board of the society. On motion of H. B. Dorner, the paper was received and made part of the record, and the recommendations therein referred to the executive board, with power to act.

The committee on final resolutions, through its chairman, W. W. Gammage, presented its report. On motion of Mr. Gammage, the report was adopted as read, and made part of the record. Mr. Gammage, referring to the fact that all florists are now preaching publicity, and "Say it With Flowers," moved that flowers be sent to each of those whose names were enumerated in the final resolutions as a further evidence of the appreciation of the convention, the cost of same to be paid out of the funds of the society. The motion carried, and the secretary authorized to put same into effect.

On motion of President-elect Miller, a vote of thanks was tendered to Mrs. R. E. Darbee, of San Francisco, for the beautiful floral remembrance which she had placed on the president's table, and which President Ammann commented on, it having kept in such excellent condition.

On motion of President-elect Miller, a vote of thanks was unanimously adopted to the retiring president for faithful and efficient discharge of his administrative duties and conduct of the proceedings of this meeting. The above motion was put by Past-President R. C. Kerr. Retiring President Ammann thanked the convention, and assured them that the pleasure was all his and would long be remembered by him.

No further business offering at this time, on motion, the convention now adjourned without day.

Committee on Final Resolutions.

Your committee on final resolutions has the honor to submit its report, as follows:

We recommend for your unanimous adoption by rising vote the following resolutions of thanks:

Whereas, the society of American Florists and Ornamental Horticulturists has now been assembled for three days in its thirty-fifth annual convention in the delightful city of Detroit, and being now about to depart for our several homes and carry back to our friends there word of the magnificent welcome and hospitality we have here enjoyed, such of us as are guests and visitors here, desire to take this opportunity at the close of this most successful meeting to properly acknowledge our indebtedness to all who have contributed to our happiness, comfort and enjoyment, and while the list is a long one, its length testifies to the elaborateness of the preparations made, and we can testify to the thoroughness with which every detail has been carried out, therefore be it

Resolved, that we hereby tender out of full hearts our thanks and appreciation to the following:

To the Rev. J. M. Barkley, for his eloquent opening prayer.

To Hon. Thos. P. Penniman, city counsellor, who welcomed us officially to Detroit as the mayor's representative.

To F. C. W. Brown, of Cleveland, O., for his able address on "Selling Flowers by Telegraph."

To Major P. F. O'Keefe, of Boston, for his illuminating and helpful address on "Publicity," the topic of the hour, which is most interesting and valuable to us as individuals, and as a craft.

To Dr. C. R. Marlatt, of the federal horticultural board, of Washington, D. C., for his courtesy in accepting our invitation to address us on a topic of vital importance.

To Prof. L. C. Corbett, bureau of plant industry, United States department of agriculture, for his splendid paper on "The Opportunity of the Society of American Florists in Present Day Plant Propagation."

To the management of the Hotel Statler, for special courtesies and concessions in making reservations for us in preference to their regular patronage.

To H. L. Woods, proprietor of the Arcadia auditorium.

To the Detroit Golf Club for hospitalities and courtesies.

To Joseph Streit, who was in charge of the bowling arrangements that are such a feature of our meetings always.

To the Detroit & Windsor Ferry Company, on whose elegant boat, the charming moonlight excursion was enjoyed Wednesday night.

To the Detroit News, for invitation to visit their plant, one of the largest printing establishments in the world.

To the Towar Creamery Company of Detroit.

To the American Gladiolus Society, for its exhibition, which attracted deserved attention.

To the City Press Association, through whose good offices we were given valuable space in the Detroit newspapers.

To our own trade press for reports of our meetings that will appear in their valuable mediums.

To the management of the Ford plant, for invitation to their immense and world known works.

To the Detroit Florists' Club, and the many untiring and efficient committees, working under the appointment and direction of their president, J. F. Sullivan, whose many good offices would bring such blushes to their cheeks if we enumerated them all, that we spare their embarrassment by only at this time making specific mention of the brilliant reception to our president and executive officers on Tuesday evening at the Hotel Statler, and the boat ride, which was so largely attended.

To the ladies' auxiliary of the Detroit Florists' Club for their overwhelming kindnesses and many courtesies to our ladies, who will long remember them with pleasure, this including the theater party at the Temple theatre and the ladies' luncheon.

To the Detroit Rotary Club, for entertaining at luncheon those of our membership who are Rotarians, and, finally,

To the many firms who joined in the magnificent trade exhibit, which it was an education to our members to inspect and enjoy.

We shall leave the beautiful city of Detroit with regret and carry home with us memories as fragrant as the flowers that adorn its parks and public places. Truly, in Detroit they "Say it With Flowers."

J. GAMMAGE Chairman.
GEORGE E. M. STUMPP,
H. B. DORNER.

Report of Judges on Trade Exhibition.

NEW PLANT VARIETIES AND NOVELTIES.

We, the judges to report on novelties and new varieties in plants, beg leave to make the subjoined report and suggest to the board of directors the following awards:

Honorable mention to C. U. Liggit, Philadelphia, Pa., for Macawii fern, a sport of Scottii, a fast grower, more compact and as good a keeper as Scottii. Stock is not being disseminated.

Cultural certificate to George Wittbold Co., Chicago, for extra well grown cyclamens.

Cultural certificate to the C. C. Pollworth Co., Milwaukee, Wis., for a fine display of aucubas.

Henry A. Dreer, Inc., Philadelphia, Pa., are highly commended for their excellent collection of fine palms and highly colored crotons.

Honorable mention to W. A. Manda, South Orange, N. J., for Juniperus Mandianum, Dracæna Longii and Dahlia Mandiana.

Joseph Heacock Co., Wyncote, Pa., highly commended for a remarkably clean collection of palms.

Honorable mention to the Julius Roehrs Co., Rutherford, N. J., for foliage plants and evergreens.

Special stress is laid on the new fern, Victory, of F. R. Pierson, Tarrytown, N. Y., a sport of Teddy, Jr., with a rapid growth and a branching at end of fronds, making it a shapely plant that should be a commercial success, and we recommend it most highly—a bronze medal; also that honorable mention be given for the display of Tarrytown and Moss ferns.

H. P. Knoble, Cleveland, O.
Director-Elect Society of American Florists.

A certificate of merit to Max Schling, New York, for three most beautiful, artistic steamer baskets.

The Greening Nurseries, Monroe, Mich., are highly commended for display of evergreens.

Honorable mention to Robert Craig Co., Philadelphia, Pa., for a beautiful display of foliage plants.

Honorable mention to Jackson & Perkins, Newark, N. Y., for lilacs.

Honorable mention to John Lewis Childs, Flowerfield, N. Y., for new gladiolus, White Americus.

A. L. MILLER, Chairman.
IRWIN BERTERMANN.
CHARLES H. GRAKELOW.

FLOOR SUPPLIES SECTION.

We, the following judges, appointed by you to pass on the exhibits at the convention in session in Detroit, respectively submit the following report:

That a certificate of merit be awarded to the A. L. Randall Company, Chicago, because of the care and attention and diversified quality of the exhibit made.

That a certificate of merit be awarded to Poehlmann Bros. Company, Chicago, because of the unique arrangement and artistic care displayed and the diversified material shown.

That honorable mention be awarded to Wertheimer Bros., New York, because of the wide range of ribbon materials and pleasing manner of exhibiting same.

That the following firms be highly commended for complete display of florists' materials in their various lines; Burlington Willow Ware Company, Burlington, Ia.; Cohen & Hiller, New York; M. Rice Company, Philadelphia, Pa.; Ove Gnatt Company, La Porte, Ind.; Pittsburgh Cut Flower Company, Pittsburgh, Pa.; George B. Hart, Rochester, N. Y.; Jos. G. Neidinger Company and S. S. Pennock Company, Philadelphia; R. E. Gebhardt Company, Chicago, and C. S. Ford, Philadelphia.

That special mention is made of the exhibit and material of the Bergmann-Koropp Company, Chicago.

Particular attention of your judges was drawn to the very clever and serviceable novelties displayed by the exhibitors. We feel that to enumerate the articles might be an injustice, for, owing to the great variety, we might overlook some of the important introductions. We believe that greater initiative was displayed in the creation of new ideas at this convention than at any previous meeting of the society.

R. C. KERR, Chairman.
G. E. M. STUMPP.
F. C. W. BROWN.

OTHER JUDGES' REPORTS.

Reports of other judging committees have failed to reach us up to time of going to press.

Publicity.

Address of P. F. O'Keefe, Boston, Mass., at the convention of the Society of American Florists. Detroit, Mich., August 19-21, 1919.

I think next to my love of advertising problems, I love flowers best. From my office window, I get a fragrant breeze that blows across from the famous Boston public gardens, over Boston Common and busy Tremont street. It shakes the geraniums and other flowers that I have as companions during my working hours on the little stretch of roof which a thoughtful architect provided in the offices we occupy nine stories above the street for a roof garden. These flowers help me, and I like to think that the breeze that comes to me through the window, has just left the flowers in our public garden, a garden set in the center of our business section, which Boston will ever retain in its very heart of hearts to "Say it with flowers." Am I sentimental? I do not think my friends would say so, and yet is there a man living who can truthfully say that flowers have no influence upon him?

"Flowers make a brighter business day." You remember this slogan we carried in our advertising that appeared in color last spring in the magazines. Every man who saw that advertisement was reminded in it of a truth he knew to be so. How many have acted upon it? How many business men have done what we told them would make the tedium of toil less tiresome? I know there have been a great many who acted directly upon our suggestion to put flowers, either cut flowers or growing plants, upon their desks, but the value was in the influence of that advertisement, and of the others—taking roses home to the wife, remembering

the birthdays, the anniversaries of our friends. This influence has taken root and prompted some sort of action to our advantage and theirs.

TO MAKE PEOPLE THINK.

If you make people think, if you touch a responsive chord; you may not possibly always get them to act immediately just as you directed, but you will get them to act. For instance, a man reads an alluring automobile advertisement. He is reminded of the delights of motoring by the picture surrounding the car, of rolling country with beach or country club or mansion not too far away, of prosperous, happy people in and about the car, and he says to himself: "Everybody's motoring nowadays—I'm only living once—why not live right? I'm going to get an automobile." He may not buy that identical car, but he will buy a car. All the automobile advertising that is creating a demand for the better things of life, is helping every manufacturer of automobiles whose product is made known to the public. Now when we advertise flowers, we have no competition like the automobile manufacturer. When we tell people how one of the country's greatest executives has always a vase of flowers upon his desk, because they make a brighter business day—he says they keep him from being lonely—we do not expect every other business man to immediately do likewise. We make people think of flowers in a new way. We know they will not read our advertisement and run out, and instead of "Saying it with flowers," say it with a toy balloon, a brass band, a marble statue or a hat rack. We have brought their minds to a point where they will remember to act on their finer feelings, to give them a regard for the finer things of life, and if it is not flowers for themselves they buy, it is flowers for someone they want to know they are thinking about.

HOW ADVERTISING WORKS.

The man who decided after reading the automobile advertisement, that he would be a car owner, did not, we can safely say, go right out and buy a car. No, that advertisement only started him. The next day he changed his mind. The day after, he was sure he couldn't afford it, and for several successive days, he thought nothing more about it. Then he saw another automobile advertisement, and forgot everything else to go back to the place he had left off. He surely wanted that car. From wanting it, he grew after reading more and more automobile advertisements, to feel that he couldn't live without it, so in time, he bought one.

That is the way all advertising works. For those who have the means to gratify every wish, it needs but little advertising to make them act, or where the desire can be gratified without much financial outlay, it can be counted on working fast. But, in the case of those who can gratify every wish because of financial resources, they probably have no need of what you have to offer, and in the case of small articles, where the money consideration is small, you must sell in tremendous quantities to make your business pay and so keep on advertising to broaden your field. Then too, where the money consideration is small, you must remember the service that small articles gives is also small, and can be dispensed with without much sacrifice, and so we must keep building by our advertising more and more desire for the goods we have to sell.

ADVERTISING FLOWERS.

Flowers come under the head of articles requiring comparatively small outlay. We must therefore keep our advertising going. To popularize anything, it requires persistent and insistent reiteration, not repetition of the same thought expressed in different ways, but nationalizing a thought by continuous advertising.

We are popularizing very rapidly indeed our slogan, "Say it with Flowers." It is fast becoming one of our national sayings, a national institution, and is today without question, an asset which you gentlemen possess that is worth hundreds of thousands of dollars. It is an asset which, unlike any other that I can think of, has the practical ability of being divisible among a lot of business men scattered over our entire country. The example which it sets is one

Geo. Wienhoeber, Chicago.
Who Joined the F. T. D. at Detroit.

that, once cultivated, grows from one person to another in each community, and from one community to another. Those who read see it from the pages of their favorite magazine; those who travel, see that not only has this slogan been acted upon in their community, but in the other communities they pass through, and is not the business pulling vehicle of one man, but of thousands. It is on the florists' delivery automobiles, and it is in the newspapers.

MORE ADVERTISING NEEDED.

But—yes there is always a but—but, we have been too lenient with our ammunition. Our aim has been excellent and results good, but our shots too small and far between to really get a good rich reward. Remember, that while it is true that in our field, we are without competition, we have not, like the automobile people, hundreds of others working on the sentiments of people to stir them to action and buy flowers. That is up to us to do.

I do not, however, want you to think that we have not even in the short time we have been conducting our national publicity campaign, attracted some outside help. We have. And it has been of much assistance. We have brought about a use for flowers in pictures. You must have noticed among the magazines you read, the tendency of artists to introduce flowers into their "copy" magazine covers, advertising displays and illustrations for fiction. All this has helped.

President Wilson advised flowers for the proper celebration of our national glorification of peace day. The mayor of Baltimore, in a public proclamation, has taken up the thought, and it rests with the florist in each community to do his part to keep this praiseworthy movement going. But we will be expected to supply more and more material to this growing demand for more news about flowers, more ways to "Say it with Flowers."

COST OF A NATIONAL CAMPAIGN.

We should go with a few words of greeting to every family in the United States every little while. Perhaps you may think this would require a fortune. What does it cost to advertise? It costs really less to advertise nationally than you gentlemen pay individually in your own community, that is, per capita. The cost of successful advertising on a national scale is not large. For instance, if you were to spend one cent per family per year for advertising, your expenditure for the year would be about $220,000. The average total expenditure for advertising space in 56 leading magazines, is less than one quarter of this sum. In other words, the average national advertiser buys less than $50,000 worth of space per year, or less than one quarter of a cent per family in the United States. The larger user of space spends a million a year in national publications, five cents per family, or one cent per person in that family. How does he get it back? He does a business of about $120,000,000 per year, or on a scale of $5 per family, one dollar per person; $50,000 worth of space per year, therefore, represents the average of all the advertising, taking the smallest and the largest advertisers, the adequate and the inadequate, and altogether it makes quite a striking average. In our advertising, we select such mediums as we know will reach the family from whom, due to their environment and resources, we can expect a response.

BULK OF OPINION.

But while we are speaking of response from advertising, remember it is the bulk of opinion that really attains the results. Everybody cannot afford a Packard or a Pierce Arrow car, but the masses do their share in building up prestige for these cars by what they think of them. John Jones, when he can afford a Pierce Arrow, buys one because he knows the masses will pay tribute to his standing and his judgment when he rides in it. He feels that they know he has "the goods," to use a slang expression.

AN INTERNATIONAL MEDIUM.

When your line is established in the life and language of the people, which means all classes—everybody—you have added one more international medium of exchange. Any one of us, indiviually, would have the greatest difficulty in making our wants known or ourselves understood, but due to advertisements, Mary Pickford, Gillette Safety razor or Bull Durham, all speak the same language in any dialect, in any country, and even to those who do not read or write. We can and intend to make our slogan, "Say it with Flowers." as well established and embedded in the language of the people, as is Victrola, Kodak or Ivory Soap.

POWER OF ADVERTISING.

Advertising is the greatest force for good that we possess. America is known abroad as the land of the advertisement. It is too bad for those who live abroad, that advertising in the way we, in this country, have grown to depend upon it, did not exist there. Had it, the world war would not have happened. The horrors and futility of it could have been flashed too quickly in the public prints had they been as free as ours, and so spread from mouth to mouth, and from mind to mind, and stopped the war before it began. We are taught here to get our impressions from the printed page. That is why we will never here have a Bolshevik Russia. Only where life has been not quite thoroughly Americanized, will we see trouble such as Chicago experienced in its race riots. By thoroughly Americanized, I mean brought under the influence and guidance of men who conduct our newspapers, our magazines, our advertising, our big manufacturing and commercial developments. It is a chain interwoven for the mutual protection and mutual advancement of all. Without our manufacturers, who are our advertisers of one sort or another, our newspapers and magazines could not exist, and without the guidance for bringing into being and crystallizing the best public thought, which is the true function of our newspapers and magazines, we would now be wondering a little what the future might not hold for us of troubles to be more than dreaded. Advertising is truth, whether it be in the display of the goods you sell, or of the merits or demerits of a people. It is the mirror of ourselves, our business, our ambitions, our aspirations, our faults.

TRUTHFUL ADVERTISING.

Each year, advertising becomes more believable and advertisers get a little older. Most lies are told by children, not with the intent to deceive, but inspired by the alluring necessity—for securing emphasis. The new advertiser wants to attract attention in a babel of voices all demanding a hearing. So he shouts and screams and bellows with best of intention and with little result He means no harm, but just wants to be heard and does not realize that his voice is cracking. As he grows older, he learns that red after all has only 60 per cent of the strength of black, and that to be believed is more than just to be heard. As advertising grows, it grows milder and stronger.

A GOOD ADVERTISEMENT.

What then is a good advertisement? Should we make it brief and to the point? Most people will tell you so, and most people believe they know all about how good advertisements should be written. Or should it tell all in one letter? as the classified boys put it. "People haven't time to read—make the ad short and snappy," is what nearly everyone will say. Mail order houses that receive direct orders in answer to their advertisements, know what pays, and what does not, what people read and what they do not read. And yet, strangely enough, all mail order advertisements are often very long. There was one sucesssful advertisement that proved very profitable that had 2,200 words in it. People must therefore read long ads, or these many worded ads would not pay. On the other hand, Cream of Wheat advertisements often have no text at all—just a picture. With no other means of sales promotion, a great business has been created by this pretty picture advertising alone. Another great business uses pictures that are not pretty ones, and quite subservient to the text, and makes a tremendous success from that form of advertising.

It does not, after all, matter very much, you see, just how you convey your ideas to the public. The public does not stop to worry over sentences. It stops, it looks, it listens, and goes on its way. They've got your meaning, no matter how you tell it to them, but they judge you according to your own standard. Are you sincere, do you mean it? If you are, if you do, the public knows and acts as you want them to. I have seen advertisements written and changed and re-written, pictures made and remade and made again, and in the end after all the revisions, after all had stirred the broth, the original and first advertisement was selected because it

Mrs. Albert M. Herr.
Sec'y-Elect Ladies' Society of American Florists.

was the only one that told the story convincingly.

Those who contribute to this campaign the most, will by the very nature of all rewards, reap the greatest harvest from it. The automobile manufacturer who does not advertise, may be said to get some benefit from the advertising of those who boost the game along, but if you look to see who are really making the fortunes, who are reaping the biggest rewards, you will find it is the manufacturers who contribute the most in investment in advertising. Every cent that any member of the S. A. F., has contributed has been invested to return to him 10 and 100 fold. Those who have not contributed, will in the end, by the very nature of things, get less than nothing from it. They will be as those on the outside looking in, learning to the full the meaning of those words. "Alas, now it is too late."

MERCHANDISING ADVERTISING.

Giving merchandising ideas to florists would be easy. It is as easy as giving a mother reasons why she should be careful of her children's health. Reasons why she should buy a certain kind of stocking for her children to wear. You do not need to tell her. I do not need to tell you my ideas on merchandising. And mother knows more in a minute what she wants for her children than I or any other would know in a year. I can only tell what kind of a stocking I have to advertise. She will judge whether she wants it after I have told her about it. I cannot tell her what she ought to have. She knows. And so, with you gentlemen. You know more in a minute about your own particular individual business of selling flowers, and plants, than any outsider can know. I am only for the purpose of interpreting your business to the public, of telling them what flowers will do for them for a finer, sweeter life, and I leave the inner workings of your own business to be discussed among you, and I offer only to aid with what suggestions you ask me for, when your own ideas have been set forth.

FUTURE PROSPECTS.

I am optimistic for the future. We are already able to see light ahead. It is an encouraging sign that business is calmly adjusting itself, both for its work in this country and abroad. The nation which brought a world war to a crashing, final finish, is not to be discouraged by the task of getting back to its normal peace time pursuits. In spite of high prices, or of uncertainty as to this or that aspect of the labor situation, the future, as I see it, is full of promise. Should there be anyone here who has any misgivings, I would suggest that he run over in his mind a side of the business aspect he may have overlooked. Just bear in mind that the value of our farm production this year amounts to $25,000,000,000. That figure represents the buying power of American farmers for the coming year. For the year ending last June, our foreign trade totalled $10,000,000,000. One half of the manufactures entering into international trade last year were the product of the shops and factories of the United States.

PEOPLE PURCHASING FREELY.

A survey of the country finds people of all classes purchasing freely. One of the best signs of the underlying confidence among business men is to be seen in the number of industrial plants throughout the country that are making large additions to their equipment and otherwise planning for expansion. For the past three months, business men have been going ahead with increasing confidence. In textile, leather, automobile, and other lines, demand already exceeds supply. The starting of new enterprises, furnishes additional evidence that the country is rapidly getting into its right stride. The first four months of this year saw the new capital issues of approximately $2,500,000,000. Nor is this increasing activity confined to bare necessities. The public is buying as never before.

NO CAUSE FOR PESSIMISM.

We will have little cause for pessimism when we fully appreciate how enormous has been the development of our national power. Our manufacturing capacity has been vastly increased and improved by the war. We have built up a great merchant marine. New industries have come into existence and have been solidly established. We hold the greatest accumulation of gold in the world's history. With that as a basis, our reserve banking system is equipped to handle our vast credit problem. Behind all that, is our vast wealth of natural resources which enable us to produce over 60 per cent of the world supply of cotton, copper, oil, coal, corn and practicly one half the world's iron, zinc, lead and other metals.

We hear much of the perilous job of financing Europe from people who do not know that that task is being cared for now. Within the past few months, upwards of $300,000,000 has been supplied France, Belgium and other countries by banking syndicates, while another $100,000,000 has been supplied by American industrial firms. Most of this money is being spent here in the United States for goods and merchandise. Pittsburgh, Chicago and New York firms joined in a single contract for the rebuilding of the French industrial city of Nancy, amounting to $250,000,000, with a prospect that half a billion might be needed. If we look round carefully, we see neither reason for fear at our own future, nor any doubt as to our ability to aid Europe with her problems.

HIGH WAGES DEVELOP DESIRES.

One of the most encouraging features of the present business situation, is the free buying on the part of the people, as a whole, of so called luxuries. The high wages during the last year of the war have developed desires among the masses for the best of everything. Articles, previously regarded as too costly for consideration, are now sought and paid for without protest. This new spirit suggests opportunity for the florists of America. It opens up immense possibilities for adding new thousands to the growing number who are learning to "Say it with Flowers" on every occasion.

Reference to opportunities, brings to my mind a subject which is now recognized as a highly essential part of every programme for business expansion, whether the business be the making of pins or the raising or selling of flowers. I believe that closer co-operation and a greater use should be made of our promotion bureau, which acts as a clearing house for ideas in the florists' trade; where all new schemes for promoting the sale of flowers are collected for the benefit of all the members of the society. In a number of cities throughout the country, there are well organized movements for encouraging the use of flowers as window decorations at home and even in office buildings and factories. In others, there exist co-operative schemes for the use of flowers as window decoration by shoe stores and department stores. I cite these as suggestions which might be fully developed through the efforts of the society. As I have already said, I believe the coming year will be one of exceptional prosperity. Prophets of evil we will have with us. You will continue to hear a grumbler here and there predict the early tolling of the funeral knell for business, and a cheerful idiot recognizing the future only as a tinkle of bells.

Publicity Finance Committee Report.

It is my opinion that there has been no work taken up by the national organization that has meant so much to every person engaged in our industry, and that the campaign, as inaugurated by the society in New York two years ago, has brought results far beyond our fondest expectations. To those of us who have had in charge the financing of this wonderful project, it has seemed, from the results obtained the first year, that we ought to have easily doubled our first year's quota of $40,000 by this time. Over half of the year has passed, and we have about $47,000 in subscriptions to date. If contributions in the same proportion continue until the end of the year, it is possible we may reach the $75,000 mark. This might indeed seem a large amount, but when the results obtained are considered, and in some instances the profits of one firm have increased that much and more in one year, it seems in the light of a business proposition, that instead of being solicited, the shrewd business man should readily see that publicity is one of his greatest assets, and not only be a big subscriber, but a help to our committee in securing subscriptions from others. It has been a very difficult and an uphill task to get together the fund we now have. It is true that we have had wonderful support from the officers of the society, and also from some of the business men throughout the country. It is not to these few that I am alluding, but to the great majority. If some one was to come along and show the average grower a device where he could save 10 per cent on his coal bills, he would be ready to invest thousands of dollars, but the results obtained through the national publicity campaign can show results that are not only savings, but earnings of a great many times this amount, and yet, where are the business men of our profession when it comes to supporting their own advertising campaign?

There are a number of other industries who have closely watched our campaign, and are so satisfied with the results obtained, that they are closely copying our methods in all but one thing, and that is, their insight to realize what such a campaign means to their trade by starting out with sums ranging from double to three times the amount of money we spend. The average subscriber to the fund has had to be approached, not only through our mail campaign, but by paid solicitors. This is indeed a deplorable condition when the results obtained are considered.

BEST TRADE SLOGAN IN THE COUNTRY.

Chairman Penn and his committee are to be congratulated on having contracted with the P. F. O'Keefe Agency. It was Major O'Keefe, of this agency, who recommended our slogan, "Say it with Flowers," which is conceded to be by the brightest advertising men in the country, the best trade slogan ever known by any commercial industry, and which is rapidly becoming a "byword" to the people of the United States and Canada, and I may also add, that they are using it in Europe. I was very much impressed to find that several customers at our retail stores, when inclosing a card with flowers, had used our slogan as one of the best expressions they could think of in connection with the gift. All of this was obtained with the expenditure of about $60,000. The enormous amount of publicity matter that is appearing in the magazines, shows that the advertising brains of this country are unanimous in their opinion that this medium ranks first. Evidently the magazines are realizing this, as the rates in most publications have advanced from 50 to 100 per cent. This is another reason that there will have to be more money raised, if we wish to have the prosperous conditions the trade is now in, continued.

ALL BRANCHES OF TRADE BENEFITTED.

A year or more ago very few men in our profession thought that there would be any building of greenhouses for some time to come, and yet the greenhouse builders are extremely busy and behind with their work. Considering the high cost of material, this is evidence for itself of the success of the campaign. There is no branch of the industry that has not shared in the prosperity, and when statistics show us that the amount spent for flowers per year for each individual in the United States is only 57 cents, it can easily be seen what the possibilities are. It perhaps will be interesting to know in what proportion each branch of the trade has subscribed, and while the figures I now give you may vary a trifle, they are very nearly accurate.

	Amount	No. of subscribers
Wholesale florists	$ 4,814.00	66
Nurserymen	450.00	5
Greenhouse builders	500 00	5
Seedsmen	550.00	16
Dealers in florists' supplies	1,485.00	25
Retail florists	17,968.00	1,220
Growers	9,811.00	470
	$35.578.00	1,807
F. T. D.	$1,500.00	
Clubs, societies & organizations	600.00	2,100.00
Total		$37.678.00

CUMULATIVE RETURNS WILL BE LARGE.

There is an ironclad rule, that the space in the magazines must be contracted for three months before the date of circulation. The committee has been hampered very much by not being able to make definite appropriation, and has lost out on some of the best publications, and the choice of space, for this reason. I point this out to the people who have subscribed for one year only. I hope in the near future, that we will have contracts with subscribers for four year periods, and that the total amount will be at least $100,000.

The results obtained in the coming few years, undoubtedly will be much greater, for it must be remembered that the great agitation for publicity has aroused the country so that florists in all communities are banding together and organizing to carry on a local campaign that will tie up with the national. Also wonderful work is being done by the promotion bureau with its sale of dealers' helps, and articles they have been successful in getting into the papers throughout the counry have been of enormous aid. Secretary Young has had to bear the burden of this additional work. He has accomplished much that is truly wonderful, and saved the subscribers thousands of dollars. I wonder if the business men in our profession have ever stopped to consider that the solicitation of the fund by mail and otherwise, has cost them quite a few thousands of dollars, when this money might have been spent for advertising space. Articles have appeared weekly in the trade papers pointing out the fact, and yet despite all, the responses have in no way been in proportion to the results expected.

EQUITABLE PROPORTION PLAN.

I wish to point out here a plan of procedure, that if adopted where possible, might help solve the problem of an equitable plan of assessment, and whereby everybody would pay his correct proportion and allow for 75 per cent of the money so collected being used in the local community, evolved through the hard and earnest effort of President Ammann. The St. Louis florists have adopted the following plan: 'To charge every retailer purchasing flowers at commission houses, for advertising. That is, if the retail florist purchased $25 worth of flowers, he would be charged 25 cents for advertising; the grower to be assessed one-half of the one per cent as his share. The commis-

sion house, as their share, are to be collectors and distributors to an advertising committee, who have in charge the matter of properly using it for advertising purposes. Twenty-five per cent of this fund is to go to the national publicity campaign. The balance to be used locally. This method has also been used in Milwaukee, Wis., where the results were so great, and the increase in the business so noticeable, that the amount assessed was doubled, the only difference being, that they have not as yet decided to give twenty-five per cent to the national fund. Thus everybody pays exactly alike, and in proportion to the amount of business done, and it is surprising with ever so small an assessment, the amount obtained runs into thousands of dollars.

One per cent of what the retailer buys in cut flowers, really amounts to one-third of the one per cent of his total business. In other words, he secures an extraordinary amount of publication for the sale of flowers, and as figured out by the leading retail florists of this country, from three per cent to five per cent of his gross business is the amount he should spend for advertising. If this is so, he still has about 90 cents left out of every dollar he ordinarily spends for advertising. Does it not show to him clearly that he is securing any number of times more publication and saving for himself a great lot of money?

The grower is affected in the demand for flowers, keeping up the prices to a much higher level, therefore, his half of the one per cent is hardly noticeable when the difference in his receipts are considered. Such a campaign, conducted locally, could take care of any glut season and save the grower considerable money.

RECOMMENDATION TO ABOLISH COMMITTEE.

I am now going into discussion as to the future conduct of the affairs of those who have in charge this important work. Those of you who are familiar will remember that through a recommendation of ex-President Patrick Welch, the national publicity committee was originated, to be composed of five members, one to be retired each year, the incoming president to appoint his successor. Their duties were to have in charge all matters pertaining to publicity. At this time, the national publicity campaign was but a thought, and it was only after a wonderful paper read by W. F. Therkildson on "Publicity" at the New York convention, and the recommendation that came from him, who was then chairman of this permanent committee, that the convention voted unanimously to approve of his recommendation. And, then and there, the project was launched. After further discussion, Chairman Therkildson suggested that a special committee be appointed to have in charge the raising of money to finance the campaign. After a debate, a motion was passed that a committee of five be appointed to have in charge the financial end of the campaign. Since then the committee, of which I am chairman, has acted on all appropriations, superintending the collections of funds, etc.

The wise selection of the O'Keefe Agency, has left very little for the publicity committee to do. Major O'Keefe, and his associates, with the assistance of Chairman Penn, have demonstrated that they are entirely efficient to prepare very good copy and sketches that go to make the advertising effective. His suggestions to the committee have proved conclusively that he has wonderful ability in placing money where it will do the greatest good. At the last joint meeting of both of our committees, held in Cincinnati, it was decided that the railroad traveling expense of the two committees, was a very large item, and I suggested that the publicity finance committee, of which I am chairman, be abolished. After considerable discussion, President Ammann, who presides at these committee meetings, secured an expression from all of the members present, and it was the unanimous opinion that one committee should handle the entire detail, working on similar lines as the national flower show committee. One man retiring each year, means that there will always be on the board, men of from four to five years' experience in the handling of the campaign. Each member of the committee could be delegated with a certain department to take care of. You are all aware that the principal work must be done by the secretary and his office force, and suitable appropriations must be made to establish a methodical and systematic method of procedure. If there were only five members to be considered in calling a session of this important committee, they could have a meeting more often, and of course, results obtained would be better. And at the conclusion of my report, I am going to offer to the committee a resolution that will make this effective at the end of this year. I point out to you the danger of having an appointive committee, whose term expires each year, in charge of such an important work. The feasibility of this action will appeal to all.

POSSIBILITIES IN BILLBOARDS.

At a recent joint meeting of the various trade interests in Chicago, the Wholesale Growers Association of Cook County proposed a billboard campaign, having in view the easy matter of obtaining sites for the erection of billboards, with nothing but our slogan, "Say it with Flowers," through the country. They offered to erect boards at their own expense. There are any quantity of locations where greenhouse plants are, and where the railroads pass and automobile traffic is heavy, and you can imagine what an increase in publicity could be gained by the thousands of billboards all over the country with our wonderful slogan, "Say it with Flowers." I am about to have an interview with one of the largest billboard agencies in the country, and perhaps may have something further to say on the method and cost later.

FINANCES.

The following is the brief summary in total of the financial conditions of the campaign up to August 1.

Total amount of fund	$ 42,068.50
Of this amount has been collected	35,518.75
Balance due and unpaid	6,549.75
Cost of magazine advertising to date	24,933.24
Drawings, plates, etc.	2,187.81
	$111,258.05

SUBSCRIPTION BY STATES.

Secretary Young's report, as a member of our committee and in charge of detail, will be more comprehensive to you. His report will give in detail the expense and work of the promotion bureau. It may be interesting to the convention to know the amounts subscribed by each state, which are as follows:

Illinois	$ 5,887.50
New York	55,607.50
Pennsylvania	5,055.00
Ohio	3,347.00
Michigan	3,182.00
Masssachusetts	2,651.00
Misssouri	2,045.50
New Jersey	1,808.00
Wisconsin	1,377.00
Connecticut	1,219.00
Indiana	1,022 50
Texas	892.00
California	878.50
Iowa	633.00
Minnesota	540.00
Maryland	511.50
Colorado	446.00
Washington, D. C.	405.00
Kentucky	356.50
Rhode Island	338.00
North Carolina	236.00
Canada	215.00
Utah	168.00
Oklahoma	127.50
Virginia	125.00
Louisiana	200.00
Maine	100.00
New Hampshire	95.00
Georgia	92.00
North Dakota	80.00
South Carolina	77.50
Kansas	68 50
South Dakota	60.00
Florida	55.00
Vermont	28.00
Idaho	20.00

It must be borne in mind that the principal work has been accomplished by our committee, as 90 per cent of the $47,000 now subscribed is for four years, and as I said before, if the present ratio of the subscriptions is kept up on a four year basis, there ought to be at least $65,000 for the publicity committee to start with on the first of next January.

I wish to say for the members of both committees, that they have responded to every call, and have given me every assistance possible, and to them you owe a debt of gratitude for this service. I know that I speak thoughts of all of the members of our committee, when I say we all feel gratified in knowing we have not labored in vain, and feel happy to think that we have been part of this great movement, which has done so much to bring prosperity to the florist business.

RESOLUTION TO ABOLISH COMMITTEE.

Following is the resolution referred to in my message, that will abolish the finance publicity committee, and put all the work into the hands of the publicity committee as originally intended:

"It is hereby resolved that the committee known as the finance publicity committee be abolished December 31, 1919, and that the work of financing and appropriating moneys to take care of the national publicity campaign be added to the duties of the national publicity committee."

GEORGE ASMUS, Chairman.
W. R. PIERSON.
F. L. ATKINS.
HERMAN P. KNOBLE.
JOHN YOUNG.

Publicity Committee Report.

There is greater need today than ever for the florists generally to continue the national advertising campaign and to further the uses of our slogan, "Say it with Flowers," so that whenever the public have something particular to give or do, they will unconsciously think of flowers. The keeping of our slogan always before them will, in time, generate this idea, so that it will be dominant and imbedded in the thoughts of people as never before. We have always had the finest product that nature can bestow, yet we fail to take advantage of the most important function needed to stimulate the greater use for more flowers, and advertising is the needed force.

When we consider the fact that for so many years prior to our taking up this campaign, we managed to get along so well what may we expect when all

the florists tie up to this campaign, using their advertisements in their own localities? It will be a growth beyond imagination.

Just note how Uncle Sam is sending out his message through the United States department of labor. Here is his message:

"If you are not advertising, then advertise because it saves money for you and it reduces the price to the consumer.

"Advertising prevents profiteering. It insures honest profits and makes them permanent.

"The message of the United States department of labor to merchants and manufacturers, and to all progressive American business men, is to advertise.

"Tell the public about your goods. The consumer has plenty of money. He is willing to spend it, and we want him to spend it on American-made products. The easiest, quickest and most economical way in which this can be accomplished is by advertising.

"Start your campaign right now."

UNITED STATES DEPARTMENT OF LABOR,
W. B. Wilson, Secretary.

Need we have better evidence of its worth?

Granting the fact that we have also started a national campaign, and as chairman of the publicity committee, in surveying our past work, I note the florists have not awakened to the possibilities, else we would have had our $100,000 oversubscribed by now. But probably the balance will be forthcoming soon so that our plans may be carried out to a 100 per cent result.

We should be very proud that our campaign started when it did, and that so many other trade organizations are now emulating the example of the S. A. F. to such a degree that we are constantly called upon to give data, etc., about this campaign of ours. When we have been using publicity long enough, the effect will be so general that its continuity will be assured for all time, and behind it will come the movement necessary, that is, of retailers using more space to extol the merits of flowers, so that the sale will be greater and broader.

During the months of January and February, 1919, we appropriated $5,000 for advertising, because no money seemed to be in sight at the time, and your finance committee did not want to obligate the society beyond the amount of money on hand.

The work that we did with this $5,000 during those months was the most amazing advertising that I have ever known of, and I have been studying and spending money for advertising for a number of years.

Consider for one moment, if you will, that with this $5,000 we reached over 20,000,000 people in this country, impressing upon them our wonderful slogan, "Say it with Flowers." When you consider that very few national magazines are confined to one reader, you will understand what a magnificent investment this $5,000 proved to be.

The following is a list of publications that we used during January and February, together with their circulations:

	Total Circulation
Atlantic Monthly	91.162
Century Magazine	64.092
Harper's Magazine	101.650
Review of Reviews	520.000
Scribner's Magazine	106.690
World's Work	188.918
American Magazine	950.000
Everybody's	313.129
Hearst's	450.000
Metropolitan	446.340
Munsey's	202.243
McClure's	551.248
System	150.000
Popular Science Monthly	299.216
Vanity Fair	75.000
Vogue	109.590
Harper's Bazaar	100.670
Sunset Magazine	125.000
Cosmopolitan	1,077.274
Red Book	450.000
Popular Magaine	800.000
Argosy	1,050.000
Collier's Wkly.	3,074.604
Christian Sci. Monitor	360.000
Independent	445.184
Leslie's Wkly.	1,372.011
Life	653.643
Literary Digest	3,000.000
Outlook	467.948
Scientific American	339.471
Christian Herald	791.469
Judge	375.000
Pictorial Review	1,415.911

The next meeting of the publicity committee and finance committee was held at Cleveland early in the year, and an appropriation of $26,000 was made for large advertising in the following national magazines:

Literary Digest	One page	March 22
Outlook	200 lines	March 29
Red Book	200 lines	April
Collier's	½ page	April 19
Hearst's	200 lines	April
Literary Digest	One page	April 26
Cosmopolitan	200 lines	May
Sunset	200 lines	May
Everybody's	200 lines	May
Quality Group— Atlantic Monthly, Century, Harper's, Review of Rev., Scribner's, World's Work, Munsey's	Full Page Colors	May
Collier's	½ page	May 31
Literary Digest	Two columns	May 17
Metropolitan	Full page colors	June
American Magazine	200 lines	June

Our color page in the so-called "Quality Group" magazines was a most striking piece of work and evoked favorable comment from all.

Our third schedule of the year is now running in the magazines and again, because sufficient money was not on hand, we were obliged to cut down our space, but the results of that investment also were amazing.

We are using about 26 national mediums during the months of July, August and September, the total cost of which will be approximately $5,000.

The following is a list of the publications we are using:

	Dates of Issue
Atlantic Monthly	July
Century	July
Harper's	July
Review of Reviews	July
Scribner's	July
American	August
Everybody's	August
Metropolitan	August
Munsey's	August
Red Book	August
Sunset	August
World's Work	September
Hearst's	September
System	September
McClure's	September
Popular Science	September
Cosmopolitan	September
Argosy	July 19
Argosy	August 2
Argosy	August 23
Argosy	September 6
Argosy	September 20
Collier's	July 12
Collier's	August 2
Collier's	August 16
Collier's	September 6
Collier's	September 20
Christian Science Monitor	July 5
Christian Science Monitor	July 19
Christian Science Monitor	August 9
Christian Science Monitor	August 23
Christian Science Monitor	September 13
Independent	July 5
Independent	July 26
Independent	August 15
Independent	August 30
Independent	September 27
Leslie's Weekly	July 12
Leslie's Weekly	July 26
Leslie's Weekly	August 9
Leslie's Weekly	September 6
Leslie's Weekly	September 20
Life	July 10
Life	August 7
Life	August 28
Life	September 11
Life	September 25
Outlook	July 5
Outlook	July 26
Outlook	August 23
Outlook	September 6
Outlook	September 27
Scientific American	July 5
Scientific American	July 19
Scientific American	August 2
Scientific American	August 30
Scientific American	September 20
Judge	July 12
Judge	July 26
Judge	August 16
Judge	September 13
Judge	September 27

We expect to appropriate immediately $35,000 or $40,000 to be used in big space during October, November and December. In the October magazines, our present plan is to try to increase the sale of chrysanthemums. In the November magazines, we will dwell on the idea of everybody using flowers for Thanksgiving, and in the December publications elaborate upon the Christmas thought and spirit, and urge sending flowers as Christmas gifts in place of the usual things that are sent.

We now have several men on the road soliciting subscriptions, but Secretary Young and George Asmus, chairman of the finance committee, will tell you more about that detail.

Your publicity and finance committees have had several meetings during the year in various parts of the country. They have worked unceasingly to make this advertising campaign bring results. We, who are in close touch with the work, feel that it is the best thing that the florists of this country ever did, and we hope that those who are not contributing at all, and those who are not contributing to their fullest extent, will think a moment, and ask themselves if it is fair to let a few carry the burden of this great work.

HENRY PENN, Chairman.
THOMAS H. JOY.
S. A. ANDERSON.
GUY W. FRENCH.
EDWIN J. FANCOURT.

Washington Representative's Report.

The past 12 months has been an eventful one for your Washington representative, particularly the first three months of our fiscal year, during which time the coal situation, which you are all so familiar with, created much concern, and much work for your representative at the capital, owing to the fact that many local fuel administrators did not seem to understand the national orders, and the everlasting "work or fight" order, which cropped up all over the United States as a big bug-a-boo, and which frightened many of the florists into closing up their places, and many employes quit their positions on account of the local draft boards not understanding their orders. This also caused your Washington representative much concern. However, be that as it may, the war is now over and the work or fight order is obselete, but the question of adequate help still concerns us very much, and as for the coal situation, while there is no embargo now, unless those who have not already secured their coal for the coming winter, get it on the ground at once, they may find themselves without coal to carry them through the coming

season. This is due to several causes, such as not enough miners to dig the coal, insufficient railroad facilities to distribute the coal, and various other causes. However, I sincerely hope that the fuel situation is not as black as it looks, because the last several seasons caused enough anxiety without having further fuel troubles this year.

CHAMBER OF COMMERCE CONVENTION.

Obedient to a call from the National Chamber of Commerce, President Totty, Secretary Young, George Asmus, chairman of the national flower show committee, and the Washington representative attended the convention of that organization at Atlantic City, N. J., December 3-4, 1918. The convention was probably the greatest gathering of business interests ever held in the United States, there being upwards of 400 business firms represented.

AMERICAN ROSE SOCIETY MEETING.

The annual meeting of the American Rose Society was held June 2. The members assembled at 1214 F street, where they were received by the florists of Washington, and taken in automobiles for a ride through Potomac park, before going to Arlington Farm, where they inspected and judged the rose garden. They then reentered the automobiles and proceeded to the home of Mrs. Charles J. Bell, "Twin Oaks," where they inspected her rose garden and grounds, after which light refreshments were served.

COAL AND SHIPPING DIFFICULTIES.

For nearly two years, the restrictions on coal, on account of the war, gave many of our members much concern. The situation happily righted itself when the armistice was signed, November 11, when the coal embargo was lifted.

I will not go into details on the shipping proposition, which has been taken care of with the end of the war and the action of the federal horticultural board.

WORK OR FIGHT ORDER.

The "work or fight" order frightened many of the men engaged in the florist business, causing them to seek other employment and also brought much unrest. This was through the ill-advised draft boards, who gave out the information through the country, that men in so called non-essential businesses must either secure essential employment, or fight. On September 14, 1918, the following letter was sent out and published in all the trade papers, and notwithstanding these publications, there were a number of people who left their work or shut down business altogether in order to secure more essential employment:

"Important to all Florists Throughout the United States of America."

"Statements have gone abroad, that an order issued from General Crowder's office at Washington D. C., placing the florist business on the non-essential list, and that florists must seek other occupations. This I have never believed and do not believe it now, but the fact is that these statements have gone out, and succeeded in disorganizing help to a very large degree in the florist business. In view of the above statements which have come to me from various parts of the United States, I called on General Crowder at three o'clock, Friday afternoon, September 6, and he personally assured me that the florists had not been classed as non-essential, nor was there any idea of doing so. This statement coming direct from General Crowder should in a measure alleviate the discontent among the florists, especially the heads of departments."

All these rumors were unofficial, so far as the war industries board was concerned.

Most of you will remember on the Thursday of our last year's convention, there was published, what was supposed to be an Associated Press story, that all must secure essential work or fight. I said then that I did not think it was true, but the story had the effect of frightening many men into leaving their employment and going to work for the shipping board or in munitions, where unskilled labor could earn much higher wages, and from that time on until the armistice was signed, this monster would not down, but would loom up at different times in various places.

ROSE GARDEN.

The rose garden which is conducted by the department of agriculture, in co-operation with the American Rose Society, now contains 700 varieties. During the year, additions have been made to the extent of three varieties. Twenty-four concerns were requested to contribute plants to the garden aggregating 161 varieties. Sixteen replies were received, and three firms sent plants totalling fifteen and consisting of three varieties. Fortunately, at the time the executive committee of the American Rose Society visited the garden this year, the weather was propitious, and the roses were in better condition than at any previous meeting of the committee. The condition of the garden was creditable, considering the difficulty of securing labor with the limited funds at the disposal of the department.

The work of Dr. Van Fleet in breeding hardy garden types of roses has yielded exceedingly interesting results. There are now in the trial grounds between 3,000 and 4,000 seedlings, and among the mature plants, which have been selected out of the previous generations of seedlings, there are five or six remarkably promising new varieties which the committee of the American Rose Society feels warrant introduction. These plants are not only interesting because of their inflorescence, but because of their foliage and habit of growth. While they have not yet been tested out in a wide geographical way, yet it is believed from the parentage which has contributed to these varieties, that they will carry rose planting into regions not now well supplied, with hardy sorts which bloom profusely. One of the remarkable plants is a hybrid form of Rosa rugosa. The inflorescence in this hybrid consists of a large number of small perfect roses from three-quarters of an inch to an inch in diameter, borne in clusters of from 12 to 20 roses each, and the great number of flowers borne by the plants give them the appearance of a large bouquet. Another of the new forms carries a flower considerably brighter and somewhat larger, but with markings quite similar to that of the American Pillar. As this is a bush type of plant, and is very floriferous, it promises much. These two sorts are outstanding in their inflorescence, but others are very excellent for their class. No attempt is here made to describe the several sorts, but merely to call attention to the fact that an important contribution in the form of new sorts is awaiting introduction and distribution.

The rose garden, which is jointly maintained by the department of agriculture and the American Rose Society, is distinctively a test garden. The arrangements entered into between the department and the society were for the express purpose of determining the adaptability of varieties of roses to the soil and environmental conditions of Washington, and for the purpose of affording the department material to study roses in general, as well as for breeding purposes. As a result, many have been disappointed in the appearance of the rose garden maintained at the Arlington farm. Those who visit the farm in the future should distinctly understand that the garden is a test garden for the purpose as above stated of determining the relative hardiness and adaptability of varieties, and not a show garden. Acting upon this viewpoint, the executive committee of the American Rose Society, at its annual meeting in June, considered the plan of attemping to establish in the parks of Washington, a show garden, which should be based upon the results of the test work carried on at the Arlington farm. It is believed that this plan of maintaining test plots and show gardens will yield the largest return to the interested rosarians of the country.

It is a significant fact that a considerable portion of the correspondence growing out of the publication of the Rose Annual has to do with the report of the committee on the behavior of the varieties of roses in the several field test gardens. Mr. McFarland clearly brought this out in his discussion of the matter, and commented upon it as a significant indication of the character of information which appealed to rosarians the country over. The importance, therefore, of the maintenance of the test gardens as the one at Arlington, is clearly indicated in the reaction by the public on the information carried in the Rose Annual.

EXPERIMENTAL WORK.

There will be submitted to the chief of bureau, who we hope will transmit it to the secretary of agriculture, an estimate and request for $35,000, to undertake work, under glass, with the standard florist crops, including roses and carnations in particular, and for the purpose of erecting and maintaining a small range of greenhouses to be devoted to investigational work, which may be of benefit to the florists of the country. In addition to this, we are also asking for a small fund to be used in conducting efficiency tests on the heating plants used by the florists throughout the country, in order that we may co-operate with them in an effort to make their fuel consumption more efficient and economical. A preliminary study has been made of the results obtained by the florists and vegetable forcing industries, and we are convinced that changes could be made in many establishments which would benefit the owners and operators of these ranges, and it is this type of work which we feel, in addition to the actual investigational work in connection with florist industries, that could be undertaken by the department with great profit to the industry.

BOTANIC GARDENS.

On the first day of the present session of congress, Senator Moses introduced a bill to acquire 22 additional acres for the botanical gardens in the heart of the city of Washington. This bill is to be taken up as soon as the railroad labor and the league of nations are out of the way. Representative Norman J. Gould, chairman of the library

committee, under whose jurisdiction the botanic gardens come, is very much in favor of the enlargement of the gardens. Both Senator Moses, chairman of the district committee in the United States senate, and Congressman Gould, chairman of the library committee in the United States house of representatives, are very much interested in the national capital, and we expect this project to become a reality before long.

PROSPERITY.

The past year, throughout the length and breadth of the land, so far as I can understand, was a very prosperous one for nearly all florists. While in some cases, the crops were very much curtailed, the addition in price more than made up for poor, indifferent or short yields. The outlook for the coming year is unusually bright, and the next 12 months should be the best that we have ever experienced in our business.

I want to take this opportunity to thank all who have helped to make the work of the Washington representative lighter. With grateful thanks for the continued confidence reposed in me, the Washington representative, the above is respectfully submitted.

WILLIAM F. GUDE.

Presentation to William F. Gude.

Charles H. Grakelow, Philadelphia, Pa., far-famed for his eloquence, made a brilliant speech, mention of which was made in last week's convention report, in presenting William F. Gude, Washington, D. C., with a handsome diamond ornamented Croix de Guerre. He said:

"The last of the boys in khaki are coming back from the other side, many of them shell-shocked and in a deplorable condition. We find of the goodly number returning, that there are a fair percentage who wear upon their left breast the Croix de Guerre and various other insignia testifying to valiant service rendered; not because they were more valiant and braver than any of their comrades in arms, but because of their being advantageously placed at the proper time when valor was called for, and they responded as only Americans can. God Almighty, in His infinite wisdom, sent those boys to crown 'Old Glory' with success on the other side, and vouchsafed to us stay-at-homes the opportunity to do wonderfully effective work in backing up the heroes who were at the front.

"We find certain figures among these stay-at-homes standing out conspicuously, pre-eminently towering head and shoulders above the others in what was accomplished; not, I say, that they were more interested in these United States of ours, but they were 100 per cent efficient when the opportunity presented itself, and their advantageous location was such, that when the call to duty came, they were there 'on the job' and immediately responded.

"You will all agree with me that in the past two years the Society of American Florists never occupied the public stage more frequently nor waged a more aggressive campaign, and its entire and crucial activities centered at the nation's capital in the District of Columbia. Its cause was there championed and put forth in the most unmistakable terms—and justly so—by that man who has very few equals, and no superiors, in his position as Washington representative—good old Billie Gude.

"It is especially fitting that we follow the example set by France in her awards to military heroes, to whom she has presented, whenever deserving, the Croix de Guerre; that we should crown our heroes, also, with the Croix de Guerre of the Society of American Florists, and especially, that we should thus recognize our great debt to that man through whose untiring efforts and convincing arguments, favorable action was secured from the authorities at Washington, and legislation that created a sure foundation for the structure of the future of this wonderfully essential profession of ours.

"So I say at this time, Sir, I occupy an enviable position in the full realization of which words seem to fail me and the throat responds not, as affectionate emotion asserts her authority. Neither can any pen record this feeling of gratitude and appreciation, because man never made a pen that could hold enough ink to jot down our loving affection, and our appreciation of what you have done for the American florist; and in testimonial of all this, I would ask you at this time, if you will not kindly accept from the boys of the Society of American Florists, this, their Croix de Guerre of virgin gold, that metal which represents all that is ideal to man in its purity and permanence. This we give you, knowing that you will keep it in place right over your heart, that at every beat it may be a reminder of our full recognition of your many deeds that inspired this presentation. In the center of this emblem, the goldsmith has seen fit to carve a rose, the symbol of our profession. In the heart of that rose, there scintillates a diamond, the purest of all stones. Inscribed on this face are the letters: 'S. A. F.—1919.' and upon the reverse side it reads. 'Honor Award to William F. Gude, Instar Omnium,' meaning 'an example to emulate.' Attached thereto are the colors of our country, bespeaking the nation-wide results of your endeavors in our behalf. This is surmounted by a gold bar inscribed—'Service.'

"Wear it! May the good God vouchsafe to you years of happiness, health and prosperity, in order that we, the recipients of your many kindnesses and efficient service, may be able to partially repay what you have done for us. Our 'God bless you!' goes with it."

Convention Recognition by Detroit Times.

In "Bring Flowers," Mrs. Hemans touches tenderly upon the universality of the use of "God's thoughts in bloom." Their's is a language that fits every occasion, grave or gay. Scenes, incidents, forms and faces, survive in the wafting fragrance of flowers. When they were showering floral tokens upon Daniel Webster, the little girl who brought him a bunch of mignonettes, gave the great orator the most exquisite pleasure. The old-fashioned flowers grew in the garden of his boyhood home. He saw his mother's face in the mignonettes. One American city, at least, employs petalled loveliness for advertising purposes. Portland's "festival of roses" is one of the annual attractions where rolls the Oregon.

This is the nearest this column can come to saying welcome with flowers to the Society of American Florists as they proceed to garland one of our leading hotels with their decorative deliberations.

When you do say it with flowers, be careful that no one cuts in on the line. An ardent swain told his heart's desire that the floral remembrance he would send her numbered a rose for each beautiful year of her redolent life. The member of the Society of American Florists who made up the bouquet, desiring to show his appreciation of a good customer, generously doubled the order, and sent the token upon its sweet anniversary mission. And now the rejected gallant is as melancholy as the lonely maiden who sang, "If the rain makes the roses beautiful, mother, why doesn't it rain on me?"—Detroit Times, August 19, 1919.

Convention Echoes.

There can be no question that the Detroit convention, if not the largest in point of attendance, certainly has that distinction in the record of visitors or members from all parts of the United States and Canada.

The trade exhibition, which for the war period, made a very poor representation, took a great bound forward, and good judges say it was the largest and most representative ever staged by the society. All the exhibitors were unanimous that it was by far the best ever, in business transacted. Three, four, and even five representatives, were kept busy at some of the larger exhibits, booking orders at rush periods, and many not so well provided felt they lost out in this respect, missing considerable business. A few of the comments are as follows:

Robert Craig Co.—"Wonderful business; by far the best we ever had at any convention."

J. G. Neidinger.—"A record breaker with us; could not wait on them all."

C. C. Pollworth.—"Business fine; saw many old, and made lots of new customers."

C. U. Liggit.—"A splendid business; sold thousands of the Macawii fern."

A. L. Randall Co.—"We came splendidly prepared for a large business, but it greatly exceeded our expectations. We made many new customers."

Chicago Printed String Co.—"Much greater business than we hoped for."

Jos. Heacock Co.—A wonderful business; the best we have ever done at a convention."

Poehlmann Bros. Co.—"By far the best business we have ever had at any convention. We are more than satisfied."

Bergmann-Koropp Co. — "Splendid business; they came so fast we could not wait on them."

Vitoplastic Co.—"Very well satisfied."

W. J. Boas & Co.—"Much pleased with business; made many new customers."

Pittsburgh Cut Flower Co.—"More than satisfied; greatest boom for our business we could possibly have had."

S. S. Pennock Co.—"Our best convention; saw more of our trade than ever before."

Ove Gnatt Co.—"Beyond our fondest expectations. We will vote for a convention every three months. We are more than satisfied."

George B. Hart.—"Great business, especially in Christmas novelties. We will never miss another convention."

The McCallum Co. — "Delighted! great business; too busy to show goods properly; wonderful opportunity to meet our customers."

A. N. Humason.—"Could not have been better; business far greater than we looked for."

C. A. Kuehn.—"Every retailer seemed to want our new "Say it with Flowers" paper; booked many more orders by far than we expected."

J. C. Vaughan.—"Wonderful business. Seven men and the chief none too many; never before took near so many orders at a convention."

American Greenhouse Manufacturing Co.—"Would like this to be continuous. A huge success."

John A. Evans Co.—"A whole lot better than we expected; will be on the job every time."

American Bulb Co.—"Very good business indeed. Saw old customers, and made many new ones."

Julius Roehrs Co.—"Filled all our order books. Happy and contented."

Peters & Reed Pottery Co.—"We doubled the best work in any previous convention."

H. Bayersdorfer & Co.—"Never had a better business; could have done more with additional help. They came too fast for us."

Schloss Bros Co.—"A splendid business; better than ever before."

Michael Bloy and Miss Helen Wicks had charge of the F. T. D. display and secured a number of new members for this organization.

John H. Pepper, at the publicity table, sold a large quantity of dealers' helps and received a number of subscriptions.

The Bowling Tournament.

That the bowling contest is one of the most popular of the recreation features of the conventions, was evidenced by the large attendance, and the great number taking part in the single and team games. The Recreation building at Detroit, is, without doubt, the largest and best fitted up place of indoor amusement in this country. The floor, on which the games were rolled, contained 22 alleys, on which the entire individual—both ladies and gentlemen—and team contests were held at one time.

The teams entered were Cleveland, Chicago, Buffalo, New York, Milwaukee and Detroit. While all the aggregations had their rooters, Chicago and Cleveland appeared to be the best backed, and every strike and spare brought forth tremendous shouts, particularly the double headers. Cleveland led at the end of the second game, with 45 pins, but Chicago put on a great spurt in the last game, rolling up the fine total of 914, beating Cleveland by 72 pins. The money prizes for the teams, which were very liberal, were won as follows:

TEAM.	TOTAL PINS.	PRIZE.
Chicago	2563	$50.00
Cleveland	2481	40.00
Detroit	2391	30.00
New York	2354	25.00
Buffalo	2113	20.00
Milwaukee	2020	15.00

The high man on each team then rolled one game for the individual championship and the New York Florists' Club prize of $25, which was won by Herman Knoble with 200. He also rolled the high single game of the tournament, making 225 in his second game. Each of the high total scores on each team won $5. They were: Allie Zech, 577; H. Knoble, 566; C. C. Kirkpatrick, 553; Chas Sandiford, 519; W. R. Pierson, 501; A. F. Kellner, 458. Allie Zech also received a life membership in the S. A. F.; H. Knoble, $10; C. C. Kirkpatrick, $5, and Chas. Sandiford, $2.50, for highest number of pins in three games.

Special prizes for highest average by the Detroit team were won as follows: C. C. Kirkpatrick, score 553, J. J. Karin's prize, handsome set of florist knives; C. H. Channer, second, with $15 worth of flower pots, and Jos. Streit, $10 worth of flower pots.

In the individual contests consisting of two games in which there were 50 entries, the prize winners, scores and awards were as follows: C. L. Seybold, 346, bowling ball; J. J. Beneke, 333, one hundred cigars; L. Jones, 332, vase basket; D. F. Weeks, 329, Johnston's Dictionary; E. Holznagle, 327, bowling ball bag; John Able, 320, umbrella; Peter Papes, 316, umbrella; O. Oelschig, 309, cuff links; C. M. Balluff, 308, stick pin; John Warneke, 307, stick pin. The complete scores in the individual contests will be found below.

Presidents, past, present and future, had a two-game contest, for honors only, the scores being as follows: Philip Breitmeyer, 316; George Asmus, 287; Frank Traendly, 277; A. L. Miller, 260; August Poehlmann, 221; Phil Foley, 218; E. G. Hill, 186; R. Vincent, 129.

The ladies entered into the games with as much spirit as the men, those with a little experience making very creditable scores, and others who persisted in making "poodles," or rolling the ball in the gutter groove, appeared to have as much fun as those with more skill.

Light refreshments were served during the evening. The contests were started at 8:30 o'clock, and continued until nearly midnight before the finals were rolled.

INDIVIDUAL SCORES.

C. L. Seybold	346	J. Roehrs	221
J. J. Beneke	333	H. Hacker	167
L. Jones	332	J. Wilson	238
D. F. Weeks	329	R. Miesel	249
F. Holtznagle	327	L. F. Browne	272
John Able	320	C. Rathe	248
Peter Papes	316	J. Klang	241
O. Oelschig	309	J. Anderson	247
C. M. Balluff	308	J. Severson	231
John Warncke	307	J. H. Moss	261
Wangner	296	V. Bergman	319
W. Schuman	295	J. S. Wilson	268
John Berlin	293	H. Fisher	204
E. Redwanski	291	M. Wagner	296
A. Hart	289	John Evans	180
H. Claussen	285	E. A. Fetters	298
M. H. Wall	282	E. W. Guy	237
W. R. Murphy	278	H. Fuchs	230
A. M. Herr	147	L. L. Ridge	264
Guy Bate	262	R. T. Broderick	220
E. E. Nordwall	241	J. A. Riecker	222
E. Leutckman	251	F. Pantke	270
J. H. Flesser	155	E. C. Amling	250
Fred Marquardt	208	H. Goetz	214
J. H. Pepper	235	E. Moss	247
M. Matheron	210		

TEAM SCORES

Chicago.

Players	1st.	Games 2nd.	3rd.	Total
W. A. Amling	133	155	122	410
E. Johnson	147	166	183	496
H. Amling	131	206	202	539
Allie Zech	199	166	212	577
P. Olsem	168	178	195	541
	778	871	914	2563

New York.

Jos. Manda	146	149	190	485
A. Bucholtz	123	189	181	493
W. R. Pierson	178	177	146	501
Roman J. Irwin	153	132	125	410
Philip Kessler	154	150	161	465
	754	797	803	2354

Cleveland.

A. E. Hart	128	177	163	468
H. Bate	167	134	186	487
F. Ritzenthaler	157	155	132	444
H. Knoble	183	225	158	566
C. Graham	197	171	148	516
	832	862	787	2481

Detroit.

J. K. Stock	133	156	146	435
C. H. Channer	147	171	164	482
G. R Doemling	148	139	158	443
C. C. Kirkpatrick	193	200	160	553
Jos. Streit	175	167	136	478
	796	833	764	2391

Milwaukee

F. H. Holton	155	152	134	441
C. C. Pollworth	111	121	151	383
A. Hefko	90	91	109	290
A. F. Kellner	179	136	143	458
J. E. Matthewson	209	124	115	448
	744	624	652	2020

Buffalo.

Chas. Sandiford	179	165	175	519
D. J. Scott	177	122	146	445
W. H. Eiss	97	162	159	418
Geo. Renheart	83	98	115	296
W. H. Grever	133	158	144	435
	669	705	734	2113

Ladies' Single Games.

1st.—Mrs. Herman P. Knoble, Cleveland, O.
2nd.—Mrs Albert Pochelon, Detroit, Mich.
3rd.—Mrs. George Doemling, Detroit, Mich.
4th.—Mrs. Frank Traendly, New York.
5th.—Mrs. A. F. J. Baur, Indianapolis, Ind.
6th.—Mrs. Friedley, Cleveland, O.
7th.—Mrs. Charles Warnicke, Detroit, Mich.
8th.—Mrs. Klang, Detroit, Mich.
9th.—Mrs. G. J. Reichert, Buffalo, N. Y.
10th.—Mrs. M. Bloy, Detroit, Mich.
Most Strikes—Mrs. Albert Pochelon.
Most Spares—Mrs. George Doemling.

American Gladiolus Society.

As briefly announced in last week's issue, page 269, the American Gladiolus Society, held its annual meeting and exhibition in the Arcadia auditorium, Detroit, Mich., August 19-21, the time and place being the same as that for the convention of the Society of American Florists. The exhibition was staged in the balconies of the large building and presented a display of unusual beauty, the consensus of opinion being that at no former meeting of the society, had the quality been excelled. Among the many displays that attracted unusual attention was the exhibit of ruffled varieties of the Kunderd entries, as well as many promising seedlings. There was a very good attendance of members who expressed interest in the meeting and the exhibition tables.

The election of officers for terms of two years resulted as follows: H. E. Meader, Dover, N. H., president; C. R. Hinkle, St. Joseph, Mich., vice-president; A. C. Beal, Ithaca, N. Y., secretary; Madison Cooper, Calcium, N. Y., treasurer. Executive committee: Joseph Coleman, Ravenna, O.; Lee R. Bonnewitz, Van Wert, O.; I. S. Hendrickson, Flowerfield, N. Y. Cleveland, on invitation of the florists club of that city, was selected as the next meeting place at the time of the convention of the Society of American Florists.

The judging was in capable hands, the awards in the open classes being made by Dr. Frank E. Bennett, St. Thomas, Ont.; Mrs. A. H. Austin, Wayland, O., and Jelle Roos, Milton, Mass., and for the non-commercial classes, J. R. Munsell, Ashtabula, O.; Professor C. A. Hottes, Columbus, O., and G. Zeestraten, Bemus Point, N. Y. The results of the judging will be found in another column.

PRESIDENT KUNDERD'S ADDRESS.

I shall have to do as I did a year ago at Buffalo, that is, read my address to you from notes. It is so easy to produce and grow beautiful, new gladioli, and so hard to talk, that I have preferred to put in most of my time with the gladioli, and but little to preparing speeches. I find it a great pleasure to work with my flowers, and they never talk back, while it is quite expensive to talk, sometimes; in other words, I am neutral on that subject.

It is certainly a great pleasure to me to meet with the American Gladiolus Society this year, and especially so, since our members and growers have been so successful in staging such a magnif-

cent collection. There can be no question of the success of the future of our society, with advancement of the gladiolus in the hands of such an enthusiastic organization. It is now 10 years since our society was organized in Boston, Mass., and its success is no longer in doubt. How can it be otherwise when we are at work with the grandest flower that grows?

Although the gladiolus does not possess the sweet odor of the carnation and rose, it far outrivals them both in its gorgeous stateliness and great variety of form and color. The gladiolus has been so busy in working out an unequalled color scheme and newer types, that it has not had time to acquire sweet odors, but some of our successful originators will undoubtedly be able in the future to also teach it that very refined accomplishment.

We are only beginning to generally appreciate in this country the beauty and pleasure of our gardens and home ornamenation and surroundings with plant life, and no other flower will be more popular and widely known than the gladiolus. Its ease of culture, certainty of blooming, and its general adaptability to almost every soil and climate, will certainly give it first place in the floral world and popular esteem. It requires experts to grow beautiful roses or carnations, or a marvelous orchid, or grand chrysanthemum in most parts of our country, but any child can grow some beautiful gladioli almost anywhere. Then no wonder all the world is catching the enthusiasm of our members for this wonderful flower. Each year will find its popularity increased by leaps and bounds, until it will be grown in countless millions.

This brings me to the consideration of bulb prices for the coming year. Perhaps some of our members would like to discuss this question at this meeting. Another question of importance to our members is the consideration of the much discussed, and cussed, question of the Quarantine Act No. 37.

In conclusion, I wish, in behalf of our society, to extend my thanks and appreciation to both our secretary, Professor Beal, of Cornell University, and Madison Cooper, publisher of that valuable floral magazine, The Flower Grower. I also wish to thank the society, and express my appreciation for the honors conferred upon me by its members.

THE AWARDS.

Open to All.

Best collection, 20 varieties, three spikes each—C. Zeestraten, Bemus Point, N. Y., first; United Bulb Co., Mt. Clemens, Mich., second.

Best 12 varieties, three spikes, each—Joe Coleman, Ravenna, O., first; C. Zeestraten, second.

Best 12 vases, 12 varieties, one spike each—Joe Coleman, first; H. E. Meader, Dover, N. H., second.

Five vases, five varieties, six spikes each, predominating color yellow—Madison Cooper, Calcium, N. Y., first.

Six spikes, white—Madison Cooper, first; United Bulb Co., second.

Six spikes, yellow—Madison Cooper, first; E. C. Ludwig Floral Co., Pittsburgh, Pa., second.

Six spikes, pink or blush—Madison Cooper, first; J. F. Munsell, Ashtabula, O., second.

Six spikes, crimson or red—Madison Cooper, first; H. E Meader, second.

Six spikes, blue, purple or lavender—Joe Coleman, first; H. E. Meader, second.

Six spi. es, ruffled—Madison Cooper, first.

Best seedling gladiolus, never before exhibited—Joe Coleman, first; H. E. Meader, second; J. F. Munsell, honorable mention on Seedling White No. 1.

Best 12 spikes, Myrtle—Madison Cooper, first.

Best three spikes, Lily White—Madison Cooper, first.

Best and most artistically arranged basket or hamper, 50 spikes gladioli, using different varieties in harmonious combination—B. Hammond Tracy, Wenham, Mass.

Burpee's cup for largest and best dislay, number varieties, quality and staging considered—National Bulb Farm, Inc., Benton Harbor, Mich., first.

Best vase 25 spikes, Primulinus hybrids—C. Zeestraten, first.

Best vase or basket, 25 or 50 spikes Primulinus hybrids, range of color, size and color value to rule—C. Zeestraten, first.

Best 25 spikes, Mrs. Watt—H. E. Meader, first.

Best six spikes, Prince of Wales—Dr. R. W. Schnarr, Kitchener, Ont., first; Madison Cooper, second.

Best spike, Anna Eberius—Madison Cooper, first; H. E. Meader, second.

Best three varieties of blue gladioli, three spikes each—C. Zeestraten, first; H. E. Meader, second; United Bulb Co., third; Madison Cooper, fourth.

Center piece, not more than 18 spikes grown and arranged by the exhibitor (any foliage may be used)—C. Zeestraten, first; H. E. Meader, second.

Best display of the Austin originations—Madison Cooper, first.

Largest and finest collection of Kunderd varieties—Madison Cooper, gold medal.

Best six spikes, Purple Glory—Madison Cooper, first; H. E. Meader, second.

Best six spikes, Myrtle—Madison Cooper, first; H. E. Meader, second.

Best six spikes, Mrs. Frank Pendleton—Madison Cooper, first.

Best six spikes, Summer Beauty—Madison Cooper, first.

Best six spikes, Orange Glory—Madison Cooper, first.

Non-Commercial Classes.

Collection ten named varieties, three spikes each—Madison Cooper, first.

Six spikes, white—Madison Cooper, first.

Six spikes, yellow—Madison Cooper, first.

Six spikes, pink or blush—Madison Cooper, first.

Six spikes, crimson or red—Madison Cooper, first.

Six spikes, blue, purple or lavender—Madison Cooper, first.

Six spikes, any other color—Madison Cooper, first.

Three spikes, white—Madison Cooper, first.

Three spikes, yellow—Madison Cooper, first.

Three spikes, pink or blush—Madison Cooper, first.

Three spikes, crimson or red—Madison Cooper, first.

Three spikes, blue, purple or lavender—Madison Cooper, first.

Three spikes, any other color—Madison Cooper, first.

Best exhibit of at least 15 varieties, three spikes each—Madison Cooper, silver medal.

Best vase 10 spikes, pink—Madison Cooper, first.

Best vase 10 spikes, red or crimson—Madison Cooper, first.

Best vase, 10 spikes yellow—Madison Cooper, first.

Best vase 10 spikes, white—Madison Cooper, first.

Best vase 10 spikes, blue, purple or lavender—Madison Cooper, first.

Best vase 10 spikes, any other color—Madison Cooper, first.

Best vase 10 spikes, Primulinus hybrids, orange—Madison Cooper, first.

Best vase 10 spikes, Primulinus hybrids, yellow—Madison Cooper, first.

Best vase 10 spikes, Primulinus hybrids, any other color—Madison Cooper, first.

Best spikes, Myrtle—Madison Cooper, first.

Largest and best display for Michell medals—Madison Cooper, first; St. Thomas Horticultural Society, St. Thomas, Ont., second.

Best five spikes, Mrs. Dr. Norton—Madison Cooper, first.

Best 12 spikes, Mary Fennell—Madison Cooper, first.

Best six vases, six varieties, one spike each, predominating color, blue, purple, lavender or mauve—Madison Cooper, first.

Best vase 25 spikes Primulinus hybrids—Madison Cooper, first.

Best 10 named varieties, one spike each—Madison Cooper, first.

Best six spikes, red variety—Madison Cooper, first.

Best six spikes, white variety—Madison Cooper, first.

Best six spikes, yellow—Madison Cooper, first.

Best six spikes, Crimson Glow—Madison Cooper, first.

Best six vases, six varieties, one spike each, predominating color, red or pink—Madison Cooper, first.

For largest and best display of Primulinus hybrids—Madison Cooper, first.

The Garden Magazine achievement medal for the finest quality of bloom in the non-commercial classes—St Thomas Horticultural Society.

Best three spikes, Myrtle—Madison Cooper, first.

Best three spikes, Purple Glory—Madison Cooper, first.

Best three spikes, Mrs. F. Pendleton—Madison Cooper, first.

Best three spikes, Alice Tiplady—Madison Cooper, first.

Best three spikes, Lily White—Madison Cooper, first.

Best three spikes, Rose Glory—Madison Cooper, first.

Honorable Mention

United Bulb Co., Mt. Clemens, Mich., for variety Wisconsin.

H. E. Meader, Dover, N. H., for variety Lily White.

J. F. Munsell, Ashtabula, O., for Seedling White No. 1.

A. H. Austin, Wayland, O., for variety Evelyn Kirtland.

Jelle Roos, Milton, Mass., for varieties Mrs. Dr. Norton and Maty Fennell.

The Grullemans Co., Avon Lake, O., for splendid development in hybridizing primulinus.

Vaughan's Seed Store, Chicago and New York, for excellent display.

The Pittsburgh Cut Flower Co., Pittsburgh, Pa., for trade display.

National Association of Gardeners.

The annual convention of the National Association of Gardeners opened in the ball room of the Hollenden hotel, Cleveland, O., at 2 p. m., August 26. The address of welcome was made by F. C. W. Brown, of Cleveland, in the absence of W. G. Waite, director of public utilities, who was to have given the address but was unavoidably detained. Mr. Brown made a plea for cooperation and organization and for voicing opinions of the members on the floor of the convention hall; that cooperation did not mean agreeing to everything presented, but meant an honest expression of difference. The response was made by ex-President Thomas W. Head, of Chicago, who spoke of the surprises that he had met with so far in Cleveland. He gave the union depot a send off, calling it a product of 1865; but he also spoke of the beautiful estates he had visited, which were indeed a surprise to him; that the rhododendrons were the finest he had ever seen in the west. He found more autos than any other city in the union here, and he was willing to admit it, for he had come within a second of being run down by them.

President Robert Weeks was next introduced by Mr. Brown. He made a plea for the uplifting of the professional gardener, and for the service department, which the organization was contemplating establishing. He said: "If we are to make this association a factor for service, we must advertise it more; we must have a fund for publicity—such a fund as the Society of American Florists have established. I bespeak your earnest attention in this convention to the problems of health; to the enlisting of young men in our profession. If we are to secure the right standard of young men, we must elevate our profession. The great stumbling block seems to be the social standing that a gardener receives. It is only by elevating the social standard of our members that we shall obtain social standing. Diplomas should be given showing the standing in the association. This will prove to be a great uplift to the profession." He then went on to speak of quarantine ruling No. 37. He termed it a serious setback to horticulture, and spoke of its absurdities and inconsistencies of the measure, which is a fact very well known. He recommended that rigid inspections should be substituted, and that the association should go on record to endeavor to secure some modification of this ruling. Applause followed President Weeks' address.

The report of the secretary, for 1917, of the Chicago meeting followed. There was no 1918 report on account of no meeting being held due to the war. The report was accepted as read.

At this time Acting Mayor D. Marshall, who announced himself as being the leading booster of Cleveland, spoke. He made a glowing presentation of the

city of Cleveland, and tendered the convention of the National Association of Gardeners the freedom of the city. This was followed by the secretary's financial report, which was accepted as read. In the secretary's annual report, he announced there were 868 active members of the association. The treasurer's report of August 20, 1919, showed a balance in the treasury of $2,387.13. This was followed by the reports of the committees.

At 2 p. m. on Wednesday, an auto trip is to be made to the estates of F. F. Prentiss and S. H. Severance on Mayfield road. The trip will take them through the delightful Heights district, where some of the beautiful homes of Cleveland are located. At 7:30 p. m. will occur the annual banquet in the ball room of the Hollenden. Well known speakers will be in attendance. The illustrated lecture by J. Otto Thilow, of Philadelphia, on "Flora of Hawaii" was given Tuesday evening. The gardeners' clubs of Cleveland were all invited to this lecture. The bowling tournament will be held at 3 p. m. Thursday. Some famous scores are expected to be made.

The general committee of arrangements consists of R. P. Brydon, chairman, and F. H. Francis, secretary. Entertainment Committee—W. E. Cook, T. M. Rowe, H. P. Rapley, R. Poole. Banquet Committee—W. E. Cook, J. Hamilton, A. Brown.

There were two large exhibition tables of named gladioli in the convention hall. The stage was also prettily banked with ferns and palms. An especially fine specimen of Rhapis flabelliformis occupied the center of the lobby. This was 12 feet high and a well grown specimen in a 20-inch tub, exhibited by Carl Hagenburger of Mentor, O.

E. G. W.

Cattleyas.

There is no class of growers harder hit by the ruling of the federal horticultural board at Washington, than the orchid growers. Heretofore, they have depended for their main supply on importations direct from their native forests, all of which are now excluded, or subject to such purification as to render them almost valueless.

Griffin Bros., of Philadelphia, Pa., are now struggling with an importation of cattleyas, which, after passing through the hands of government examiners, and subjected to fumigation, are in such a shriveled, dried-up condition that not one-half are expected to survive. Ordinarily, cattleyas on arrival were laid out under tables in the orchid houses and lightly sprayed at times, until they revived and showed a liking for their new surroundings. This season's lot look so bad that no moisture is allowed to touch them except what they receive from the atmosphere. Those that showed any indications of life, were potted, but have not, as yet, after two months, been watered, as there is not evidence of sufficient root action.

There is a very good stock here of over 6,000 plants, established cattleyas, in all the forcing varieties, which have made a sturdy growth, and will give a good account of themselves the coming season. After the plants have become established, their flowering period is from four to five years, after which they appear to run out. The plants are still of good size, but year after year do not throw flowering shoots, or so few, that they do not pay for the room they take up.

PLANT NOTES.

Lorraine Begonias.

Begonias of the Gloire de Lorraine type should now be making active growth, the bud shoots starting and the plants taking on shape. The earlier struck cuttings will now be fine plants in five and six-inch pots and will need a center stake to keep them erect. It is yet too early to tie the plants into shape, but if any of the branches are long enough to hang over the edge of the pot, they should receive some support. These branches hanging over the edge of the pot are in the way when watering and if the leaves get wet it takes some time for them to dry off and many will become spotted, and besides the branches grow crooked and are much harder to tie into place later on when this will have to be done. Keep the plants in a good warm house, from this on until the buds begin to show color, when they can be placed in cooler quarters, but do not keep the house too close. Give a little ventilation every day possible. If kept too close and moist some of the foliage will spot and be ruined. Constant light fumigations will be necessary to keep down the green aphis. These plants do not like heavy fumigation but light fumigation carried on frequently will keep the vermin in check and not damage the plants. These insects must be conquered before the plants begin to bloom or they will cover the young blooming shoots completely.

Dahlias.

As the cool nights approach it pays to make preparations to cover the best varieties and protect them from the early frosts. Generally the first frosts are followed by two or three weeks of pleasant warm weather, when flowers are more or less scarce, the outside stock being cut down and the greenhouse stock not being yet in full crop, and a supply of dahlias is a great boon at such a time. See that the plants are properly labeled so when it comes to lifting time there will be no mistakes made. A good large label placed beside each root with the correct name is essential in growing this crop. This label can be tied on to the root when the clumps are lifted and all danger of misnaming be obviated. Keep the plants securely tied to the stakes so that the high winds which are prevalent in the fall cannot break the plants down or the branches off.

Early Firing.

"Economy is wealth." This maxim has been drilled into the young for generations, but false economy is waste. And to put off starting the fires until all the plants have cold feet and have received a check that is going to take them two or three months from which to recover is false economy. As soon as the temperature in the house drops below the point at which it should be maintained, it well pays to start the fires. Many nights at this time of the year at 8 o'clock the temperature outside will be above 60°, but by morning it has dropped to 40°, and if the houses are closed the glass will be covered with moisture, the house cold and damp. This condition is not at all conducive to good growth, and gives the plant a check from which it often takes it some time to recover. It is far better and a money-making proposition to have the fires going and the proper temperatures maintained. The small expense of a little coal burned and the few weeks' wages of a night fireman that are necessary will be more than made up in the excellence of the crop. At this season of the year there will occur cold, stormy days when a little heat will be necessary to keep up the growing temperature all day. This is the time to look over all the piping and see if the boilers are working right. If steam heat is used see that none of the pipes have dropped from their fastenings and have made pockets in the circulation. If this has happened, fasten them up and straighten out the flows. Turn on the valves and see if they leak, and if they do repack them; in fact, it is good policy to repack all valves every fall, whether they actually need it or not, for they will require it before the winter is over. This early firing will also give the opportunity to spread sulphur and nicotine extracts on the pipes and keep the insects and mildew from getting a foothold. Looking at this question from all sides, early firing is an economical proposition and should not be neglected.

Cannas.

As soon as the frost kills the cannas, preparations should be made for the storing of the stock plants for next year. The tops should be cut off about six inches above the ground and removed from the field and not left lying around to attract cut worm millers. The roots should be dug and each variety should be carefully kept separate so that there will be no chance of their being mixed another season. Unless the weather is very severe they can be allowed to dry off a little before being housed, but if there is any chance of the night temperature dropping below the freezing point it is much better to get them under safe covering at once. Under a bench in a cool house is one of the best places to keep them during the winter months, but if the soil under the bench is inclined to be moist, boards should be placed running lengthwise of the bench and the canna roots placed upon these. They must, however, be looked over occasionally to see that they do not run too dry, for there is just as much danger of losing the plants by their drying up as there is by their rotting from an excess of moisture. In placing the clumps under the bench set each variety by itself and leave space enough between it and another variety that it will be impossible, no matter what may happen, for them to get mixed. Mark each variety with a label, written plainly and in full. It takes but a few seconds longer to write the name in full and abbreviations are to be deprecated; we have known cases where the man who always does things in a hurry to abbreviate the name so short that when he tried to read it six months later he could not make out what name he intended to write. This is often a case where "haste makes waste." Attach the labels in such a manner that they will not become misplaced or lost.

OSKALOOSA, IA.—The Kemble Floral Co. has been incorporated with a capital stock of $250,000.

BLUE ISLAND, ILL.—The range of Mrs. Leopold Stengle has been leased to H. C. Schroeder, formerly in the florist business in Elmhurst, Ill.

THE RETAIL TRADE

Conducted by Robt. Kift, Phila., Pa.

The F. T. D. Home Office.

The headquarters of the Florists' Telegraph Delivery Association in Secretary Albert Pochelon's store, Detroit, Mich., is spacious and splendidly fitted up with all the office appliances, files, etc., necessary to carry on and keep up with the rapidly increasing business. The secretary has two able assistants in Michael Bloy and Miss Helen Wicks, who are familiar with every detail, and relieve him of much of the clerical work.

His store and retail business, conducted under the name of the Bemb Floral Co., is splendidly equipped in every way for carrying on trade on a large scale. Features of his window decorations were, in one, a large fountain and basin, swimming in which were turtles, who bore on their shells inscriptions in white letters, "Say it with Flowers," "Bemb Floral Service," "Florists' Telegraph Delivery," etc. The other contained a large blue globe, four feet in diameter, with the continents and large islands outlined in white. On all these, stamped in blue, was the slogan, "Say it with Flowers," all over the world. On top was a figure of Mercury, who held in his hand, telegraph wires which were attached to poles in corners of the window. The globe rested on blue chintz, relieved with white. It was a fine example of the work of the F. T. D.

Next Week in the Flower Shop.

The summer is fast passing, and while turning the present to the best account, it is well to keep a sharp lookout ahead to the future, the coming season, of which so much is expected. For the man who is properly prepared, there is no question but that his activity will be rewarded, that he will reap as he has sown.

The best barometer of the business is the supply house. The retailer who makes up his mind to lay in a good stock early, is prompted to do so by his business instinct; his experience of the past season has proven to him that he can sell the goods if he has them. There never was a more representative attendance than at the recent S. A. F. convention, and that they expect much of the coming season, and are preparing for it, was evidenced in the free buying of the retailers, who exceeded all records in their purchases. They want to have supplies on hand and ready, so as to be prepared, and in fact, to force the business from the first indications in the early fall.

The "coming out teas" will start early and be more numerous than ever the coming season In every community, the name of each debutante and the date of her tea should be on record in the "future event book" of every live retailer. It may be some little trouble to get a line on her relatives or personal friends or her father's business associates, but it will be found to pay, and now is the time to do it, not just a week or so before the event when the orders begin to come in. Every customer will want to know "what are they sending this year?" and the salesman must be ready to present the several new arrangements that are exclusive with the house.

All kinds of berried shrubs, which are to be had now from the nurseries, or can be gathered in the woods, are very interesting and decorative. The snow berries, with their graceful clusters of white, pearl like fruit, will last quite a while when cut. There are a great number of others, which when combined with the fall grasses and seed spikes, such as cattails, make very attractive baskets. They can be arranged with the glass blocks to look very showy in shallow flower bowls.

Golden Glow, the earliest of the chrysanthemums, is in. These flowers can be given a fine decorative effect with the aid of autumn leaves, of which some varieties have commenced to take on their fall colorings.

Gladioli are still good stock. As far as possible, carry the best varieties, and see that they are given plenty of room to open their flowers. The opened, as compared with the closed spikes, are as 50 cents to a dollar.

In cut flowers, it is quality that counts. They need not be of the highest grade, but first in their class, and in all made up funeral clusters and designs, which are to last at most but a few hours, should be at their best in point of development. Where possible, flowers to be used in such work, should be selected and set aside, so as to be forwarded or retarded as the case may be. It is not the number of flowers used, but the effect, and if at their best, half the number will be sufficient; the preparation has saved half the cost. Much time may be saved, or an hour added to a busy day, by such before-hand preparations, the just-right flowers in quality and amount being in jars marked for this or that spray or design at hand without selection, to be at once made up the next morning.

The Late Andrew McAdams.

Major O'Keefe, of the O'Keefe Advertising Agency, Boston, is a most convincing speaker, and at once conveys the impression that he thoroughly understands advertising. His address at the Detroit convention, if it could only be heard by all the trade, with his emphasis and impressive manner, would put the entire amount over the top at once. It is remarkable the attention that is given the slogan in an incidental way by so many interests outside the business, proving that it is having the effect desired. There are so many large growers, and other trade interests, that are still lukewarm in this advertising campaign; $10 a year, is only 20 cents a week; $100 is only $2 a week. This amount will be returned 10 fold, if the total amount of business of the country is only increased one per cent. Send in your check today to John Young, 1170 Broadway, New York.

OBITUARY.

Andrew McAdams.

Andrew McAdams, prominently identified with the Chicago trade for half a century, died at St. Luke's hospital, that city, August 26. He had suffered considerably from internal troubles for a prolonged period and was operated upon August 11. For a time he seemed to gain slowly, but later sank gradually to the end.

Mr. McAdams was born in Londonderry, Ireland, in 1849, leaving for Chicago when eighteen years of age. Two years later he entered business with the late John Goode, his brother-in-law, near the present location on 53rd street. The business was a success from the start and continues today among the most prosperous in the city. Mr. Goode retired in 1890, Mr. McAdams continuing as sole proprietor. For the past five years he had given but little attention to the business, spending most of the time on his Melbourne, Fla., farm.

Mr. McAdams was always active in trade affairs. He was a former president of the Chicago Florists' Club and a constant and successful exhibitor at the local shows. He was a genial and kindly man, ever ready to lend a helping hand in any worthy cause and always a fearless champion of the right. Associates constantly requested his counsel and it was freely given. The needy frequently sought his aid and found him generous to a fault.

Mrs. McAdams (his second wife) died three years ago, Miss May McAdams, the well known landscape gardener, being the only survivor. The families of the late J. A. Pettigrew and Mr. McAdams were related by marriage.

The funeral will take place Friday, August 29.

William Hartland.

William Hartland, formerly with J. M. Thorburn & Co., New York, and brother of E. A. Hartland, of Vaughan's Seed Store, New York, lost his life, August 19 through a distressing accident. He had been working for the shipping board, and was on a vessel in the Brooklyn basin. Another vessel lay inside, next the wharf. They were fumigating the latter vessel, and it appears had left a tarpaulin spread over an open hatch and had gone ashore. Mr. Hartland started across the vessel on his way to lunch, stepped on the tarpaulin and fell into the hold and was suffocated, though it is even possible that the fall would have killed him.

Mr. Hartland was a son of the late Wm. Baylor Hartland, of Cork, Ireland.

William Roemer.

William Roemer, a florist of Woodlawn, N. Y., 60 years old, who for a number of years had been employed in Bronx park, New York, died in Fordham hospital on the evening of August 19 from injuries received a hour earlier by being struck by an automobile as he was crossing Webster avenue at East 233d street. His home was at 367 East 234th street. The deceased was a son of the late Peter Roemer, who came from Alsace to this country many years ago and established a florist business, which is yet conducted by the widow, near Woodlawn cemetery. William Roemer is survived by a widow and three children, who have much sympathy in their sad and sudden bereavement.

A. F. F.

CLEVELAND, O.—The Brookline Floral Co., has been incorporated with a capital stock of $50,000 by Louis Koehl, Walter C. Priest, S. H. Berthold and others.

THE AMERICAN FLORIST

ESTABLISHED 1885.

Subscription, United States and Mexico, $1.50 a year; Canada $2.00; Europe and Countries in Postal Union, $2.50.

When sending us change of address always send the old address at the same time.

Advertising rates on application.

From the first issue THE AMERICAN FLORIST has accepted only trade advertisements.

Advertisements must reach us Tuesday (earlier if possible) as we go to press Wednesday.

We do not assume any responsibility for the opinions of our correspondents.

THE AMERICAN FLORIST
440 S. Dearborn St., CHICAGO

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JOSEPH J. BUDLONG, Chicago, reports having cut Columbia roses the past season at the rate of $3.00 per plant.

BENJAMIN HAMMOND, the well known manufacturer of insecticides and greenhouse paints and putty, Beacon, N. Y., has the following in the Beacon Daily Herald: "Americanism and general prosperity or individual comfort is not brought about by the so-called strikes. Loyalty and patience, combined with industry, is what we need at the present time for the common good."

THE University of Illinois experiment station at Urbana, issues Bulletin No. 221 on "Snapdragon Rust." Growers of snapdragons should get it.

EUREKA, CALIF.—The receiver of the Cottage Gardens Nurseries, Inc., writes under date of August 20, stating that the affairs of the firm have materially improved, and that he hopes to pay dollar for dollar if given sufficient time.

Plant Quarantine Lashed at Detroit.

If Dr. Marlatt and his associates on the federal horticultural board have been mistaken as to the attitude of the trade regarding Plant Quarantine No. 37, they were fully awakened to the truth of the situation at the Detroit convention of the Society of American Florists, last week, when prominent members, in Dr. Marlatt's presence, plainly voiced their sentiments in strong opposition to the present regulations. Some other trade organizations may have been lenient with the board, by courtesy or otherwise, in failing to express their convictions, but the national society of florists and horticulturists, operating under federal charter, approved strong resolutions in opposition to the plant quarantine almost unanimously.

Dr. Marlatt, as a result of disclosures at this meeting, has promised to amend the regulations, and his action in this direction will be awaited with interest. We regret our inability to give fuller details of the prolonged discussion, owing to pressure on our space at this time, but hope to do so later. The resolutions adopted, however, will be found in our account of the general proceedings elsewhere in this issue.

American Carnation Society.

BOARD OF DIRECTORS' MEETING.

The midsummer meeting of the board of directors of the American Carnation Society, was held at the Arcadia auditorium, Detroit, Mich., August 21, those present being President Theodore A. Dorner, Vice-President C. W. Johnson, Secretary A. F. J. Baur and Director W. D. Howard. Secretary Baur brought up the following matters for the board's consideration: Premium list for annual exhibition approved; the R. C. Kerr prize for the best keeping qualities of carnation, the matter as outlined being left in the hands of the secretary; the question of rearranging the exhibits at the Chicago exhibition by the retail florists, as suggested by the Chicago committee of arrangement, approved; registration of the variety, Red Cross, the secretary having reported that the name having been used before, he was instructed to notify the introducer, and in accordance with the rules of the American Carnation Society, to ask him to provide another name for the variety.

C. W. JOHNSON.

New York Federation of Societies.

There will be a meeting of the New York Federation of Horticultural Societies and Floral Clubs in Commissioner Wilson's office at the state fair grounds, Syracuse, N. Y., Wednesday, September 10, at 2 p. m.

E. A. WHITE, Sec'y.

Personal.

Frederic W. Taylor, well known to the trade in connection with at least three world's fairs, Omaha, Buffalo and St. Louis, has just concluded a three-year irrigation engagement in Arizona, and is in New York this week. His home is now Los Angeles, Calif.

Frank R. Pierson, Tarrytown, N. Y., has purchased a large house with two and one-quarter acres of ground in the center of the village, which he is remodelling for a permanent home.

Peter Bisset, in charge of foreign plant distribution, bureau of plant industry, department of agriculture, Washington, D. C., was in Chicago last week on a western trip.

Thos. N. Cook, the well known rosarian of Watertown, Mass., was in Chicago this week looking up rose literature.

State Fairs.

The following is a list of coming state fairs with the names and addresses of the superintendents of the floricultural and horticultural departments as far as obtainable:

August 30 September 6, Hamline—Minnesota State Fair. J. V. Bailey, R. F. D. Dayton's Bluff station, St. Paul, superintendent of horticulture; LeRoy Cady, University Farm, St. Paul, superintendent of floriculture.

August 31-September 5, Lincoln—Nebraska State Fair. J. V. Bailey, R. F. D., Dayton's intendent of horticulture; B. K. B. Weber, Lincoln, superintendent of floriculture.

September 1 - 5, Hartford.—Connecticut Fair Association. Gordon R. Scrivener, Hartford, superintendent of floriculture; Geo. W. Frasee, Storrs, superintendent of horticulture.

September 1-6, Indianapolis—Indiana State Fair, S. W. Taylor, Boonville, superintendent of horticulture and floriculture.

September 1-6, Wheeling—West Virginia State Fair.

September 1 - 7, Elsmere.—Delaware State Fair. Prof. C. A. McCue, Newark, Del., superintendent of horticulture.

September 9-12, Douglas—Wyoming State Fair. Ivan L. Hobson, Douglas, superintendent of horticulture and floriculture.

September 8-13, Louisville—Kentucky State Fair. Prof. H. R. Niswonger, Lexington, superintendent of horticulture; Wm. Rabe, Versailles, superintendent of floriculture.

September 8-13, Helena—Montana State Fair. A. L. Strausz, Missoula, superintendent of horticulture and floriculture.

September 8-13, Syracuse—New York State Fair. Chas. G. Porter, Albion, superintendent of horticulture; David Lumsden, College of Agriculture, Ithaca, superintendent of floriculture.

September 8-13, West Allis, Milwaukee—Wisconsin State Fair. N. A Rasmussen, Oshkosh, superintendent of horticulture and floriculture.

September 9-12, White River Junction—Vermont State Fair. Dr. H. Stafford, Brattleboro, superintndent of horticulture.

September 13-20, Hutchinson—Kansas State Fair. O. F. Whitney, State Capitol, Topeka, superintendent of horticulture; Mrs. E. K. Pentz, Hutchinson, superintendent of floriculture.

September 15-19, Grand Rapids—West Michigan Fair. Allen B. Robinette, Grand Rapids, superintendent of horticulture.

September 15 - 19, Lewiston.—Maine State Agricultural Society Fair. H. V. Wilson, Lewiston, secretary.

September 15 - 20, Yakima. — Washington State Fair. H. C. Schumacker, Selah, superintendent of horticulture; Miss Mary Semy, Yakima, superintendent of floriculture.

September 8-13, Fallon—Nevada State Fair. S. B. Doten, Reno, superintendent of horticulture; C. A. Norcrosss, Reno, superintendent of floriculture.

September 22-27, Salem—Oregon State Fair. L. M. Graham, Forest Grove, superintendent of horticulture; C. B. Clancey, Salem, superintendent of floriculture.

September 23-27, Pueblo—Colorado State Fair J. N. Salter, Pueblo, superintendent of horticulture.

October 6-11, Richmond—Virginia State Fair. W. C. Saunders, Mutual building, Richmond, superintendent of horticulture and floriculture.

October 6-11, Salt Lake City.—Utah State Fair. James Jensen, superintendent of horticulture and floriculture.

October 20 25, Raleigh.—North Carolina State Fair. C. D. Mathews, Raleigh, superintendent of horticulture and floriculture.

October 22 - 28, Shreveport.—Louisiana State Fair. Geo. L. Tiebaut, Baton Rouge, superintendent of horticulture; W. R. Hirsch, Shreveport, superintendent of floriculture.

Wants, For Sale, Etc.

Small Type, 12 Cents Per Line, Each Insertion. Display, $1.50 Per Single Column Inch, Each Insertion. These prices are net, cash with order. For Plant Advs., See Ready Reference Section.

Where answers are to be mailed from this office enclose 10 cents extra to cover postage, etc.

Situation Wanted—As head gardener or superintendent of private place or institution. Middle aged; Scotch; best of reference as to character, habits and ability. Understand all branches of gardening; well up in landscape work. Expect good salary; no objection to distance. Address
Key 411, care American Florist.

Help Wanted—An experienced store clerk and designer. Address
CARL C. RECK,
Care John Reck & Son,
Bridgeport, Conn.

For Sale—50 boxes greenhouse glass, 18 inches wide. A. double strength, $4.50. Address.
Key 413, care American Florist.

For Sale.—A retail establishment of 8,000 feet of glass; with store. Everything in first class condition. Address
Key 405, care American Florist.

For Sale—Two greenhouses, two acres of land with 80 bearing fruit trees and eight-room residence, $6,000; will pay for itself in three years. Retiring. **Wm. Kage, Petoskey, Mich.**

Help Wanted

Gardener as foreman of private country place. Must have thorough knowledge of trees, shrubs and greenhouse work, and be able to handle men. Single or married. Apply stating terms.
Key 414, care American Florist.

HELP WANTED

A qualified florist, experienced in landscaping, pot plants, ferns, roses chrysanthemums, etc. Good salary. Permanent position. Board and lodging if single, cottage if married. In own hand, give education and experiences. Furnish recently written letters of reference, character, habits and ability in above lines.
EAST LOUISIANA HOSPITAL FOR THE INSANE
Jackson, Louisiana

Help Wanted

Saleslady with experience in retail flower store, four to five years experience. State full particulars. Good position for right party. Must understand designing.
A. SCHUTZ
188 State Street, HAMMOND, IND.

Foreman Wanted

Working foreman. Must be first-class rose grower. Also capable of growing carnations, chrysanthemums and general stock. Steady position and good salary to the right man who can furnish the proper references. Address
Key 391, care American Florist.

A RARE OPPORTUNITY

For One or Two Live Men.

A modern retail flower and seed store in the heart of Lowell, Massachusetts a thriving city of 120,000, requiring a force of five people and delivery truck and chauffeur, is offered for sale, together with 35,000 feet of glass, which supplies the store, well stocked and ready to continue where I leave off. The greenhouses are ideally located on the bank of the Merrimack river, between two cities, Lowell and Lawrence, two miles from Lowell and six miles from Lawrence, providing a good market between the two cities. This is an established business of thirty years' standing, and has grown steadily in size and reputation. The reason for my selling is ill health. Any man who understands will see that what I am offering is a live experience and an opportunity seldom offered.
J. J. McMANMON,
6 Prescott St., LOWELL, MASS

Situation Wanted

By good all round grower; single, have 24 years experience. Address
Key 415, care American Florist.

FOR SALE

Greenhouse **Glass,** 10,000 ft. (16 x 18 in.); 2,000 ft. (10 x 14 in.). 5,000 ft. 4 in. cast-iron **Pipe;** 700 bars, 12 and 14 ft. long; one Superior hot-water **Boiler.** Apply
L. HANSEN,
7322 Ridge Ave., Chicago

BOILERS = BOILERS

ALL SIZES.

Selected Boiler Tubes, all sizes, for greenhouse piping and **Retubing Boilers.** Thoroughly cleaned like **New** and trimmed. Complete stock of **New** and **Second Hand** Pipe, Valves, Fittings, etc.

LEVINE & CO.
3738 South Halsted Street, CHICAGO, ILL.
Phone Boulevard 9354.

FOR SALE

Two Greenhouses,
Seven-room Cottage,
Five Acres of Land.

No competition. Reason for selling, death of owner. Will sell for part cash, balance in easy payments. Everything in tip top condition. If interested, write soon to the

Plemen Floral Company
STAPLES, MINN.

LOST

AT DETROIT CONVENTION

Three ladies' diamond rings and one cameo ring in the ladies' wash room, Arcadia Auditorium, Thursday afternoon, August 21. Any information that will lead to their recovery will be gratefully received by

Joseph Marks, care **J. Henderson & Co.**
166 N. Wabash Ave., CHICAGO

OFFICIAL S. A. F.

Shipping Labels

Actual size of leaf 2¾x5¼ inches

FOR CUT FLOWERS: in two colors, gummed paper; your card, etc., in black and leaf adopted by the S. A. F. in red. Prices: Per 500, $3.35; per 1000, $5.00. Samples on request. Elect one of leaf, postpaid, $2.00. Cash with order.

AMERICAN FLORIST CO.
440 S. Dearborn St., CHICAGO

New Business

There are many new men in the trade and they want to know now where to

LOOK FOR STOCKS

The best way to tell them is by regular advertising in these columns.

The new conditions of business demand special effort on the part of those who have goods to sell.

AMERICAN FLORIST CO.
440 South Dearborn Street
CHICAGO

Buy Your Fall Requirements Early

GNATT'S SPECIAL PROCESS PREPARED FOLIAGES

ARE THE BEST ON THE MARKET.

OAK SPRAYS NEW STOCK — Specially Prepared, the kind that holds its color. Red, Brown, Tan or Green. 30c per lb; 100-lb. cases, 27c per lb. Short, carton Oak, $2.00 per hamper.

QUEEN QUALITY MAGNOLIA LEAVES — UNIFORM SIZE—NON-MOLDY—FLEXIBLE. Colors: Green, Brown, Purple. Price, $1.50 per carton; 100-lb. cases, $22.00

O-G QUALITY CYCAS LEAVES — SUPREME IN QUALITY

FLEXIBLE—NON-CURLING—DURABLE. Our Cycas are packed 10 to the bundle. We do not break bundles.

	Per 100		Per 100
12-16 at	$ 5.00	28-32 at	$10.50
16-20 at	6.00	32-36 at	12.75
20-24 at	6.75	36-40 at	14.50
24-28 at	8.50	40-44 at	18.00

PREPARED EVERGREEN — RETAINS ITS FRESHNESS. Price.....$3.00 per 10-lb. carton

MAGNOLIA WREATHS — Made of Queen Quality Leaves by experienced artists.

ROUND OR OVAL. Colors: Brown, Green or Purple.

	Dozen		Dozen
No. 200—18-inch	$10.50	No. 203—24-inch	$21.00
No. 201 20-inch	12.00	No. 204—28-inch	26.00
No. 202—22-inch	16.00		

THE OVE GNATT CO., La Porte, Ind.

Manufacturers and Importers of Preserved Foliages, Baskets and Florist Supplies

BAILEY'S NEW STANDARD Cyclopedia of Horticulture

SIX SPLENDID VOLUMES

THIS work is Prof. L. H. Bailey's latest and greatest achievement and will undoubtedly stand as a monument to him. This is not a revision of the old Cyclopedia, but a brand new work containing features not dreamed of at the time of publication of the original cyclopedia, which was a pioneer work. The old Cyclopedia of Horticulture, it will be remembered, was a cyclopedia in fact as well as in name, whereas the new **Standard Cyclopedia of Horticulture** is a gardener's manual as well as a cyclopedia and contains features that make it equally adapted to the amateur and to the professional, to the man without education or the man with high literary tastes.

PRICE, $6.00 PER VOLUME

Carriage paid to any part of the United States

AMERICAN FLORIST CO.

440 South Dearborn Street, CHICAGO, ILL.

ROSES

American Beauties
Premier
Columbia
Mrs. Chas. Russell

"Flowers of Superior Quality"

We can furnish you with these and other varieties at prices that will meet with your approval.

Price List Sent on Request.

"The Nation's Most Expressive Flowers."

Poehlmann Brothers Company
66-74 East Randolph Street,
Chicago, U. S. A.

The Largest Growers of Flowers in the World.

WE ARE CUTTING AN EXTRA

HEAVY SUPPLY OF COLUMBIA

AND OTHER ROSES

SUMMER ROSES OUR SPECIALTY

BUY DIRECT FROM THE GROWER.

We Are Rose Specialists and Are Cutting from 245 000 Rose Plants. We Are Now Cutting Russells from 60,000 Plants. The best Roses now are **Columbia, Russells, Hoosier Beauties, Ophelia, Sunburst** and **White Killarneys.** These are all our own growth, guaranteed fresh cut and packed to arrive in good condition.

BARGAIN PRICE LIST

RUSSELLS and COLUMBIA

at the following bargain prices:

Long	per 100,	$10.00 to $12 00
Medium	per 100,	6.00 to 8.00
Short	per 100,	4.00

ASSORTED ROSES—Our Selection

In lots of 300 or more; all choice, fresh cut stock.

Short lengths	at the rate of $30.00 per 1000
Medium lengths	at the rate of 50.00 per 1000

When ordering, please state grade wanted.

Gladioli and **Asters** at market prices
New Fancy Ferns.....per 1000, $2.00

Adiantum .....per 100, $1.00
Galax, bronze .....per 1000, 2.00

Asp. Sprays.....per 100, $2.50 to $3.00
Sprengeri.....per 100, 2.00 to 3.00

All seasonable flowers not grown by us will be procured for our customers. A trial order solicited.

In buying direct from the grower you are assured of fresh stock at all times and the most even run of quality possible.

NOTICE—We close at 5 o'clock week days and all day Sunday. Week Days 8 A. M. until 5 P. M.

BASSETT & WASHBURN

LONG DISTANCE PHONE: CENTRAL 1457.

Greenhouses: Hinsdale, Ill., and Greggs Station, Ill.

OFFICE AND STORE

178 N. Wabash Ave., CHICAGO, ILL.

Mention the American Florist when writing

Chicago.

ROSES ARE MORE PLENTIFUL.

Roses are more plentiful this week and some particularly fine Columbia are included in the shipments. The new rose, Premier, is making new friends every day, and many of the dealers speak in high terms of it. Mrs. Chas. Russell roses are in good supply, and are moving nicely at fair summer prices. Sunburst, Ophelia and Killarney Brilliant have improved wonderfully in quality the past few weeks. American Beauty roses continue to clean up nicely right along at high figures, and there is seldom a surplus in this variety. Carnations are seen in good supply at one or two of the houses, and some first-class summer stock is obtainable, especially Rosette and Ward. Asters are more plentiful, and considerable pushing is needed to move the supply at greatly reduced prices. First-class asters hold their own, but the supply of these is limited. Gladioli are reaching the market in larger quantities, and there are more than enough to go around. The majority of the gladioli show the effects of the hot weather, but there are some good flowers available if one is willing to pay the price, which is not so high, considering the general market conditions. Those who attended the Detroit convention from this vicinity have nearly all returned home with the same report that they had a most delightful time, and that it was one of the best conventions ever. The exhibitors from here were particularly well pleased with the amount of business they did, and are confident that trade is going to be brisk this fall and winter, judging from the early preparations the retailers are making to meet it.

A. T. PYFER & CO.

WHOLESALE FLORISTS

164 North Wabash Avenue, CHICAGO

NOTES.

C. L. Washburn, of Bassett & Washburn, reports that he had a most enjoyable time at the Detroit convention, which was one of the best he ever attended. He speaks in glowing terms of the treatment the visitors received at the hands of the Detroit florists, who did everything possible to make them feel at home at all times. Mr. Washburn is busy this week disposing of the biggest cut of Columbia roses that ever reached Bassett & Washburn's store.

A. L. Vaughan & Co. are moving a large supply of gladioli and asters this week which are arriving in exceptionally good condition. Miss Charlotte Paradise is again attending to her duties as bookkeeper here after a pleasant vacation in Wisconsin.

One of the rose growers whose place is located within shipping distance of this market is looking for a buyer and will dispose of his range to some responsible party at very reasonable terms.

Allie Zech and wife have returned from their vacation which was spent at the Detroit convention and the Niagara Falls. They motored to Detroit and back, but made the trip to Buffalo by boat.

Miss Nelda Wolf, who has charge of Zech & Mann's books, is again on duty after enjoying a two weeks' vacation, part of which was spent at Deer Park and Starved Rock

Miss Nettie Parker, secretary of A. T. Pyfer & Co., is again attending to her duties after a well-earned vacation spent at Yellowstone Park and the Detroit convention.

F. J. Rioux, of the Central Refrigerator & Equipment Co., has secured the contract to completely equip the M. G. Madson Seed Co.'s new florist store at Manitowoc, Wis.

Wietor Bros. are having a good call for carnations, which they are cutting in quantity. The stock is particularly fine for so early in the season and finds ready buyers.

H. E. Humiston, of the Proto-Feed and Guano Co., is attending the convention of the National Association of Gardeners at Cleveland this week.

Kennicott Bros. Co. reports a strong demand for American Beauty roses, which are bringing high summer prices and clean up early each day.

The American Bulb Co., having the only display of Formosum lily bulbs at the Detroit convention last week, made a decided hit with it.

Dick Rolston, who visited friends here last week, has returned to Cleveland, O., where he is in the employ of Knoble Bros.

Fine Supply of Roses

Order what you need from us

RUSSELL $5.00 to $15.00 per 100.

COLUMBIA $6.00 to $15.00 per 100.

Killarney, White Killarney, Killarney Brilliant, Milady, My Maryland, Ophelia, Sunburst and Champ Weiland. $3.00 to $8.00 per 100.

Carnations, $2.00 to $3.00 per 100.

Complete Line of GREENS at Market Prices.

PETER REINBERG

Wholesale Florist

30 East Randolph St., LONG DISTANCE PHONES CENTRAL 601 and 2846 **CHICAGO**

The Chicago Flower Growers Association

WHOLESALE GROWERS of CUT FLOWERS and PLANTS

182 North Wabash Avenue L. D. Phone, Randolph 631 CHICAGO

WHY SHOULD YOU TRADE WITH US and JOIN the RANKS of OUR SATISFIED CUSTOMERS——————BECAUSE

If It's in the Market We Have It and Have It Right

The local bowling team consisting of W. A. Amling, Eric Johnson, Herbert Amling, Allie Zech and Peter Olsem captured the pennant at the S. A. F. tournament in Detroit last week with a total of 2563 pins, which won the $50 prize. Allie Zech was high man and won a life membership in the S. A. F. in addition to what other prizes he received.

Poehlmann Bros. Co. enjoyed a brisk business at the Detroit convention, where it made a large exhibit that attracted many customers. According to T. E. Waters, everyone of those who made displays, especially in the supply line, booked more orders than they had any reason to expect and are more than satisfied with the result.

F. H. Holton, of the Holton & Hunkel Co., Milwaukee, Wis., and J. E. Matthewson, Sheboygan, Wis., were visitors in the wholesale market this week. They attended the Detroit convention.

George Blackman, wife and daughter, Evansville, Ind., are the guests of Allie Zech and wife. They made the boat trip to Buffalo and returned here from Detroit in Mr. Zech's car.

L. A. Bale, of the Drumm Seed & Floral Co., Fort Worth, Tex., spent a few days here this week on his way home from the Detroit convention.

Several new retail stores will open in this city in the near future. There are a few good established places for sale.

H. G. Berning and wife, St. Louis, Mo., are spending a few days here after attending the Detroit convention.

L. Hoeckner, formerly with Peter Reinberg, is planning on opening a retail store in the near future.

Vaughan's Seed Store is making shipments of Paper White narcissus. Freesia sales hold up well.

J. Jegen, of the Jegen Floral Co., is back from a pleasant vacation spent in northern Wisconsin.

August Barnett has returned from his vacation and is back on the job at Erne & Co.'s store.

Vaughan's Seed Store made its first counter display of Dutch bulbs this season August 23.

The South Park employes have been given a raise of 10 per cent in their pay.

Visitors: H. M. Burt, Jackson, Mich.; Walter W. Westgate, Houston, Tex.; Dick Haentze, Fond Du Lac, Wis.; William Zimmermann, Milwaukee, Wis.; George Rentschler, Madison, Wis.; Hans Rosacker, Minneapolis, Minn.; J. A. Salzer and C. E. Shafer, La Crosse, Wis.; L. Turner, Jr., Kenosha, Wis.

Discriminating buyers find that our stock pleases their most exacting customers. It is our aim to always render the best possible service to our trade.

JOSEPH FOERSTER CO.

WHOLESALE FLORISTS

160 N. Wabash Avenue, CHICAGO, ILL.

WIETOR BROS.

WHOLESALE FLORISTS

30 East Randolph St., L. D. Phone Randolph 2081 **CHICAGO**

Fort Wayne, Ind.

EXCELLENT AUGUST BUSINESS.

Business during the month has maintained an average unheard of during former summers. Perhaps the cool, agreeable weather had something to do with this condition of business, but it is probably more logically attributed to the advertising campaign which has been carried on, not only by local firms, but by the advertising committee of the Society of American Florists, with the slogan, "Say it with Flowers," becoming universally known and recognized from coast to coast. Funeral work, hospital flowers and counter trade have been in the lead, although there have also been numerous small weddings. Stock arriving has been far superior to any previous summer month. Asters are in fine condition, with long stems, and good sized flowers. Gladioli spikes of excellent proportions are offered on this market. Roses, from the young stock, are still short in stem, but are improving each week. Columbia and Premier bid fair to outclass the Russell in popularity this season.

NOTES.

Richard Blossom and Mrs Ruth Flick-Blossom were guests of Miss Helen Patten, at her summer home on the bay shore, near Toledo, O., the latter part of the week, on their way home from the convention at Detroit, where they purchased the supplies for their new store at 110 West Wayne street, to be opened about October 1.

The rose houses of the Doswell Floral Co. are showing up well with the young stock of Columbia, Premier, Russell, Ophelia and other leading varieties, which are making splendid growth. Chrysanthemum plants are also in fine condition, and will soon have flowers ready for cutting.

Ed Wenninghoff is showing some attractive aster plants in the lighter colors, and says they sell very readily. He reports a number of orders booked the past week for September weddings.

Miss Marguerite Flick, of the Flick Floral Co., who attended the S. A. F. convention in Detroit, left that city by boat for Buffalo, and Niagara Falls, for a short trip before returning home.

Mr. and Mrs. Carl Hagenburger, West Mentor, O., called on the members of the craft here last week.

I. M. Bayersdorfer, of H. Bayersdorfer & Co., Philadelphia, Pa., was a trade visitor last week.

H. K.

CUT TUBEROSES

FOR IMMEDIATE SHIPMENT

Write, wire or phone.

IMPERIAL GARDENS, Sugar Land, Texas

Mention the American Florist when writing

Providence, R. I.

EXCELLENT DEMAND IN ALL LINES.

Stock has been plentiful all week, while sales have been equally as good. Roses are selling as fast as they arrive and the quality of the flowers is fine Asters are somewhat improved and gladioli move well. Ferns and pot plants are good stock, the summer trade in this line being better than for some time. The call for funeral work has been brisk.

H. A. T.

BASKETS

Write for Catalog Now.

RAEDLEIN BASKET CO.

713 Milwaukee Ave., CHICAGO, ILL.

Mention the American Florist when writing

BLYTHEVILLE, ARK.—J. Nick Thomas is planning to build a range on Barfield road at an estimated cost of $20,000. In addition to flowers, considerable space will be devoted to asparagus, strawberries and other garden crops.

SALEM, ORE.—The annual meeting of the Portland Floral Society will be held in this city, September 25, at the state fair grounds, where an extensive floral display will be staged. Outside exhibits will be a feature, 16 plots having already been reserved.

A. L. VAUGHAN & Co.
NOT INC.
PHONES:
CENTRAL 2571 - AUTOMATIC 48-734 - CENTRAL 2572
161 North Wabash Ave, Chicago

Roses - Asters - Gladioli
IN QUANTITY

Complete Line of Other Seasonable Stock

Get the best. Place your order with us. Great care is taken in the execution of every order, so that all stock will reach you in the best possible salable condition.

We also have a Complete Line of Greens

San Francisco.

INCREASED SUPPLY BRINGS PRICE DROP.

The warm spell of late has caused stock of every description to be rushed into this market. The effect is noticeable in the drop in prices along all lines. Roses are coming in very freely; in fact, so much so that the market is unable to absorb all the offerings. Quite a lot of stock shows the effect of mildew, due no doubt to the sudden change in weather conditions. Russell has been coming in rather freely all week, but as this is a great favorite, it moves quickly. Quite a quantity of white roses are to be had and are largely used for weddings. There are large stocks of Ophelia, Hadley, Shawyer and Hoosier Beauty. It has to be extra good quality to tempt buyers. Cecile Brunner is plentiful once more, and so is Mrs. Aaron Ward. The warm weather has brought the cut of asters along at a great rate. They have dropped considerably in price, and a great number of them are sold on the street. All colors are to be had. The first Unaka of the season is now being offered by the chrysanthemum growers. While they are of rather poor quality, as regards color, they find a ready market, due to the public taste for something new. The old favorite, Monrovia, is also abundant and is a fine seller. Golden Glow has passed out of the market. All chrysanthemums arriving are selling rapidly and at good prices. Some beautiful gladioli are coming in, and add greatly to the displays in the stores. Most of the stock offered is of first-class quality and is being largely used in decorative work. Dahlias are very abundant and low in price; in fact, some of the leading stores have dropped them entirely, and are not carrying any stock of them at all. Sweet peas are with us yet, but are not so noticeable as last week. Considering the lateness of the season, the quality is good. There are no orchids and very few gardenias to be had. Cut cyclamens are plentiful, and very often are used instead of lily of the valley for bridal bouquets. Snapdragons are over for the season. There is a large supply of delphiniums and other herbaceous stock, including phlox. In pot plants, cyclamens are coming along in limited quantities. Celasias are very popular and sell well. A few begonias are noted in some of the stores. There seems to be an ample supply of Bostons and palms. Ferns are plentiful and cheap.

NOTES.

The Park Presidio dahlia show, which will be held this week, is attracting much attention among dahlia enthusiasts. The show has been widely advertised and a large list of entries has been received. The exhibition committee has hit upon a unique way of advertising. Wherever a window card is put up, either in shops or other public places, a tin container is placed directly underneath the advertising card and in this receptacle, three or four well grown assorted dahlias are placed. The flowers attract attention immediately, with the result that the display card is also read, informing the reader where the show is to be held. The idea is a very commendable one, and might be copied with equal success elsewhere.

The MacRorie-McLaren Co. has been featuring a fine lot of Monrovia chrysanthemums during the week just

FOUNDED BY FLINT KENNICOTT 1st

A SYMBOL of PROTECTION to GROWER and RETAILER—

REAL REFORM BEGAN with the GROWERS' PETITION of 1916.

KENNICOTT BROS. CO.
Chicago's Exclusive Commission House

Mention the American Florist when writing

HAVE YOUR CUSTOMERS

Say it With Budlong's Flowers

The Kind that are bound to give satisfaction.

A WORD TO THE WISE—Try Our Stock and Satisfy Yourself on This Score.

We Have as Fine a Lot of Summer Roses of Every Variety

as is coming to this market. We carry a **Complete Line of Roses.** We are exceptionally strong on **Double White Killarney,** the only White Killarney that stays "white" during the hot summer months. **Once used, you will want no other.**

Gladioli **of Quality Stock,** all colors, at reasonable prices.

Asters Heavy supply of **White, Pink, Purple** and **Lavender** of the **large, showy kind** also plenty of the commoner sorts.

Choice Stock of Daisies, Calendulas. Candytuft, Feverfew, Snapdragons, Cornflowers, Gypsophila and all other Seasonable Stock.

HARRISII LILIES are scarce but we can supply RUBRUM and ALBUM.

DON'T FORGET US ON GREENS, AS WE HAVE

ASPARAGUS, SPRENGERI, FERNS, ADIANTUM, GALAX.

If you want good stock and good treatment, buy of Chicago's most up-to-date and best-located Wholesale Cut Flower House.

J. A. Budlong Co.

Quality Speaks Louder Than Prices.

Wholesale Cut Flowers and Greens

184-186 North Wabash Ave., Corner Lake St., CHICAGO

Roses, Valley and Carnations

—Our Specialty—

Prices As Low As Others.

SHIPPING ORDERS GIVEN CAREFUL ATTENTION.

WE ARE CLOSED ALL DAY SUNDAY.

We are in daily touch with market conditions, and when a decline takes place you can rely upon orders sent us receiving such benefits.

Mention the American Florist when writing

passed. Their gladioli have also been extra fine. They say that trade with them is keeping up exceptionally well this summer. Their Palace hotel branch also reports a steady trade. At their nurseries their immense cyclamen stock is coming along in the best possible shape. Their stock of begonias also give great promise. Superintendent Andrew McDonald is growing some splendid specimen foliage plants. He tells us that the outlook for the plant trade this coming season is particularly bright.

Secretary F. C. Burns, of the California Dahlia Society, announces that all available space for the coming show has been applied for. The society has arranged to hold the show in the ball room of the Palace hotel. So great has been the demand for space that all the available corridors adjacent to the ball room have been taken by the society also. The show will be held during the arrival of the New Pacific fleet of war vessels. Secretary Burns informed us that it will be the greatest show the society has attempted.

The Kentfield Nurseries, operated by Richard Diener & Co., at Kentfield, is now making a wonderful display of gladioli. Many acres are now in flower, offering a beautiful sight to all visitors. The seedlings are showing up in great shape this season, and they will have many meritorious novelties to offer this coming season.

George C. Roeding, president of the Fancher Creek Nurseries at Fresno, and the California Nursery Co., at Niles, is busily at work on plans for the opening of the state fair at Sacramento. Mr. Roeding is president of the state board of agriculture, under whose auspices the fair is held. Mr. Roeding's two nurseries will be represented by large exhibits of plants.

J. A. Axell expects to have his new wholesale store on Bush street ready very shortly. Chrysanthemums will be one of his leading specialties during the season. He has contracted for the cut of many of the leading growers. He will also handle asparagus and ferns on a large scale.

Anchieo Carbone, brother of John Carbone, the well-known orchid grower, died at his home in Berkeley, August 18. The deceased was highly respected by all who knew him. He was a native of Italy. The funeral was largely attended by the trade in this city.

Ronald Coates, of the Leonard Coates Nursery Company of Morgan Hills, says his firm is having an unprecedented call for fruit trees of every description. He has a wonderful collection of native flowering shrubs, which are now at their best.

Visitors: M. H. Ebel and wife, Sacramento; Chas. C. Navlet, San Jose.

JAMES T. LYNCH.

Buffalo.

GOOD FUNERAL AND WEDDING DEMAND.

Business conditions are good for the summer season, with the demand for cut flowers and wedding and funeral work better than in former years. The supply, while not varied, has been satisfactory, especially gladioli, which are excellent, as are roses. Asters are scarce and of poor quality, and the same is true of sweet peas.

NOTES.

The local shops had many callers last week from the eastern cities, who were on their way to the convention. They were met by a delegation from the local club, the itinerary including a trip to Niagara Falls and the Gorge route and a visit with local florists.

John Fiebelkorn gave a party last week celebrating his bachelorhood, which was so thoroughly enjoyed by those present that they hope he will make it an annual event.

Needless to say, Joseph Streit was a busy man in Detroit last week, if everybody from this city called on him that intended to. A friend like Joe is never forgotten.

S. A. Anderson and family motored to Williamstown, Mass., last week, returning in time for the Detroit convention.

Vacations are still in order, and in consequence, most of the stores are working shorthanded.

YOU CAN ALWAYS RELY UPON US FOR YOUR SUPPLY OF

CUT FLOWERS

Remember when ordering that our line is so complete that it includes every item offered in the Great Chicago Market.

ZECH & MANN

30 E. Randolph St.

CHICAGO

Long Distance Phones { Central 3283 Central 3284

Our Offerings Include:

ROSES.

COLUMBIA

RUSSELL

White Killarney

Pink Killarney

Milady Sunburst

Killarney Brilliant

Ward Ophelia

MINIATURE ROSES

Cecile Brunner

CARNATIONS

MISCELLANEOUS

ASTERS

Valley Cattleyas

Calendulas

GLADIOLI

GREENS.

Plumosus Sprengeri

Galax, bronze. Galax, green

Ferns

Adiantum Smilax

Mexican Ivy

Boxwood Leucothoe

Boston.

SUPPLY OF GOOD QUALITY AND NORMAL.

The improvement in business continued during the past week, and the oversupply has been reduced until conditions are now about normal. Roses show better form and are arriving in large numbers. The most in demand are Columbia, Ophelia Supreme, Victoria, Stanley and Ophelia. Asters are moving well and the same is true of gladioli. Garden stock has little call.

NOTES.

Edward Rogean has returned after a pleasant trip through Maine in his new automobile. He took time to catch a few salmon and trout.

Penn, The Florist, is taking advantage of the quiet season, and is redecorating his store. Business is reported far ahead of last year.

Harry Ward is now handling the entire stock of Jelle Roos. Gladioli are cleaning up easily at $4 per 100.

Wm. Thurston and family will leave soon for an auto trip to the White Mountains.

M. Slater, formerly with the Wm. W. Edgar Co., is now with A. Leuthy at Roslindale.

J. M. Cohen has returned from his vacation and is now on hand at the market. S. K. G.

Baltimore.

ROSE SUPPLY SHORTAGE NOTICEABLE.

The item of interest on the market this week was the scarcity of roses, which while generally short at this season, have been in fair supply until a week ago, but they dropped off with one day's shipments, August 19, at which time, with quite a lot of funeral work, it was rather a task to divide them up to in any way meet requirements. Gladioli and asters still arrive in fair numbers, the best, of course, going first and then the balance are offered at buyers' prices. Hydrangea paniculata, buddleia and other outdoor stock continue to glut the market and are only moved when there are orders for funeral work. There are some good zinnias, but the colors must be separated to be used to advantage.

NOTES.

It has been reported that Charley Chaplin has been working for the Leo. Niessen Co. for the past two weeks, but investigation, careful but thorough, brought out the fact that it was Louis Glick with a perfect mustache, shaved from the top of his head and pasted on his upper lip. However, he must have received a strong protest from the "movie star," for the tonsorial adornment has disappeared and Louis is himself again.

John J. Perry, of the S. S. Pennock Co., has returned from his vacation and reports business very good for the season, but no great rush to tax his force. His chauffeur has been referred to by several retailers as "honorably discharged from both the army and navy," caused by his appearing on several days with navy blue trousers and a khaki shirt.

The Baltimore Wholesale Florists' Supply Co. is making very attractive alterations to the front of its store. The stock in the large display windows early in the morning always attracts the eyes of the retailers and their size admits abundant light to the interior.

The most interesting delegate from this city to the S. A. F. convention was probably John Cook, the eminent rosarian. The long journey shows his interest in every move for the betterment of the trade is not lessened by advancing years.

H. E. McKissick makes many business trips to Philadelphia, but on the last one, accompanied by Mrs. McKissick, he was on pleasure bent. His auto makes the distance in three hours and forty-five minutes. G., Jr.

St. Louis.

FAIR SUPPLY, EXCEPT ASTERS.

There is very little change in market conditions. Stock of all kinds is in fair condition and supply. Roses are showing improvement, with Russell the best variety. Prices are fair, and there is no trouble in cleaning up the better quality. Gladioli are in good supply, but very few are of first grade. Asters are plentiful, but poor. Business continues to be slow, with a normal amount of funeral work. Greens, with the exception of string smilax, is plentiful.

NOTES.

Most of the local delegation to the S. A. F. convention have returned from Detroit, and express themselves as having had a good time, with lots of praise for the wonderful work the convention accomplished. This city was very well represented, nearly 75 visitors from here being in Detroit.

Oscar Ruf, of the Bergsterman Floral Co., on South Grand avenue, has been having his place decorated. He has a pretty conservatory next to his store, which is always an attractive advertising medium.

C. A. Kuehn and his family went to the Detroit convention. Mr. Kuehn has many friends and relatives in Detroit, that being his old home.

Geo. Waldbart has his place looking fine, all cleaned and painted. His trucks also, have been refurbished and look like new.

E. A. Guntly, of Windlers' Flowers, has been spending a quiet vacation at his home the past week. J. J. W.

DES MOINES IA.—J. H. McGarrick, formerly with the J. S. Wilson Floral Co., is opening a retail store at 515 Grand avenue.

COLUMBIA CITY, IND.—L. B. Roebuck, of Fort Wayne, has purchased and taken possession of the West Side Greenhouses, formerly managed by Albert Wagoner, and for the last year owned by Mrs. Jennie Sherwood.

ERNE & COMPANY
—WHOLESALE FLORISTS—
30 E. Randolph Street, L. D. Phone, Randolph 6578. CHICAGO, ILL.
Mention the American Florist when writing

E. F. Winterson Co.
166 North Wabash Avenue, L. D. Phone Central 6004. CHICAGO
We carry the year round the best Wild Smilax, Fancy Ferns, Galax and Huckleberry. Try us on your regular orders.
Mention the American Florist when writing

Pittsburgh.

BETTER CONDITIONS GENERALLY.

Market conditions are improving, with a larger demand and plenty of stock. American Beauties are better in quality and the supply is large. Of the other roses, Columbia and Russell are still the favorites. Ophelia, Sunburst, and the Pink and White Killarney are still small and short stemmed. Gladioli are of fine quality, but the supply has increased until it is almost impossible to clean them up. Asters are arriving in good shape, and are the best that have been seen this season. The supply of greens is about equal to the demand, the southern stock not arriving in very good shape.

NOTES.

The new firm of Richards & Brown, of Monessen, Pa., opened their new store August 23. It is one of the most beautiful and up-to-date in western Pennsylvania, the chief feature of which is the large fountain in the center. For the opening, they had a five piece orchestra, which gave a concert, both afternoon and evening. Roses were given to all the ladies who attended the opening, and from all accounts the affair was a big success.

Ralph E. Pinner, of the A. W. Smith Stores Co., has returned from eighteen months' overseas duty. Mr. Pinner will again take up his duties as head of the landscape department, while Herschel McCallum, of The McCallum Co., is back on the job at their greenhouses after serving one year overseas.

There was a large delegation went to the S. A. F. convention from this district, and they all pronounced it the best one they had ever attended. H. D. Rohrer and Ira Landis of Lancaster, Pa., stopped on their way home from the convention.

M.

Society of Iowa Florists.

The Society of Iowa Florists has announced its programme for its seventeenth annual meeting to be held in the state house at Des Moines, August 28, at 8 p. m. The president, J. T. D. Fulmer, of Des Moines, will deliver his address, and after the presentation of the report of the secretary, Wesley Green, the following papers will be read, each followed by a discussion: "The Value of a Florists' Club as a Business Asset to the Profession," by William Goos, Davenport; "The Value of an Exposition to the Trade," by Arthur H. Smith, Boone; "Commercial Fertilizers of Most Value to Florists," by G. F. Kurtzweil, Des Moines; "The Effect of Plant Quarantine No. 37 on the Florist Trade," by Blaine Wilcox, Council Bluffs; "The Park as an Educational Factor and Its Value to the Florist," by G. A. Heyne, Dubuque; "What it Costs to Produce Florists' Stock," by J. S. Wilson, Des Moines. The afternoon, previous to the meeting, will be spent in examining exhibits at the state fair.

The officers of the society are: J. T. D. Fulmer, Des Moines, president; John Reardon, Ames, vice-president; Wesley Green, Des Moines, secretary-treasurer.

Newark, N. J.

Hugo Hass, a well-known grower of Irvington, was married to Miss Dassler, of 1287 Springfield avenue, also of Irvington, a member of a florist family, on August 23. Philips Brothers of this city, made the bride's and bridesmaids' bouquets.

Although summer business is light, the leading retailers pronounce it better than last year.

A. F. F.

PORTLAND, ORE.—The Swiss Floral Co. is making extensive alterations at its range.

WEST PARK, O.—Kirchner, The Florist, is adding one Lord & Burnham house.

MEXICO, MO.—C. C. Wonnemann has purchased land and will erect one house.

GARNETT, KAN.—Mrs. F. A. McDowell will build one house on property recently purchased.

SHREWSBURY, MASS.—D. C. Murdock is building one house which will be devoted to sweet peas.

ELMIRA, N. Y.—The Oriental Flower Store, 331 East Water street, has been purchased by Knapp & Suffice from Peter Makres, who established the business 13 years ago.

HARTFORD, CONN.—More than 150 florists of this vicinity, and their friends, enjoyed a delightful outing at Lake Compounce, July 19, the trip being made by auto. A barbecue and a good programme of sports were included in the day's events.

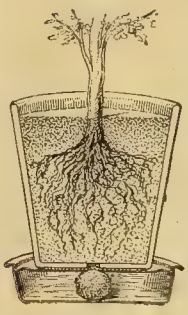
SOUTHAMPTON, N. Y.—The thirteenth annual exhibition of the Southampton Horticultural Society, July 30, resulted in interesting displays of flowers and vegetables, six prizes being awarded. Part of the proceeds will be used to plant trees in memory of the young men of the community who fell in the world war.

The Meyer Florist Thread

Comes put up 16 oz. of actual thread to the lb., 2 oz. to the spool. Compare our thread with any other you are using and you will see a vast difference in the quality as well as the price and yardage of each spool. Manufactured by the

JOHN C. MEYER FLORIST THREAD WORKS,
1500 Middlesex Street, LOWELL, MASS.
Mention the American Florist when writing

Sell More Potted Plants



You can easily double your plant trade by showing your customers how easy it is to grow potted plants with a

Little Wonder Plant Irrigator

They keep your plants watered just right. Wholesale price, $20.00 per 100.

If your supply house does not carry them send us their name with your order.

Sample by mail, 35c

The Wonder Plant Irrigator Co.
2544 N. Clark St., CHICAGO
Mention the American Florist when writing

SAN DIEGO, CALIF.— The twelfth annual rose show of the San Diego Floral Association, while not as large as in previous years, took rank as one of the best in the history of the organization, the attendance numbering something over 2,600 persons. Two of the most attractive entries were Rose Los Angeles staged by Howard & Smith, and another introduction of the same firm's. Mrs. F. K. Rindge, an excellent clear yellow with a phonomenally long bud.

John Kruchten Co.

30 East Randolph Street, WHOLESALE FLORISTS L. D. Phone Central 8016-8017. CHICAGO, ILL.

Mention the American Florist when writing

E. C. AMLING CO.

The Largest, Best Equipped, Most Centrally Located

WHOLESALE

CUT FLOWER HOUSE

IN CHICAGO

169-75 N. Wabash Ave., CHICAGO

L. D. Phones CENTRAL 1977 and 1978

Mention the American Florist when writing

MILLER & MUSSER

Wholesale Florists

179-181-183 North Wabash Avenue, CHICAGO

Mention the American Florist when writing

A. L. Randall Co.,

Wabash Ave. and Lake St., CHICAGO, ILL.

Wholesale Cut Flowers, Florists' Supplies.

Mention the American Florist when writing

WEILAND-RISCH CO.

FLOWER GROWERS

TELEPHONE CENTRAL 879 154 N. WABASH AVE. CHICAGO ILLINOIS

Mention the American Florist when writing

George Reinberg

WHOLESALE FLORIST

Extra fancy Ophelia, Sunburst, Columbia, Russell, Milady, White Killarney and Killarney Brilliant Roses. All orders given prompt attention. Try us.

162 N. Wabash Av., CHICAGO

1920 Catalogue

48 Pages for Florists

Sent free on request.

THE JOHN HENRY CO.

LANSING, MICH.

Mention the American Florist when writing

Wire Hanging Baskets

Price List, 1919. Plain Wire Hanging Baskets.

10-inch	$1.75	14-inch	$3.00
12-inch	2.25	16-inch	4.50

SHEET MOSS in bags, per bag, $2.00

Our Sheet Moss is the best value for the money in the market.

Michigan Cut Flower Exchange, 264-266 Randolph St., DETROIT, MICH.

Mention the American Florist when writing

Wholesale Flower Markets

Chicago.

CURRENT PRICE LIST.

		Dozen	
Roses,	Beauty	$ 1.50@	$ 5.00
		100	
"	Mrs. Chas. Russell	5.00@	20.00
"	Columbia	5.00@	15.00
"	Hoosier Beauty	4.00@	10.00
"	Killarney Brilliant	3.00@	10.00
"	Killarney	3.00@	10.00
"	White Killarney	3.00@	10.00
"	Richmond	3.00@	10.00
"	Prince de Bulgarie	3.00@	10.00
"	My Maryland	3.00@	10.00
"	Mrs. Geo. Shawyer	3.00@	10.00
"	Milady	3.00@	10.00
"	Sunburst	3.00@	10.00
"	Mrs. Aaron Ward	3.00@	10.00
"	Hadley	3.00@	10.00
"	Ophelia	3.00@	10.00
"	Double W. Killarney	3.00@	10.00
"	Mrs. Moorfield Storey	3.00@	10.00
"	Champ Weiland	3.00@	10.00
"	Stanley	3.00@	10.00
"	Francis Scott Key	3.00@	10.00
"	Bayard Thayer	3.00@	10.00
"	Cecile Brunner		3.00
"	George Elgar		3.00
"	Baby Doll		3.00
"	Nesbit		3.00
"	Our selection		4.00
Carnations		3.00@	4.00
Cattleyas, per doz.		10.00@	12.00
Daisies		1.50@	2.00
Gladioli		4.00@	6.00
Valley		12.00@	15.00
Calendulas		2.00@	4.00
Callas			15.00
New Ferns	per 1,000	3.00@	4.00
Galax	per 1,000	1.50@	2.00
Leucothoe		1.00@	1.25
Mexican Ivy	per 1,000	5.00@	6.00
Plumosus Strings	each	.60@	.75
Smilax	per doz.	2.50@	3.00
Sprengeri, Plumosus Sprays			3.00
Boxwood, 35c per lb., per case			9.00

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30 E. Randolph St., CHICAGO

Telephone Central 3284

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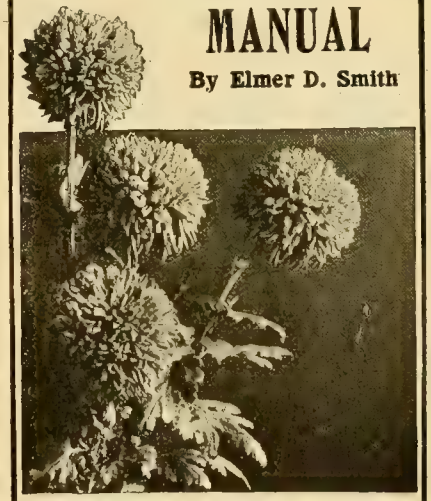
THE CHRYSANTHEMUM MANUAL

By Elmer D. Smith



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ASTERS-Indoor Grown-ASTERS

$4.00, $5.00 and $6.00 per 100.

At this price we furnish you Asters, which for size and quality, we consider the best coming to Philadelphia. You will find them well worth all we charge for them. You will have no trouble to find sale for that grade of Asters.

THE LEO NIESSEN CO., 1201 Race St., Philadelphia, Pa.

Philadelphia.

TRADE SLOW, BUT BETTER THAN 1918.

Business during the past week has been slow—very slow—but for the third week in August, it has made a better showing than for the same period a year ago. There are more flowers in the market now than last season; plenty of gladioli, asters, single and double cosmos, larkspur, gaillardias, dahlias, tritomas and hydrangeas from outdoors. The main inside crop is roses, the best of which are Columbia, Russell, Premier, Ophelia, Maryland and Double White Killarney, the latter quite scarce. Prices are about the same as a week ago, there not being enough buying to warrant any increase in price. Cattleyas are very scarce. It is said the day of the $2 cattleya is near at hand; in fact, that is the price in New York for anything worth while at this time.

NOTES.

The convention visitors are now nearly all back home and immensely pleased with their trip. Philadelphia firms were to the front, as usual, with their large exhibits. The Robert Craig Co., H. Bayersdorfer & Co., M. Rice Co., Joseph Heacock Co., S. S. Pennock Co., Jos. G. Neidinger Co., Henry A. Dreer, Inc., C. S. Ford, H. F. Michell Co., C. U. Liggit, and Macaw Bros., all made exhibits that were in keeping with their reputations, containing all the up-to-the-minute novelties and the best of the standard stocks in their lines. All report having done a business greatly exceeding their best expectations.

Robert Craig, our silver tongued orator, who has done so much to keep his native city to the front, was unable to make the trip, but this city is fortunate in having an able substitute in Charles H. Grakelow, who was called on frequently to be spokesman of the society. His presentation of the Croix de Guerre to W. F. Gude, and the chest of silver to President J. F. Ammann, were appropriate and as finished flights of oratory as ever heard at an S. A. F. convention.

It is to be hoped that the increased demand, so confidently predicted for the coming season, develops. All the wholesale houses have been spending more or less of the past month in renovating their interiors, and they now, almost without exception, look as well as paint and varnish can make them.

All the boys are looking forward to a good time next Saturday at Richboro, when the Pennock-Niessen baseball game will be played. After the game, the clubs and visitors will be entertained at dinner by Elmer W. Gaehring, followed by a movie show in the evening.

Eugene Bernheimer and family are spending a month at Seaside Heights. Mr. Bernheimer speaks of the great beauty of the shore boulevard from Long Branch to Atlantic City lined with beautiful estates from Long Branch to Ocean Grove.

At the September meeting of the florists' club Tuesday next at the Adelphia, the feature will be addresses by Arthur Niessen, Chas. H. Grakelow, James W. Heacock and President Harvey: a review of the recent convention as they saw it.

The Florex Gardens are cutting their first Premier roses. They have planted 20,000 Premier and 25,000 Columbia, many of these to take the place of carnations, which are entirely discarded.

Edward Reid's Ranstead street market, looks very fine with its renovating. He says the interior looks good to him, but the stock is better. Choice asters, gladioli and new crop roses are features.

The palm and fern display in the Jos. Heacock Co.'s Mole street store, gives a good effect, and helps along the sale of this fine stock.

Very choice asters, and a good line of roses, are features of the stock at the Philadelphia Wholesale Florists Exchange.

The Leo Niessen Co. reports business a shade better than last year at this time, and a greater assortment of stock.

The London Flower Shop reports a good business. Irwin Rosner is on his vacation.

K.

EDWARD REID

Roses, Carnations, Gladioli. All Seasonable Flowers.

This is the exclusive shop, only one block from Express Depots.

1619-1621 Ranstead Street, PHILADELPHIA, PA.

Wholesale Flower Markets

BUFFALO, Aug. 27.	Per 100
Roses, Beauty, Special	30.00@ 40.00
" Fancy	20.00@ 30.00
" Extra	10 00@ 20.00
" 1st	8.00@ 10.00
" Killarney	3.00@ 5.00
" My Maryland	3 00@ 8.00
" Sunburst	3.00@ 8.00
" Ward	3.00@ 4.00
" Columbia	6.00@ 15.00
" Ophelia	3.00@ 10.00
" Russell	6.00@ 10.00
" Shawyer	3.00@ 10.00
" Bon Silene	2.00@ 3.00
Cattleyas	85.00@100.00
Sweet Peas	.50@ 1.00
Asparagus Sprengeri	.35@ .50
Ferns	per 1,000 2.00
Calendulas	2.00@ 3.00
Smilax	25 00
Gladioli	2.00@ 4.00
Asters	1.00@ 3.00
Japan Lilies	8.00@ 10.00
Auratum Lily	15.00
Pond Lily	2.00@ 3.50

BOSTON, Aug. 27.	Per 100
Roses, Beauty	12.00@ 25.00
" Killarney Queen	2.00@ 6.00
" White & Pink Killarney	2.00@ 6.00
" Double White Killarney	6.00@ 12.00
" Killarney Brilliant	2.00@ 8.00
" Hadley	6.00@ 12.00
" Mock	2.00@ 4.00
" Mrs. Chas. Russell	6 00@ 12.00
" Taft	2.00@ 8.00
" Milady	2.00@ 8.00
" Ward and Hillingdon	2.00@ 8.00
" My Maryland	2.00@ 8.00
Carnations	12.00@ 15.00
Easter Lilies	10.00@ 20.00
Valley	6.00@ 10.00
Gladioli	4.00@ 8.00

CINCINNATI, Aug. 27.	Per 100
Roses, Killarney	4.00@ 12.00
" Mrs. Chas. Russell	6.00@ 18.00
" Ophelia	4 00@ 10.00
" Richmond	4.00@ 10.00
" Sunburst	4.00@ 10.00
" Shawyer	4.00@ 10.00
" Columbia	6.00@ 18.00
Lilium Giganteum	12.50@ 15.00
Cattleyas	1.00@ 3 00
Carnations	4.00@ 12.00
Callas	10.00@ 12.00
Calendulas	1.50@ 3.00
Easter Lilies	12.50@ 15.00
Sweet Peas	.50@ 2 00
Tulips	4.00@ 8.00
Daffodils	5.00@ 6.00
Iris Tingitana	12.00@ 15.00
Jonquils	4.00@ 6.00
Snapdragons	6.00@ 10 00
Gladioli	3.00@ 5.00
Asters	2.00@ 4.00

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Roses, Orchids, Sweet Peas, Carnations.

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Rubber Putty Bulb (12-oz size)..... 1.25

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Flower Show at Bronx Park N. Y.

The flower show held in the Museum building, Bronx Park, New York, August 23-24, was not noteworthy in the matter of competition, but some good stock was shown. The authorities of the botanical garden made clever exhibits of their Primulinus hybrids, gladioli, canna blooms and hardy roses.

Mills & Co., Mamaroneck, N. Y., took first prize for the largest and best collection of named varieties of gladioli, also, a special prize for a collection of dahlias. Their entire exhibit occupied large space.

The Cedar Hill Nursery, Glen Head, N. Y., (Albert Lahodney, Gr.) took first prize for best 12 varieties of gladioli, three spikes of each; first for the best vase of white, 25 spikes, with Europa; first for 25 spikes of Golden Measure, and first for 25 spikes of a new red variety.

A. F. F.

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Wholesale Flower Markets

PHILADELPHIA, Aug. 27. Per 100

Roses, Beauty, special	30.00@	40.00
" " fancy	15.00@	20.00
" Mrs. Chas. Russell	6.00@	20.00
" Killarney	2.00@	6.00
" Hadley	6.00@	15.00
" Sunburst	4.00@	10.00
" Wards	3.00@	6.00
" Ophelia	4.00@	12.00
" Columbia	6.00@	20.00
Easter Lilies	20.00@	25.00
Snapdragons	4.00@	6.00
Calendulas	2.00@	3.00
Adiantum	1.00@	1.50
Smilax		.25
Asparagus Strings	.50@	.75
Asparagus bunches		.50
Dagger and Fancy Ferns, per 1,000	3.00@	4.00
Gladioli	2.00@	6.00
Dahlias	2.00@	6.00
Tritomas	4.00@	6.00
Chrysanthemums, Golden Glow		25.00

ST. LOUIS, Aug. 27. Per 100

Roses, Hadley	2.00@	4.00
" Killarney	1.50@	4.00
" White Killarney	1.50@	6.00
" Hoosier Beauty	1.50@	8.00
" Russell	2.00@	15.00
" Ward	1.00@	2.00
" Mrs. Shawyer	2.00@	6.00
" Sunburst	2.00@	6.00
Ferns	2.00	
Carnations	1.00@	3.00

PITTSBURGH, Aug. 27. Per 100

Roses, Beauty, special	25.00@	30.00
" " fancy	15.00@	20.00
" " extra	8.00@	12.00
" " No. 1	3.00@	6.00
" Hadley	4.00@	15.00
" Killarney	3.00@	10.00
" Sunburst	3.00@	10.00
" Mrs. Aaron Ward	3.00@	8.00
" Russell	4.00@	15.00
" Columbia	4.00@	15.00
" Ophelia	4.00@	10.00
" Hilda	3.00@	10.00
Carnations	2.00@	3.00
Cattleyas		50.00
Ferns, per 1,000	2.50	
Sweet Peas	1.00@	2.00
Gladioli	4.00@	6.00
Phlox	3.00@	4.00
Delphinium	4.00@	6.00
Daisies	1.00@	2.00
Asters	2.00@	4.00
Galax	1.50	
Plumosus	.35@	.50
Sprengeri	.35@	.50

THE BOOK OF GLADIOLUS

THE first authoritative book on this bulb ever printed in America, or possibly the world, issued April 1, 1911. This 120-page book, written by Matthew Crawford and Dr. Van Fleet, contains many chapters covering all sides of growing, propagating storing, etc., and also some pages of valuable cultural notes gathered from reliable sources. A necessity for both amateur and grower. The book is bound in cloth and fully illustrated.

PRICE, POSTPAID, $1.25

AMERICAN FLORIST CO.

440 S. Dearborn St. CHICAGO.

MILWAUKEE, Aug. 27. Per 100

Roses, Killarney, W. Killarney	3.00@	8.00
" Ward	3.00@	6.00
" Mrs. Chas. Russell	6.00@	15.00
" Ophelia	3.00@	8.00
" Columbia	6.00@	15.00
" Hoosier Beauty	4.00@	8.00
Carnations, assorted	2.00@	3.00
Cattleyas, per doz.		9.00
Snapdragons	4.00@	6.00
Gladioli, per doz.	.50@	.75
Gypsophilia	.25@	.35
Rubrums	4.00@	6.00
Asters	2.00@	3.00

New York.

MARKET IS INACTIVE.

It cannot be said that there was any active business in the wholesale district during the past week, but when it is considered that there are hundreds of retail florists that draw their supplies from this market, and that it is up to them to maintain appearances, even in summer time, their demands, though light, create a movement. During the first part of the week, the weather was dark and cool, and the supply of roses was light, consequently the best grades moved fairly well. The latter part was hot and humid, the supply increased, and the rose situation was practically reversed, with the majority of the buyers wanting short stock and the better grades hanging fire. In white roses, there was a rather light supply, and inferior No. 1 sold for $6 per 100. There has been a considerable stock of Francis Scott Key on the market this summer, and taking the average of all grades, it has been the highest priced rose, but occasionally it gets a fall. In Ophelia, Columbia, Premier and Prima Donna, there is good stock for the season. A few of the best specials in American Beauties will sometimes wholesale at the rate of $35 or $40 per 100, but the poor ones, of which there are many, and the left-overs, go for a song. As, next to roses, the asters are the most useful in funeral work, there is always a demand for them, and the best bring fair prices, but it is impossible to clean them up. The gladioli situation is worse. The best can be used effectively for display, but the surplus goes cheap or is lost. A few of the early yellow chrysanthemums are on the market and some of the large retail stores use them in window displays, but the day of this flower is not yet. The rubrums, for which there was some demand a few weeks ago, as they were about the only lilies on the market, are now plentiful and practically a drug. Orchids continue scarce and high. In addition to what has been enumerated, there are quantities of stock, both "wild" and domestic, and some of it sells, but all combined, it is not much of a factor.

August 25.—With a heavy supply of stock, and also a deluge of rain, the outlook for a good day's business is not promising.

NOTES.

Mrs. F. H. Traendly and Mrs. Charles Schenck have ever been known as clever social entertainers. We take pleasure in presenting to the trade, or for that matter to the world, their joint efforts in the line of poetry, which is the best that has come under our notice, in the "Say it with Flowers" campaign:

In a garden so fair, with its fragrance so rare,
I watched the sweet flowers grow;
Thinking of someone, some certain someone,
A someone that I love so;
As I wandered along on my way,
I seemed to hear each flower say.

REFRAIN

Say it with flowers, beautiful flowers,
Secrets of love they'll reveal;
Bring her sweet roses or violets blue,
Orchids, carnations or pansies will do,
In gloomy hours, sweet scented flowers
Change that darkness to light.
So say it with flowers, beautiful flowers,
And make someone happy to-night.

II

When the wedding bells chime and the world seems to rhyme,
And true love is all in bloom,
Beautiful flowers, from nature's bowers,
Are worn by the bride and groom,
As they journey along life's sweet way,
Each flower they see seems to say.

The Lord & Burnham Co. has completed for William Nillson, of Woodlawn, a new iron frame carnation house, 53x100 feet, with concrete foundation; also a concrete boiler house.

William Duckham, Jr., son of William Duckham of the Duckham-Pierson Co., Madison and Chatham, N. J., sailed for Europe August 23, on a business trip.

Dropping into the vernacular of baseball, the fans that went to Detroit to root for A. L. Miller, are returning well pleased with themselves and the successful candidate.

Visitor: S. S. Pennock, Philadelphia, Pa.

A. F. F.

FUTTERMAN BROS.
Wholesale Florists, 102 West 28th St., New York.
Telephones: Farragut 159 and 9761.
The Right People to Deal With. Consignments Solicited.

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Florists' Clubs.

The Society of American Florists is the mother or grandmother of the florists' clubs of the country, of which there are now nearly or quite 50 active trade organizations. Many of them were organized on the occasion of the first visit of the society to their respective cities, the various branches of the trade coming together and waiting in a body to welcome the national body. As the business has grown, the success of these organizations of the larger cities has induced the trade in smaller communities to get together for mutual benefit, and there are many smaller, but quite important and active florists' clubs, which show a larger percentage of local tradesmen in their membership than is the case in the large cities.

While the primary object of most of these bodies may have been such an emergency as the meeting of the national society or other trade organization, or the holding of horticultural exhibitions or chrysanthemum shows, their constitutions generally state that "the object of this organization is for the promotion of social intercourse and advancement of the business-interests of its members."

Nearly all of these clubs meet once a month, some having a recess during July and August. There are also special meetings, dinners, picnics, and other outings that bring the members, and at times their families, together in pleasant gatherings, which are greatly enjoyed. The promotion of the business interests, however, is the most important function of these trade gatherings, and in order to hold the interest, and insure the attendance of the members, it is necessary that the essay and exhibition or novelty committees shall be composed of wide awake men, who take at all times, an active interest in the affairs of the club. Exhibitons of new or rare stock, or the best of the seasonable plants and flowers, should be a feature of each meeting.

Commencing in the fall, dahlias from the growers, and their artistic arrangement in baskets, vases or designs, together with a talk on this subject by one or more of the growers, will be found interesting. Chrysanthemums, and the first of the new roses, make the display feature of the November meeting. As speaker, a prominent member of the trade, having an interest in new plants, will often find it convenient, on invitation, to be present and make an address.

For December, there is nothing better than a display of Christmas flowering plants, while growers of cut flowers of various kinds, who have something of which they are a bit proud, require little coaxing to bring it along. Interest the retailers to exhibit samples of Christmas wreaths or other handiwork. The literary feature can be a paper prepared by a local grower on the latest in Christmas plants, or an address by one of the

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Wholesale Flower Markets

NEW YORK, Aug. 27. Per 100

Roses, Beauty, special	15.00@	35.00
" " extra and fancy	8.00@	10.00
" Hadley	2.00@	15.00
" Francis Scott Key	4.00@	25.00
" Columbia	2.00@	10.00
" Prima Donna	2.00@	10.00
" Alice Stanley	1.00@	8.00
" Double White Killarney	2.00@	8.00
" Killarney	1.00@	6.00
" " Queen	1.00@	6.00
" " Brilliant	1.00@	6.00
" Aaron Ward	2.00@	8.00
" Ophelia	2.00@	10.00
" Sunburst	2.00@	6.00
" J. L. Mock	2.00@	6.00
" Mrs. Chas. Russell	4.00@	15.00
" Premier	4.00@	15.00
Cattleya orchids, special	100.00@	150.00
Adiantum Croweanum and Hybridum	.50@	.75
Sweet peas	.50@	1.00
Gladiolus	.50@	3.00
Asparagus Plumosus, doz. bchs.		2.00
Smilax, doz. strings	1.50	
Delphiniums, per doz.	.10@	.15
Bouvardia, white, per doz.	.35@	.50
Asters	.50@	2.00
Lilies, Rubrums	3.00@	5.00
Dahlias	1.00@	4.00

Frank H. Traendly Charles Schenck
Traendly & Schenck
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big men on any of the popular business topics.

January might be a retailers' meeting, or one in which this branch would be especially interested by reason of the exhibits, consisting of artistic arrangements of baskets of flowers, corsages, etc. A prominent retailer from another city should be the speaker. The papers that are prepared by specialists in various lines, and read before the florists' clubs of the country, and which are given wide circulation by the trade press, are invaluable as additions to the literature of the trade.

February is the height of the carnation crop, of which flower a very good display can be made. New varieties from prominent growers can be obtained, which will be of great interest to the carnation growers of the district. Prominent carnation men will often, on invitation, attend and address such a gathering.

Sweet peas are a timely subject for March, as they are then at their best. Local growers generally have an abundance, which will make a splendid showing. Retailers can be interested to exhibit corsages, baskets and other artistic arrangements of these flowers. The literary feature does not have to be on the flower selection, as any educational feature in connection with the business, advocating salesmanship, the S. A. F., the F. T. D., or other matter of interest may be handled by one competent to speak on the subject selected.

Easter plants in April, if the date is convenient, will be found a great attraction, while May is just right for roses. New ones are then being groomed for introduction and are sure to interest all in the trade.

There are many other matters that will interest the members, such as visits from or to the other clubs, smokers, dinners on club nights, prior to the meetings, complimentary to the speakers, which are generally well attended. Lunches and smokes at the meetings are found an attraction by some clubs.

In order to secure a good attendance, it is advisable to send notices frequently to all whom it is desired to add to the roll. Let them know that the latch string is always out, make them welcome when they come, and they will then soon allow their names to be presented.

An executive committee, with a live wire chairman, whose business it is to see that the interest in the club does not flag, and who can smooth over and settle differences that sometimes arise, is most important. Its motto is, "For the good of the club." They can be quickly called together and plan or arrange legislation that will conserve the time of the regular meetings, and in many ways quicken the life of the organization.

Best Books For Florists.

The following books should be in every florist's and gardener's library. A good book on any subject in which you are especially interested is worth years of experience and should be kept convenient for reference at all times. Send prices quoted and we send the books.

Principles and Practice of Pruning.—By M. G. Kains, lecturer on horticulture, Columbia University. Covering investigations, extending over a number of years, as well as set principles based upon the laws of plant growth. 420 pages, profusely illustrated. Price $2.00.

Cabbages, Cauliflower, Allied Vegetables.—By C. L. Allen. Also contains chapters on seed raising, insects, pests and fungus diseases common to these plants. Price, 65 cents.

The Garden Month by Month.—By Mabel Cabot Sedgwick. A well classified list of hardy herbaceous and other plants arranged for each month. Illustrated. Price, $4.30.

The Orchard and Fruit Garden.—By E. P. Powell. The volume is well illustrated and the author is a practical man who knows his subject. 321 pages. Price, $1.50.

The Book of the Peony.—By Mrs. Edward Harding. A complete history of this flower, charmingly written. 259 pages and 44 illustrations. Cloth. Price, $6.00.

Plant Propagation, Greenhouse and Nursery Practice.—By M. G. Kains. For the practical man, the teacher and the amateur. 342 pages, fully illustrated. Price, $1.75.

Commercial Carnation Culture.—Edited by J. Harrison Dick. A practical guide to modern methods of growing. 262 pages, freely illustrated. Price, $1.50.

Success in Market Gardening.—By Herbert Rawson. No one in the business for profit can be without this latest edition. 271 pages and 22 illustrations. Price, $1.40.

Vines, and How to Grow Them.—By Wm. M. McCullom. A list of varieties for different locations is contained in this book of 300 pages. Illustrated. Price, $1.10.

Chrysanthemum Manual.—By Elmer D. Smith. Fourth Edition. Profusely Illustrated. Price, 60 cents.

Daffodils, Narcissi, How to Grow Them.—By A. M. Kirby. Illustrated. 233 pages. Price, $1.21.

Practical Floriculture.—By Peter Henderson. A guide to the successful propagation and cultivation of florists' plants, illustrated. 325 pages. Price, $1.60.

Landscape Gardening.—By Sam'l Maynard, 338 pages, 165 illustrations. Price, $1.50.

How to Lay Out Suburban Homes.—By Herbert J. Kellaway. Contains many useful hints. 112 pages, 38 half-tone illustrations and 15 plans and maps. Price, $2.00.

Principles of Floriculture.—By Professor E. A. White. Covers the principles of flower growing. 467 pages, illustrated. Price, $2.25.

The American Flower Garden.—By Neltje Blanchan. Well bound, 368 pages and 92 illustrations. Price, $5.35.

Lawns and How to Make Them.—By Leonard Barron. A very useful and practical work. Illustrated. Price, $1.10.

Celery Culture.—By J. C. Vaughan. The subject thoroughly covered. 59 pages, illustrated. Price, 50 cents.

The Principles of Fruit Growing.—By L. H. Bailey. Fruit culture is treated thoroughly. 516 pages. Price, $1.25.

Manual of the Trees of North America.—By Prof. C. S. Sargent. 826 pages, with over 600 illustrations. Price, $6.

The Landscape Beautiful.—By Frank A. Waugh. An interesting book. 336 pages. Illustrated. Price, $2.

Orchids: Their Culture and Management.—By W. Watson. Eight colored plates. 544 pages. Price, $10.00.

Greenhouse Construction.—By L. R. Taft. How to build and heat a greenhouse. Illustrated. Price, $1.75.

Insects Injurious to Vegetables.—By F. H. Chittenden. 163 illustrations in the 262 pages. Price, $1.50.

Greenhouse Management.—By Prof. L. R. Taft. Covers the subject completely. 382 pages. Price, $1.75.

The Book of Water Gardening.—By Peter Bisset. 200 pages. 130 illustrations. Price, $2.50.

Farm and Garden Rule Book.—By Professor L. H. Bailey. Price, $2.00.

Strawberry Growing.—By Prof. S. W. Fletcher. 325 pages. Profusely illustrated. Price, $1.75.

How to Grow Roses.—By Robert Pyle, 121 pages. Illustrated. Price, $1.00.

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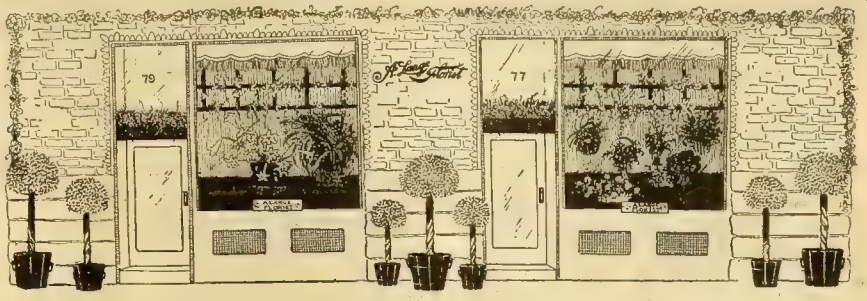

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Every Flower in Season

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The Seed Trade

American Seed Trade Association.

E. C. Dungan, Philadelphia, Pa., President; Wm. G. Scarlett, Baltimore, Md., First Vice-President; David Burpee, Philadelphia, Pa., Second Vice-President; C. E Kendel, 216 Prospect Avenue, S. E., Cleveland, O., Secretary-Treasurer.

The thirty-eighth annual meeting will be held June, 1920.

VISITED CHICAGO: L. H. Hayward, representing S. D. Woodruff & Sons, New York.

ALASKA PEAS are being sold in this country on the basis of 14 cents per pound in England.

SEEDS of herbaceous plants can be imported under Plant Quarantine No. 37 by special permit.

IT is reported there are 250 cases of Formosum lily bulbs aboard steamer sunk off the coast recently.

LONDON, ENG.—Owing to shipping troubles, some of the English dealers are not handling French bulbs.

A. H. GOODWIN, of the W. W. Barnard Co., Chicago, and wife, have been spending August at Saratoga Springs.

AURORA, ILL.—Albert S. Wilson, of this city, has been appointed seed analyst and chairman of the state department of agriculture's seed section.

THE Cunard Steamship Co., offering lower rates than the Holland-America line, has secured the transportation of 30,000 to 40,000 cases of Dutch bulbs.

GRASS SEED.—Prices for grass seed on the Chicago Board of Trade August 27, were as follows: Timothy $10.25 to $11.50 per 100 pounds. October $12.10 bid.

DUTCH advices of early August indicate a wet season and heavy rains in July. The bulbs are, therefore, drying very slowly and will come forward a little later than usual.

FLORAL PARK, N. Y.—John Lewis Childs reports that the past season's business is probably the largest in volume and profit in the history of the house, showing an increase of 25 to 30 per cent over last year.

ONION SETS in the Chicago district are over 85 per cent in crates and many are warehoused to avoid possible fall rains rightly expected soon. The yield will not exceed approximately two and one-half bushels to the pound of seed sown.

TOLEDO, O.—Cash clover opened lower and October and December dropped 25 cents, August 25, with cash offered at $30.00. Timothy was steady, cash being offered at $5.40, September $5.87½, October $5.70, December $5.80 and March $6.00.

IT is reported that the French pathological service has withheld permits to ship to the United States Roman hyacinth bulbs, only Paper White, Trumpet and Soleil d'Or narcissus having been allowed to pass. This is due to a certain disease in the French hyacinths.

ONE hundred regulation seed bills were introduced in various state legislatures last year, good, bad and indifferent. Three bad ones were enacted into laws, namely, in Utah, West Virginia and in the state of Washington. Three states passed fair, workable laws.

Rice's Michigan Trial Farms.

Next week, September 2-5, will be a busy one at the extensive Grass Lake, Mich., seed farms of the Jerome B. Rice Seed Co., where a large gathering of seedsmen will inspect the crops. This is the best time of the year for that purpose, and many are looking forward to the trip as a rare opportunity to obtain first hand information as to crop conditions and varieties.

In addition to over 1200 acres in seed crops maturing on the farms, there are now in the trial grounds 118 selections of cucumber, 190 tomato, 334 garden beans, 188 sweet corn, 114 muskmelon, 62 watermelon, 90 cabbage, 51 squash and pumpkin, 18 pepper, also a very complete radish and root crop trial, all of which will then be at their best.

Dutch Bulb Import Case.

A recent decision of the appellate division of the supreme court teaches the lesson that great care should be taken in looking for obscure and technical clauses when placing orders with Holland bulb growers, and our experience may be of value to others in safeguarding their interests by vigilance as to terms in their contracts. In the case in question, we found an obscure reference, in very small type, in our order, calling attention to a catalogue, which contained a clause stating that, "the buyer assumed all risk on bulbs, f. o. b. Holland," but no catalogue was ever furnished, or knowledge of the clause known to us. The bulbs were shipped in unmarked cases, direct to the growers' agents in New York, and to further complicate matters, there was a change of agents in the meantime, no advice being received showing when shipment was made, or for whom it was intended. Consequently, the bulbs lay on the docks at New York, no one knowing to whom they belonged. Insurance charged for in the invoice insured nothing. We had no knowledge of the shipment from beginning to end until it reached us too late to be of any value, after we had spent much time and money trying to locate the goods. We have imported bulbs from Holland for many years, but have never had previous trouble in any way.

The firm to whom the order was given, pursued a very arbitrary course and threatened to list us with a Holland association, claimed to be a very powerful organization that could make or unmake the credit of any importer at its pleasure, by means of a "blacklist," said to be maintained for that purpose. As there was no justice in the plaintiff's contentions, and the bulbs were of no value when received, we fought the case through to the end without assistance from any source. We doubt seriously if the majority of the bulb growers in Holland are in accord with the high handed methods employed by the firm in question. Hereafter, however, we shall buy bulbs f. o. b. New York, which will prevent a repetition of this difficulty, and in view of our experience, would recommend this course to other bulb purchasers.

F. H. EBELING.

Syracuse, N. Y.

Roman Hyacinth Embargo.

Only recently has it been announced, through the trade journals, that the United States department of agriculture has prohibited the entry of Roman hyacinths into this country, claiming some diseased bulbs had been found in the crop. It is an imposition on the American seedsmen to take such action at this late date. Most of the seedsmen have had their catalogues printed, and some of them already circulated, offering to supply Roman hyacinths to their patrons, consequently as orders come in, constant correspondence will be nec-

Pieters-Wheeler Seed Company
Growers of High Grade SEED
Gilroy, California
Beet, Carrot, Lettuce, Onion, Radish.
Correspondence Solicited.

THE W. C. PRESSING SEED COMPANY
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Sweet Corn Seed

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Growers of
Peas and Beans
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The Best Color Chart
For Florists, Seedsmen and Nurserymen
PRICE $1.00 POSTPAID.
AMERICAN FLORIST CO.
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Braslan Seed Growers Company
Grower for the Wholesale Trade Only. ONION, LETTUCE, CARROT, PARSNIP, PARSLEY, CELERY, ENDIVE, SALSIFY, NAMED AND MIXED GRANDIFLORA AND SPENCER SWEET PEA AND SUNFLOWER.
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We are headquarters for the BEST OF EVERYTHING in

VEGETABLE SEEDS

With our Stock Seed Farms at Grass Lake, Mich., and our growing stations in every part of the United States where seeds are grown successfully, all in charge of capable and experienced men, we are equipped for and are producing

PEAS, BEANS, CORN and VEGETABLE SEEDS

of all kinds in quantity and of highest quality.

Glad to quote for present delivery or on growing contract for crop of 1919.

JEROME B. RICE SEED CO., CAMBRIDGE, N. Y.

Mention the American Florist when writing

The General Bulb Company

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AMERICAN BRANCH

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essary to notify customers of this ruling, so detrimental to the seedsmen and so unwarranted. We think we are voicing the sentiments of the entire seed and plant trade of this country, when we brand the agricultural department at Washington as foolhardy and detrimental to the seedsmen, and the interests of this country in general.

ROBERT BUIST CO.

[Latest reports indicate that the French authorities are responsible for the embargo on Roman hyacinths, prompted, no doubt, if not rendered compulsory by the requirements of our own officials.—ED.]

Potato Crop Conditions.

The department of agriculture has issued a special report on the late winter commercial potato crop, based on condition August 1. It deals primarily with that part shipped in carloads or the strictly commercial crop. The gist of the report follows: "Information this month bears out earlier estimates of a general decrease in acreage from that of last year of from five to 10 per cent. Conditions in the Rocky Mountain states are not promising. The stand is poor and acreage good. In New York the condition is poor, with the exception of Long Island where conditions are promising. In the heavy producing centers in Michigan, Wisconsin and Minnesota the crop is indicated at considerably less than last year. Michigan is 10 points lower than last year, while Wisconsin is two points lower. On the other hand, the condition of the crop in Minnesota is considerably better.

Catalogues Received.

A. Henderson & Co., Chicago, fall bulbs and seeds; Chris Reuter, New Orleans, La., seeds; Hammond's Paint & Slug Shot Works, Beacon, N. Y., insecticides; W. E. Marshall & Co., New York, bulbs and strawberries; The North-eastern Forestry Co., Cheshire, Conn., nursery stock; The Colorado Seed Co., Denver, Colo., bulbs; The John Henry Co., Lansing, Mich., florists' cards and envelopes.

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Quality Seed

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EVERETTE R. PEACOCK CO.

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GROWERS OF SELECTED STOCKS OF

Onion, Lettuce, Radish, Carrot, Sweet Peas, Etc.

Mention the American Florist when writing

THE

J. C. ROBINSON SEED CO.

WATERLOO, NEBRASKA

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Contract growers of Cucumber, Cantaloupe, Watermelon, Squash and Pumpkin Seed; Sugar, Flint and Field Seed Corn.

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Western Seed & Irrigation Co.

Seed Growers and Dealers

FREMONT, NEBRASKA

SPECIALTIES:

Cucumber, Muskmelon, Watermelon; Pumpkin and Squash; Sweet, Flint and Field Corn.

Write for Special Contract and Spot Prices.

Mention the American Florist when writing

GRASS SEEDS

H. A. PETERSEN, Limited

SEED MERCHANTS

Brisbane, Queensland, Australia,

are Exporters of Rhodes Grass, Paspalum Grass, Soudan Grass, Couch, Prairie Grass, Red Top Grass. Correspondence Invited.

Mention the American Florist when writing

I. N. Simon & Son

Garden Seeds

438 MARKET STREET

Philadelphia - - Pa.

Mention the American Florist when writing

Winter-Flowering Sweet Peas

	Pkt.	Oz.	¼ lb.	Lb.
Asta Ohn, lavender	$0.75	$1.25	$3.50	$12.00
Columbia, pink and white	1.25	2.00	6.50	....
Christmas Pink	.75	1.25	3.50	12.00
E. Burke, lavender, one of the best	1.00	1.50	5.00	....
E. Burke, greenhouse grown	2.00	3.00	10.00	....
Hercules, rose pink	.50	.75	2.50	8.00
Helen Lewis, salmon pink	.75	1.25	3.50	12.00
Heatherbell, mauve lavender	.65	1.25	3.50	....
Lavender Nora	.50	.75	2.50	8.00
Liberty, deep crimson	.50	.75	2.50	8.00
Melody, rose pink, white ground	.75	1.25	3.50	12.00
Morning Star, deep orange scarlet	.50	.75	2.50	8.00
Mrs. Chas. Zvolanek, clear lavender	$0.75	$1.25	$3.50	$12.00
Mrs. Spanolin, pure white	.50	.75	2.50	8.00
Mrs. Skaach, bright pink	.50	.75	2.50	8.00
Pink and White Orchid	.50	.75	2.50	8.00
Rose Queen, beautiful pink	.75	1.25	3.50	12.00
Rose Queen, greenhouse grown	2.00	3.00	10.00	....
Selma Swenson, soft pink	.50	.75	2.50	8.00
Snowflake, pure white, one of the best	.75	1.25	3.50	12.00
Wedgwood, clear blue	1.00	1.50	5.00	....
White Orchid	.50	.75	2.50	8.00
Yarrawa, rose pink	.50	.75	2.50	8.00

PRIMULA OBCONICA, New Crop.

Grandiflora Rosea, Apple Blossom, Violacea, Crispa, Coerulea, Gigantea Rosea, Plathii, Lilacina. Per trade pkt., 75c; 5 pkts., for $3.00.

ENGLISH CYCLMEN SEED, New Crop.

Salmon King, $15.00 per 1,000 seeds.
Princess May, $12.00 per 1,000 seeds.

PANSY SEED New Crop.

	Trade Pkt.	Oz.
Special Florist mixed	$1.50	$7.00
Golden Queen	.50	2.50
Emperor William	.50	2.00
Violet Blue	.50	2.00
Giant Cassier	.50	2.50
Giant Bugnot	.50	2.50

FALL BULB PRICE LIST NOW READY. WRITE FOR COPY.

A. HENDERSON & CO., 166 N. Wabash Ave, Chicago

ROUTZAHN SEED CO.

Arroyo Grande, Calif.
Sweet Pea and Nasturtium Specialists.
Wholesale Growers of full list of
FLOWER and GARDEN SEEDS

TOMATO SEED

Grown for the Wholesale Seed Trade

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WHOLESALE SEED GROWERS

SPECIALTIES IN VARIETY
ONION-CARROT-BEET-RADISH-PARSNIP
CONTRACT PRICES MAILED ON REQUEST

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Wholesale Price List for Florists and Market Gardeners

JUST RECEIVED

PAPER WHITE NARCISSUS,
1000 to case.
FREESIA PURITY, ¾ in. and up.
CALLA LILY BULBS.
Prices on application.

Grass Seed Time

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For SEEDS

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Send your inquiries to

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The Premier British Wholesale and Exporting Seed House
75 YEARS UNRIVALLED REPUTATION

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PEDRICKTOWN, N. J.

Pepper, Egg Plant, Tomato, Okra, Asparagus, Rhubarb, Celery, Spinach, Beet, Onion, Beans, Cabbage, Cauliflower, Sweet Corn and Vine Seeds.

Correspondence Solicited.

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GILROY, CAL.
WHOLESALE SEED GROWER
Specialties:
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SWEDESBORO, N. J.

Grower of High-Grade Seed.
TOMATO, Pepper, Eggplant, Squash, Pumpkin, Cucumber and Watermelon Seed and Field Corn on contract.
CORRESPONDENCE SOLICITED

GARDEN SEED

Beet, Sweet Corn, Garden Beans, Onion Sets and Sweet Potatoes in variety. Also other items of the short crop of this past season, as well as a full line of Garden Seeds, will be quoted you upon application to

S. D. WOODRUFF & SONS, 82 Dey St., NEW YORK
and ORANGE, CONN.

Chinese Narcissus

NOW READY

SELECT BULBS

Per Mat, 120 Bulbs, - $ 8.40
8 Mats (960 bulbs) for 62.40

WRITE FOR PRICES ON LARGER LOTS.

Send us your orders for

French Paper Whites and Lily Bulbs

DUTCH BULBS

Our orders have been accepted; prices are ready. It is safe to order early. Remember, late orders last year had to accept many substitutes. Our stocks of **HYACINTHS, Fancy Forcing, Named Forcing; TULIPS, Keizerskroon, Murillo, Flamingo, Coronne d' Or,** as well as all the best **Darwins,** is complete.

PAEONIES will be higher. We have the best florists' sorts at right prices.

Write for our "Fall Book For Florists."

CHICAGO **Vaughan's Seed Store,** NEW YORK

Mention the American Florist when writing

Atascadero Seed Company

ATASCADERO, CALIF.,
Wholesale Growers of
HIGH GRADE SEEDS

We specialize in **Beans, Carrots, Lettuce, Onions, Parsnip, Radish, Salsify, Spinach,** and **Named and Mixed Nasturtiums,** and **Grandiflora and Spencer Sweet Peas.**

Write for Our Growing Contract Price List.

Mention the American Florist when writing

The Everett B. Clark Seed Co.

GROWERS FOR THE TRADE

Beans, Peas, Sweet Corn, Onion, Turnip, Radish, Beet, Carrot, Spinach, Etc.

Branches: Wisconsin, Colorado, Montana, Idaho, Washington. **Milford, Conn**

JAMES VICK'S SONS

Growers of

Flower and Vegetable Seeds

Get the benefit of our 69 years' experience.
All seasonable varieties.
Our stocks are very complete.
ROCHESTER, N. Y. The Flower City

BRITISH SEEDS

KELWAY'S

LEADING HOUSE FOR
IMPROVED FARM ROOT SEEDS
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Write for Our SPECIAL PRICES, stating, if possible, quantities required. Illustrated Catalogue Free

KELWAY & SON, Wholesale Seed GROWERS **LANGPORT, Eng.**

Cable Address: "KELWAY, LANGPORT."

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If you are interested in
POINSETTIAS
and four and five inch
BOSTON FERNS
for July delivery, write

GEO. A. KUHL, Wholesale Grower, PEKIN, ILL.

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Before Placing Orders for

SWEET PEAS, Spencers, Grandifloras, etc., ASTERS and FLOWER SEEDS in general; TOMATO, LIMA and POLE BEANS, write

JOHN BODGER & SONS CO.,
Contract Seed Growers
LOS ANGELES, CALIFORNIA

Mention the American Florist when writing

Market Gardeners

Vegetable Growers' Association of America.

H. W. Selby, Philadelphia, Pa., President; C. W. Waid, Grand Rapids, Mich., Vice-President; S. W. Severance, Louisville, Ky., Secretary; Eugene Davis, Grand Rapids, Mich., Treasurer.

Next annual convention will be held at Detroit, Mich., September 9-12, 1919.

FEDERAL authorities claim farmers are selling potatoes at $1.50 while dealers get $4.50 per bushel.

COOK COUNTY, ILLINOIS, truckers have had the worst season ever known with insect enemies and plant diseases.

Prices of Indoor Fruits and Vegetables.

Chicago, August 27.—Cucumbers, Climax baskets, 15 to 25 cents; celery, Michigan, crate, 75 to $1.00; leaf lettuce, per tomato box, 15 cents; radishes, per 100 bunches, $1.00 to $1.50; tomatoes, per box, 25 to 50 cents.

New York, August 25.—Celery, per doz. roots, 20 to 75 cents; cucumbers, 40 to 60 cents per dozen; mushrooms, 50 cents to $2.00 per three-pound basket; tomatoes per pound, 5 to 12 cents; lettuce, per package, 50 cents to $1.25; radishes, per 100 bunches, $1.50 to $2.50.

Vegetable Markets.

Reports received by the bureau of markets, United States department of agriculture for the period, August 19-26, indicate trend of prices continuing downward with movement increasing. Potatoes were considerably lower with supplies increasing liberally. During the week prices dropped 10 cents to $1 per 100 pounds and the whole market averaged about 35 cents lower. New Jersey sacked cobblers fell back to $3-$3.50, closing at $3.10 f. o. b. Jersey Giants, sacked, ranged $2.16-$2.33 f. o. b. Consuming markets quoted $2.50-$3.75 per 100 pounds sacked in the east but some middlewestern markets ranged $3.50-$4. Minnesota Early Ohios declined about 25 cents, closing at $2.50 per 100 pounds f. o. b. Carlots in Chicago were $2.40-$2.55, other middlewestern jobbing markets quoting sales at $3.25-$3.75, a decline of 75 cents. Onion markets showed declines of 25-50 cents per 100 pounds. Connecticut Valley sacked yellow stock was quoted $3.25-$3.75 in eastern consuming markets and New York round reds ranged $3-$3.50 per 100 pounds.

Green and Cover Crops.

With the ever-increasing shortage of stable manure, green crops and cover crops are rapidly gaining in importance. We have been working along this line for some years and in locating for this business, were very careful to select land that would grow well all the clovers and alfalfa. We have, at this writing, almost half of our acreage in clover and alfalfa, the other half in vegetables. The green crops we have preferred so far are alsike clover, sweet clover and alfalfa. The prospects now are that alsike clover will eventually lead the list; it has made the quickest and best growth and is cheapest at present to seed down. We had hopes that alfalfa would prove a leader, but it develops that grasshoppers breed so readily in an alfalfa field as to render this crop entirely unsuited to market garden needs in our locality. So severe is the grasshopper invasion this year that to date we have been unable to start either spinach, turnips or lettuce, the pests devouring the young seedlings as fast as they appear. They also bite ripe tomatoes and melons, so as to unfit them for market. There is no question, whatever, but we must take active measures to control these grasshoppers in the future. We propose to discard alfalfa, and depend on clover only, and permit the clover but one year to grow, thus turning the land every year. There is no doubt that the grasshoppers get too much of a start in the undisturbed alfalfa land. We shall also resort to the spray-pump and thoroughly poison the clover patches. This programme will avoid the production of hay as unsuited to our conditions. The damage from grasshoppers in this district this season will be enormous. This proves that with any change, new problems arise and have to be met. MARKETMAN.

Rhubarb Crop in England.

The West Riding of Yorkshire, in the vicinity of Leeds, is the center of the English forced rhubarb trade and ordinarily produces about 70 per cent of Great Britain's total production, according to Commerce Reports. In 1918, a record year, the total output of green and forced rhubarb from this district was about 16,000 tons, or practically 90 per cent of the English supply. The acreage under rhubarb was reduced from 2,573 in 1917 to 2,272 in 1918, a further diminution of 301 acres in partial compliance with the appeal in 1914 to rhubarb growers by the West Riding War Agricultural Committee to reduce their acreage of rhubarb one-third, in order to grow more potatoes and essential foodstuffs. Previous to 1914 the area in this district devoted to rhubarb was 4,000 acres. Owing largely to the failure of the fruit crops in England and to the total lack of imports of fruit, about 8,000 to 10,000 tons of green rhubarb were pulled to make jam. Average prices in 1918 were relatively higher than in 1917; they were then about $20 a ton for outdoor-grown rhubarb, and $80 a ton for forced, both prices f. o. b. railroad.

Vegetable Judging Standards.

The Ontario department of agriculture, Toronto, in Bulletin 270, entitled "Judging Vegetables," calls attention to the fact that for some time it has been felt that a more definite idea of the type of each vegetable should be published, in order that judges may be enabled to more easily arrive at their decisions. Uniformity of exhibit is always necessary. Each specimen shown should be similar in shape and size, and smooth. Too many exhibitors fail, owing to lack of uniformity in their entries.

The size certain vegetables should be, to obtain first place, has been a much debated point, many individuals, according to the Bulletin, giving preference to size rather than quality. As the latter term is rather difficult to explain, it may be designated as what a good cook selects in the way of vegetables for table use. Medium size in most cases indicates this.

Each specimen should be fresh, firm, free from blemish and correctly named; nothing soft, short or spongy should be considered for a prize. Weight must be considered in judging cabbage, melons, squash, pumpkins, onions, egg plant and citrons. While coarseness is always to be avoided, the heavier specimens should be awarded the prize.

The bulletin contains more than 20 pages of illustrations, a list of 30 vegetables, with qualifications on which awards should be based, and the number or quantity of each in an exhibit.

Crop Summary and Country Prices July.

Reports received by the department of agriculture are the basis for the following crop summary for July 1, published in the Monthly Crop Reporter:

Corn production on that date is indicated as 2,815,430,000 bushels as against the December, 1918, estimate of 2,582,814,000 and the five-year average of 2,749,349,000, the price being $1.765 as against $1.537 in 1918. This year's acreage is estimated at 102,977,000, or 95.8 of the previous year.

Potato production is estimated at 390,748,000 bushels, compared with 400,106,000 in December and the five-year average of 366,046,000. The present price is $1.284 as against $0.949 on July 1, 1918, and $1.067 as a five-year average. The acreage is 4,003,000 or 95.1 per cent of last season.

Sweet potato production is placed at 101,942,000 bushels, an increase from 86,325,000 in December and 69,209,000 in five years. Prices show an advance from $1.343 to $1.598 with a five-year average of $80,963. The 1919 acreage is computed at 1,023,000, 111 per cent as compared with 1918.

Apple production is placed at 155,608,000 bushels, the June figures being 10,726,000 and 169,911,000 in December, 1918. The five-year average was 197,855,000 at a price of $1.101.

The pear yield is indicated at 12,068,000 bushels, a change from 230,000 on June 1, 10,342,000 in December and 11,713,000 bushels for a five-year average. The price this year is $1.977, last year $1.594.

The acreage by states is as follows: California, 129,500; Colorado, 236,300; Idaho, 53,700; Michigan, 166,100; Nebraska, 64,800; Ohio, 37,100; Utah, 100,700; Wisconsin, 16,200; other states, 77,000.

Boston Ferns

Bench grown plants, from $3.00 to $25.00 per 100. Cash from unknown parties. Satisfactory guarantee.

W. W. COLES, KOKOMO, IND.

Improved Bird's Eye

—AND—

Christmas Joy Peppers

Out of 2¼-in. pots at $6.00 per 100. Grown from selected stock.

GENISTAS

Very bushy, 3-inch at $25.00 per 100. 4½-inch at $50.00 per 100.

A. L. MILLER, Jamaica, N. Y.

Primula Malacoides Rohreri

The best strain of **Malacoides** on the market. Years of patience have developed it to perfection. The beautiful shades of Rose Pink, Light Lavender and Snow White make it one of the most desirable and profitable plants to grow; not only as single plants but for combination work it cannot be excelled.

	100	1000
Pink and Lavender mixed, 2½-in	$6 00	$55.00
Pure White, 2½-in	7.00	60.00
Malac ides, Townsendi, 2¼-in.	6.00	55.00
PRIMULA Obconica, Rosea Gigantea, Grandiflora, Apple Blossom and **Kermesina,** 2¼-in	7.00	60.00
Eureka. New variety very fine Chinensis Obconica. Large flower, extra fine color. 2½-in	7.50	65.00
Chinensis, 2¼-in	6.00	55.00

C. U. LIGGIT
Office: 303 Bulletin Bldg., Philadelphia, Pa.

FREESIA BULBS

PURITY (Improved)

Size ⅛-⅝ inch (large) ..... $ 8.50 per 1000
Size ⅝-¾ inch (mammoth) .... 13.50 "

NOW READY

CALLA LILY BULBS

Size 1⅛-2 inches ..... $9.00 per 100
Cash with order, less 2%.

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The Import House
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Japanese Bulbs, Plants and Seeds

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VALLEY, Douglas County, NEB.
Contract Growers of
HIGH GRADE SEEDS
Cucumber, Muskmelon, Squash and Pumpkin, Sweet, Flint and Dent Seed Corn.

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$75.00 per 1000.
Orders booked now for January 1920 delivery.
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LAFAYETTE, - - - INDIANA

Seeds For Florists

PANSY, Superb Giant Mixed. A choice strain of Giants for florists use, tr. pkt., 50c; ¼ oz., $1.50; oz., $5.00.

CINERARIA GRANDIFLORA, half dwarf. A grand mixture of brilliant colors and large flowers, tr. pkt., $1.00.

SWEET PEAS

Early or Winter Orchid-Flowering.

Asta Ohn, new lavender.
Meadow Lark, cream.
White Sankey, black seeded white.
Helen Lewis, orange salmon.
Mrs. A. A. Skaach, fine pink.
Yarrawa, bright rose pink.

Each, ¼ oz., 35c; 1 oz., $1.00; 4 oz., $3.00.
Bellis (Daisy) Monstrosa, red, white, mixed, tr. pkt., 50c.

THE STORRS & HARRISON CO.
PAINESVILLE, OHIO

We carry a reserve stock of the important varieties of

Vegetable and Flower Seeds

Try us for Quick Supply.
The W. W. BARNARD CO.
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FLOWER SEED SIZES TO CATALOGUE ENVELOPES—RETURN ENVELOPES
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JUST OUT

BOLGIANO'S 1919 SUMMER AND FALL CATALOG OF "BIG CROP" SEEDS
Special prices for Florists and Market Gardeners. Write for a copy at once—It will save you money.
J. BOLGIANO & SON, Baltimore, Md.
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Robert Craig Co...

High Class **PALMS**
and Novelties in Decorative Plants.
Market and 49th Sts., Philadelphia, Pa.

CHAS. H. TOTTY

MADISON, NEW JERSEY
WHOLESALE FLORIST
Chrysanthemum Novelties My Specialty

Michell's Flower Seeds

Cyclamen Seed New Crop.

Michell's Distinctive Giant.

	100 seed.	1000 seed
Duke of Connaught, crimson	$1.50	$12.50
Excelsior, white, with red base.	1 50	12.50
Grandiflora Alba, white	1.50	12.50
Princess of Wales, pink	1.50	12.50
Salmon Queen, salmon pink	1.50	12.50
Mixed, all colors	1.00	9.00

ASPARAGUS PLUMOSUS NANUS

We have just received from our grower a lot of fine, plump,

LATHHOUSE GROWN SEED.

1000 seeds	$2.00	10,000 seeds	$18.50
5000 seeds	9.75	25,000 seeds	43.75

MIGNONETTE SEED

MICHELL'S COLOSSAL. Cannot be surpassed for forcing; immense flower spikes. Seeds saved from greenhouse grown specimens, trade pkt., 40c; $5.00 per oz.

Also all other Seasonable Seeds, Bulbs and Supplies. Send for Wholesale Catalog.

Henry F. Michell Co.
518 Market St., Philadelphia, Pa.
Mention the American Florist when writing

Poinsettias

True Type. 2½-in. Pot Plants.

August delivery ..... $8.00 per 100; $75.00 per 1000
September delivery . 8.00 per 100; 75.00 per 1000

A. F. LONGREN,
4249 West Monroe St., CHICAGO, ILL.

The Nursery Trade

American Association of Nurserymen.

J. Edward Moon, Morrisville, Pa., President; Lloyd C. Stark, Louisiana, Mo., Vice-President; Curtis Nye Smith, 19 Congress Street, Boston, Mass., Counsel; J. W. Hill, Des Moines, Iowa Treasurer.

Forty-fifth annual convention will be held at Chicago, June, 1920.

AN English grower says his crop of Manetti stocks will not pay expenses, even if sold at £10 per 1,000.

LANDSCAPE ARCHITECT JENS JENSEN, Chicago, is building a rustic summer home at Ellison Bay, Wis., near Green Bay. He is 40 miles from a railroad.

APPLE STOCKS in France, says Herbert Chase, who has just returned from that country, are selling at $40.00 per 1,000, as against a former price of less than $10.00.

KALAMAZOO, MICH.—This city has made an appropriation of $750 to continue the work of pruning trees on city property this season. The sum of $600 was previously set aside for the purpose.

DETROIT, MICH.—The city council has ordered condemnation proceedings for the acquisition of $1,500,000 in new parks and playgrounds and plans have been approved by the city commission for others whose total value will be in excess of $2,000,000, while another $1,000,000 worth has been referred to the commission for action.

BARBERRY ERADICATION.—Notice has been given by Charles Adkins, director of the Illinois department of agriculture, that effective August 20, the tall-growing European barberry, Berberis vulgaris, and all its horticultural varieties are a nuisance and must be eradicated from the state for the protection of wheat and other small grains and grasses. This notice does not apply to the Japanese variety, Thunbergii, or mahonias, unless actually infected by black stem rust.

American Ass'n of Park Supts.

The opening session of the twentieth annual convention of the American Association of Park Superintendents was held in the Municipal building, Hartford, Conn., on the morning of August 26. There were about 75 delegates in attendance. In the absence of President Jacob Foster, George H. Hollister, superintendent of Keney park, Hartford, occupied the chair. A letter was read from Theodore Wirth, superintendent of parks, Minneapolis, Minn., saying that this convention was opened in Hartford to do honor to "Father" George A. Parker, present park superintendent of that city, who organized the association 21 years ago. Various committees made reports on which there were discussions. Superintendent Parker spoke at length on the report of the committee on standard cost records. The remainder of the day was devoted to enjoyable visits to the city parks. The programme announced for the second day includes a trip to New Britain and Meriden, visiting points of interest on the way, with supper at North Haven, followed by an address by A. M. Turner on "The State Parks of Connecticut." On Thursday, the last day of the meeting, the delegates will convene at New Haven, Conn., with headquarters at the Hotel Garde. They will be welcomed by the mayor and will be escorted on an inspection tour of the park system of the city with luncheon at East Rock. There will be addresses by Theodore S. Woolsey, president of the park commissioners, and Colonel N. G. Osborn.

A. F. F.

Apple Orchard Pruning.

The increased yield of fruit from his apple trees paid W. A. Knight of Athalia, Lawrence County, Ohio, $100 per day last spring for pruning 10 rows of trees in his orchard, according to the agricultural extension service of the Ohio State University, Columbus. The work was done as a demonstration in co-operation with the Lawrence county farm bureau and the agricultural college extension service. The trees on the 10 pruned rows will bear 800 barrels of apples. Twenty-nine rows adjoining the pruned part are carrying at the present time an estimated crop of 1,200 barrels. At current apple prices, Mr. Knight figures that, had he been able to prune the entire orchard, consisting of 1,200 trees, the crop would have been worth $5,000 more to him than it now promises. He also reports that the pruned trees were sprayed with much greater ease than those receiving no pruning, and that he used surprisingly less spray material. The fruit now ripening on the pruned trees is of much greater size, and promises to be of better color and quality than that grown on the unpruned trees.

Attar of Roses.

Through an arrangement between the respective governments, the United States will obtain the entire Bulgarian crop of attar of roses, in exchange for food. The delight of the fair ones of America in the exquisite perfume, can only be excelled by the Bulgarian satisfaction in the cooking odor of American corned beef and cabbage. Wall street men, however, must forego the pleasure of presenting this perfume to their families, because the exchange price will be $17.50 an ounce. Ammunition workers, and producers of wheat and cotton may scent their limousines with it, while bankers and brokers get along with plain musk, or better yet, with nothing at all.

Attar of roses is a volatile oil of some species of eastern roses. Gathered with the morning dew on them, the petals are distilled in water and exposed to the night air in shallow vessels, and the oil skimmed off with a feather. It only takes about 20,000 rose blossoms to yield an ounce of attar, therefore, if Wall street cannot afford the perfume, it can at least find opportunity for a profitable promotion in the Bulgarian fields where capital is needed. Think of an American Standard Attar Oil concern in the near east. —The Wall Street Journal Straws.

Tree Conceals Body 57 Years.

The startling discovery of a human body in the cavity of a giant white oak tree where it had been preserved in a mummified state for 57 years has been reported to the Milwaukee Journal from LeSeuer, Minn. In clearing a piece of land on the farm of Edward Gleek in Ottawa township, it was found necessary to cut down the large tree, which broke in falling, disclosing the fact that it was hollow for a distance of about fifteen feet, beginning several feet above the ground and the cavity ending in a large opening concealed among the branches of the lower side of the tree, which leaned considerably. Within this hollow was found by the horrified choppers the mummified body of a man, not at all decayed, but dried and shriveled into something rivaling the best Egyptian art. Mr. Gleek, on being summoned by the frightened laborers, recognized in the mummy the body of Jean LaRue, a former servant of Mr. Gleek, who had mysteriously disappeared from the farm August 13, 1862. On that day, which was during the Sioux uprising, a boat load of soldiers on their way up the Minnesota river from St. Paul to New Ulm, foolishly discharged their muskets several times, carrying terror to the hearts of people along the river who were already about to flee from the dreadful Indians. Jean LaRue heard the firing, he seemed to nearly lose his reason from fear, rushed into the house, seized his rifle and some other belongings, including about $700 in money, and fled. He must have known of this hollow tree, sought to hide there, slipped down too far, and being unable to extricate himself, must have perished there where his body, preserved in the living oak, failed to decay. His rifle, bullet pouch and powder horn were found by him and the money, $783.50, was found in his pocket.

HARRISONS' NURSERIES
Fruit Trees Budded from Bearing Orchards. Peach, apple, pear, plum, cherry, quince, grape-vines, strawberry plants, raspberries, blackberries, evergreens and shade trees. Catalog free. Box 39, Berlin, Md.

VIBURNUM PLICATUM
Also Berberris Thunbergii. Hydrangea Paniculata, Weigelia, Spireas, Etc.
Ask for complete list of Oak Brand Shrubs.
The CONARD & JONES CO WEST GROVE PENN'A.
Robert Pyle, Pres. Ant. Wintzer, Vice-Pres.

Hill's Evergreens
BEST FOR OVER HALF A CENTURY
Small, medium and large sizes supplied.
Price list now ready.
The D. Hill Nursery Co.
Evergreen Specialists Largest Growers in America
Box 404, DUNDEE, ILL.

Plant Propagation, Greenhouse and Nursery Practice.
By M. G. Kains.
342 pages, illustrated. Price $1.75.
American Florist Co.
440 S. Dearborn St., CHICAGO

IBOLIUM The new Hybrid HARDY PRIVET. (L. Ibota x Ovalifolium)
To be sent out in the Fall of 1919. See other advertisements soon to appear.
THE ELM CITY NURSERY CO., WOODMONT NURSERIES, Inc., Introducers of BOX-BARBERRY NEW HAVEN, CONN

PEONIES--CUT FLOWER VARIETIES

Prices Are for Divided Roots with from Two to Five Eyes

WHITE

	Doz.	100
DUCHESS DE NEMOURS (Calot) — Sulphur white with greenish reflex, cup shape	$3.00	$20.00
FESTIVA MAXIMA — Flowers of immense size, 7 to 8 inches in diameter, snow-white with red blotches on edges of center petals	3.60	22.50
MAD. DE VERNEVILLE — Guard petals sulphur white, center delicate rose white; one of the most desirable of the white Peonies for all purposes	3.00	20.00
MARIE LEMOINE — Large compact, pure white, cream white center, carmine tips. Fragrant	3.00	20.00
QUEEN VICTORIA — White. center petals tipped carmine large, full bloom, one of the best cut flower sorts. Early	2.40	15.00

PINK

	Doz.	100
EUGENE VERDIER — Delicate flesh pink, very tall, free and beautiful	$4.00	$30.00
KOHINOOR — Shell pink, very free, splendid cut flower sort. Midseason	3.00	20.00
MARGUERITE GERARD — Large, compact, semi-rose. Pale hydrangea pink, center petals flecked crimson.	7.00	50.00
SOUVENIR DE G. CALOT — Brilliant rose with silvery reflex	3.60	25.00
TRIOMPHE DE L'EXPOSITION DE LILLE — Soft carnation pink with white reflex	3.60	25.00

RED

	Doz.	100
LA GRANGE — Very desirable on account of its striking red color, heavy stem and large, double flowers	$4.00	$30.00
LOUIS VAN HOUTTE — Deep carmine rose, tipped silver with fiery reflex. Semi-rose type. Fragrant. Late	3.60	25.00
PRESIDENT ROOSEVELT — Fine full bloom, color very brilliant rose	3.60	25.00
OFFICINALIS RUBRA PLENA — This is the old fashioned red; the most brilliant of all	3.60	25.00

PRICES F. O. B. NURSERIES. PACKING AT COST

All the above will be ready SEPTEMBER 1st for shipment from our Own Nurseries, Western Springs, Illinois

CHICAGO: 31-33 W. Randolph St. **VAUGHAN'S SEED STORE** NEW YORK: 41-43 Barclay Street

ABUNDANCE OF STOCK

	Per 100	Per 1000
2¼-inch **Smilax** plants	$ 2.75	$25.00
2¼-inch **Snapdragons,** white, pink and yellow	5.00	48.00
4-inch **Marguerites,** white and yellow	15.00	....
25,00 **Vincas.** field grown	8.00	75.00

10,000 Bench **Ferns,** 5 varieties, $25.00 and $30.00 per 100.

Packing free of charge. Liberal extras.

Alonzo J. Bryan
Wholesale Florist
Washington, New Jersey

CHRYSANTHEMUM SPECIALISTS
Elmer D. Smith & Co.
Adrian, Mich.

SMILAX

Extra Good, Well-Rooted Plants.
From 2-in. pots, $2.00 per 100; $18.00 per 1000.

Boston Yellow Daisies.
A special good strain; from 2-in. pots, $3.50 per 100.

Elmer Rawlings, Wholesale Grower, ALLEGANY, N. Y.

BEGONIAS

Mrs. M. A. Patten, dark pink sport of Begonia Chatelaine, good strong plants from 2¼ in. pots, $15.00 per 100. **Begonia Chatelaine,** strong bushy plants from 2¼ in. pots, $7.00 per 100.

SMILAX, nice bushy plants, from 2½ in. pots, $3.00 per 100.

Cash with order.

John R. Mitchell, Madison, N. J.

NEW EARLY-FLOWERING or WINTER-BLOOMING

GIANT PANSIES

An entirely new and distinct strain of Pansies. The main advantage of these new Pansies over all hitherto existing Pansies is the extreme earliness of flowering and its unusual hardiness, which enables them to withstand quite severe Winters and to bloom right on into the Summer. Sown at the same time as other Pansies, they begin flowering the early part of March or as soon as the snow is off the ground, many times having four or five large flowers to a plant, when all other Pansies are only showing buds. The flowers are large, well formed and fragrant.

14. **WINTER SUN.** Golden yellow, eye.
15. **ICE KING.** Silvery white, with eye.
16. **CELESTIAL QUEEN.** Light or sky blue.
17. **CHARM OF MARCH** Dark velvety blue
18. **MIXED.** The above four colors with other shades and variations, 500 seeds, **25c;** 1000 seeds, **40c;** ⅛ oz., **$1.10;** ¼ oz., **$2.00;** oz., **$7.50.**

10. **KENILWORTH GIANT EXHIBITION** is the very finest complete mixture ever sent out. Seed carefully saved only from marked plants of all varieties, with the largest and best shaped flowers and richest coloring. It is impossible to convey an adequate idea of the delightful variations in color and markings of this unrivalled mixture. 500 seeds, **30c;** 1000 seeds, **50c;** ⅛ oz., **$1.35;** ¼ oz., **$2.50;** oz., **$10.00.**

12. **KENILWORTH GIANT PRIZE** is undoubtedly the largest flower and longest stemmed Pansy in the world The enormous flowers are of perfect form and of great substance. Petals overlapped and undulating. The rich colorings and markings are widely varied, some flowers being almost self-colored. 500 seeds, **30c;** 1000 seeds, **50c;** ⅛ oz., **$1.35;** ¼ oz., **$2.50;** oz., **$10.**

For description and prices of other Pansy Seed send for list.

CHAS. FROST Kenilworth N. J.

Mention the American Florist when writing

Jos. Heacock Co.,
Wyncote, Pa.
Grower of Kentias.

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GERANIUMS

S. A. Nutt, at $15.00 per 1000, up to Nov. 1st. Other varieties all sold until then.
Winter prices starting Nov. 1st.

S. A. Nutt and **Buchner**......at $18.00 per 1000
Poitevine and **Ricard**........at 22.00 per 1000

ALBERT M. HERR, LANCASTER, PA.

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Ready Reference Section.

12 CENTS, NET, PER LINE.

ALYSSUM.

Alyssum, Double Giant, 2-inch, $2.00 per 100. Elmer Rawlings, Allegany, N. Y.

ASPARAGUS.

Asparagus Plumosus. 3½-in., very heavy and as good as 4-in., $10 per 100. C. U. Liggit, 303 Bulletin Bldg., Philadelphia, Pa.

ASPIDISTRAS.

Aspidistra, green, 10-in. tubs, 20 to 24-in. high, $5 to $8; 12-in. tubs, 22 to 28-in. high, $8 to $10 each. Vaughan's Seed Store, Chicago and New York.

BEGONIAS.

Begonias. Xmas Red and Prima Donna, $6.00 per 100; $50.00 per 1,000. Wm. F. Kasting Co., Buffalo, N. Y.

BOXWOOD.

CHOICE BOXWOOD SPRAYS

Write us today for prices on Fall and Winter deliveries. Best merchantable fancy tips Dwarf variety. Quality guaranteed. Satisfatory delivery assured to all parts of U. S. A. and Canada.

PITTSBURGH CUT FLOWER CO.,
116-118 Seventh St. Pittsburgh, Pa.

BULBS.

Bulbs. Freesia Purity (Improved), ½-⅝-inch, $8.50 per 1,000; ⅝-¾-inch, $13.50 per 1.000. Calla Lily, 1½-2-inch, $9 per 100. McHutchison & Co., 95 Chambers St., New York.

Bulbs, Holland and French. Ask for our quotations. General Bulb Co., 110 Water St., New York.

CALADIUMS.

Caladiums, fancy leaved, 3-inch pots, each, 35c; doz., $3.50. Vaughan's Seed Store. Chicago and New York.

CARNATIONS.

FIELD-GROWN CARNATION PLANTS

Order Now! Play Safe! Supply Limited!

	100	1000
White—		
Matchless	$11.00	$100 00
White Pearl	12.50	120.00
White Wonder	12.50	120 00
Crystal White	12.50	120.00
White Enchantress	12.50	110.00
Pink—		
Nancy	12.50	120.00
Pink Enchantress	12.50	110.00
Alice	12.50	120.00
Akehurst	11 50	110.00
Ward	12.50	120.00
Rosette	11.50	110.00
Enchantress Supreme	14.00	135.00
Red—		
Victory	11.00	100.00
Merry Christmas	11.00	100.00
Good Cheer	11.00	100 00
Beacon	12.00	110.00
Thenanthos	11.00	100.00

M. C. GUNTERBERG
Wholesale Florist
Randolph & State Sts. Chicago, Ill.

CARNATIONS.

CARNATION PLANTS

Field-grown. Ready after Sept. 1.

	100	1000
White Wonder	$12.00	$110.00
White Enchantress	12.00	110.00
Matchless	11 00	100.00
Enchantress	12.00	110.00
Ward	12.00	110.00
Rosette	11.00	100.00
Thenanthos	11.00	100.00

WIETOR BROS.
Wholesale Florists
30 East Randolph St., Chicago

Carnations, rooted cuttings, Laddie, $75 per 1,000. F. Dorner & Sons Co., Lafayette, Ind.

CHRYSANTHEMUMS.

Chrysanthemums in all leading varieties. Write for list. Elmer D. Smith & Co., Adrian, Mich.

CYCLAMEN.

Cyclamen, 3½-in., fine stock, $30.00 per 100. A. Henderson & Co., 166 N. Wabash Ave., Chicago.

DAHLIAS.

Dahlias. Best new and standard varieties. Peacock Dahlia Farms, Williamstown Jct., N. J.

FERNS.

Ferns. Pot grown; shipped without pots. Boston and Scottii, 4-in., $3.00 per doz.; $20.00 per 100. 5-in., $4.80 per doz.; $35.00 per 100. R. Vincent, Jr. & Sons Co., White Marsh, Md.

Ferns. A splendid lot for immediate shipment. For varieties and prices see advertisement on front cover page of this issue. F. R. Pierson, Tarrytown, N. Y.

Fancy Ferns, special picked. C. A. Kuehn, 1312 Pine St., St. Louis, Mo.

FREESIAS.

FREESIA PURITY BULBS. Of a highly improved strain; very free-flowering. Stems unusually strong. If you have never grown our Freesias, you have never had the best.

Size	Per 1000
½ to ⅝ inch	$ 6.50
⅝ to ¾ inch	9.50
¾ inch and up	15.00

Order filled same day as received.

SEVIN VINCENT CO.
417 Montgomery St. San Francisco, Calif.

Freesias. Purity (Improved). ⅜-½-in., $6.00; ½-⅝-in., $10.00; ⅝-¾-in., $15.00 per 1000. Purity (Improved), Vaughan's Special Strain, ⅜-½-in., $7.00; ½-⅝-in., $12.00 per 1000. Vaughan's Seed Store, Chicago and New York.

FREESIAS.

Freesia Purity. ½-⅝-in., $9.50 per 1,000; ⅝-¾-in., $15.00 per 1000. S. S. Skidelsky & Co., 50 Park Place, New York, N. Y.

GENISTAS.

Genistas. Fine well grown stock, 3-in. pots, $15 per 100, $120 per 1000. C. U. Liggit, 303 Bulletin Bldg., Philadelphia, Pa.

GERANIUMS.

Geraniums. A special lot of fine stock, 2½-in., Ricard and Poitevine, $5 per 100; $45 per 1000; S. A. Nutt, $4 per 100, $35 per 1000; C. U. Liggit, 303 Bulletin Bldg., Philadelphia, Pa.

Geraniums, 75,000 at reduced price. Nutt, Castellane and others; extra strong plants, 4-in. 12½c; 3½-in., 9c; 3-in., 7½c; 2½-in., 4½c; 2¼-in., 3½c. L. J. ROWE, Titusville, Pa.

Geraniums. S. A. Nutt, $15.00 per 1,000. Albert M. Herr, Lancaster, Pa.

HEATHER.

Christmas and Easter Heather. Write for prices. A. L. Miller, Jamaica, N. Y.

IRISES.

Iris—Descriptive price list of 18 very best varieties in the trade, free to all applicants. HENRY C. ECKERT, Belleville, Ill.

Iris, one plant each 12 varieties, $1.00. L. F. DINTELMANN, Belleville, Ill.

IVIES.

Hardy English Ivy. Good strong 2-in. stock, $2.50 per 100; $22,50 per 1,000. R. Vincent, Jr., & Sons Co., White Marsh, Md.

KENTIAS.

Kentia Belmoreana. Average in 3 and 4 leaves, good strong plants out of 2¼-in. pots at $15.00 per 100. Prices on larger quantities on application. J. H. FIESSER, 711-741 Hamilton Ave., North Bergen, N. J.

MAGNOLIA LEAVES

Magnolia leaves; non-mouldy, flexible and of uniform size, $2.00 per carton; in 100-lb. cases, $22.00 per case. Ove Gnatt Co., La Porte, Ind.

ORCHIDS.

HASSALL & CO., orchid growers and raisers, Southgate, London, England. Cattleyas, Laellio-Cattleyas our specialty. One trial order solicited.

Cattleya—Orchids. All first-class stock. For varieties and prices see display advertisement elsewhere in this issue. Geo. V. Allen, Edgewood, R. I.

Orchids of all kinds, established and semi-established. Lager & Hurrell, Summit, N. J.

If You Do Not Find What You Need In Our Ready Reference Department, Write Us About It.

PALMS.

Palms, high class, and novelties in decorative plants. Robert Craig Co., Market and 49th Sts., Philadelphia, Pa.

PEONIES.

Peonies for florists. Strictly true to name, all in strong divisions with from two to five eyes each. For varieties and prices see display advertisement elsewhere in this issue. Vaughan's Seed Store, Chicago and New York.

Festna Maxima. Over 2,000 six year clumps, grown for quality of flower. Strong, healthy plants that will please your customers, at reasonable prices. WM. J. MACKENSEN, Yardley, Pa.

POINSETTIAS.

Poinsettias, true type, 2½-in. pot plants. For prices see display advertisement elsewhere in this issue. A. F. Longren, 4249 W. Monroe St., Chicago.

Poinsettias, true type, 2½-in. pot plants, $10.00 per 100. A. Henderson & Co., 166 N. Wabash Ave., Chicago.

PRIMULAS.

Primula Obconica. Assorted, ready now, $6.00 per 100; $50.00 per 1,000. Wm. F. Kasting Co., 568-570 Washington St., Buffalo, N. Y.

ROSES.

Roses, own root, 3-in. For varieties and prices see advertisement on front cover page of this issue. A. N. Pierson, Inc., Cromwell, Conn.

Winter-flowering roses. For varieties and prices see advertisement on front cover page of this issue. F. R. Pierson, Tarrytown, N. Y.

SEEDS.

Seeds, High Grade. We specialize in beans, carrot, lettuce, onion, parsnip, radish, salsify, spinach, named and mixed nasturtiums, and Grandiflora and Spencer Sweet Peas. Atascadero Seed Company, Atascadero, Calif.

Seeds. Burpee's Sweet Peas. Best winter flowering Spencers for Florists. For varieties and prices see display advertisement elsewhere in this issue. W. Atlee Burpee Co., Philadelphia, Pa.

Seeds. Sweet Peas for fall sowing. Spencer, Unwin and Grandiflora types. For varieties and prices see display advertisement elsewhere in this issue. Vaughan's Seed Store, Chicago and New York.

Seeds. Specialties in variety. Onion, carrot, beet, radish and parsnip. Contract prices mailed on request. R. C. McGill & Co., wholesale seed growers, San Francisco, Calif.

SEEDS. Vaughan's Giant Pansies. For varieties, descriptions and prices see display advertisement elsewhere in this issue. Vaughan's Seed Store, Chicago and New York.

Seed, Michell new crop flower. For varieties and prices see display advertisement elsewhere in this issue. Henry F. Mitchell Co., 518 Market St., Philadelphia, Pa.

Seeds, Cyclamen, pansy and sweet pea. For varieties and prices see advertisement on front cover page of this issue. S. S. Skidelsky & Co., 50 Park Place, New York.

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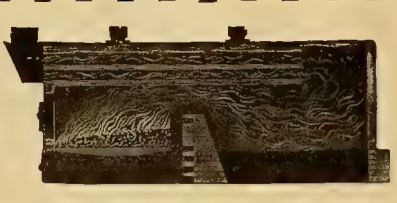

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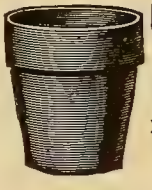

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Vol. LIII. CHICAGO AND NEW YORK, SEPTEMBER 6, 1919. No. 1631

THE AMERICAN FLORIST

ESTABLISHED 1885

Copyright 1919 by American Florist Company.

Entered as Second Class Matter Nov. 11, 1891 at the Post Office at Chicago, Illinois, under act of March 3, 1879.

PUBLISHED EVERY SATURDAY BY

AMERICAN FLORIST COMPANY,

440 S. Dearborn St., Chicago.

Long Distance Phone: Harrison 7465.

Registered Cable Address: Ameflo, Chicago.

Subscription, United States and Mexico, $1.50 a year; Canada, $2.00; Europe and Countries in Postal Union, $2.50. Volumes Half Yearly From August 3, 1901. Single Copies, 10 cents.

Address all correspondence, subscriptions, etc., American Florist Co., 440 S. Dearborn St., Chicago

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The thirty-sixth annual convention will be held at Cleveland, O., August, 1920.

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Next annual meeting, Cincinnati, O., September 24-26, 1919. Officers: W. H. ATKINSON, River view, Trenton, N. J., President; W. B. JONES, Highwood, Pittsburgh, Pa., Secretary-Treasurer.

CHRYSANTHEMUM SOCIETY OF AMERICA.

Next annual convention and exhibition New York, November 1919. WM. W. VERT, Greenwich, Conn., President; C. W. JOHNSON, 2242 W. 109th Street, Chicago, Secretary.

AMERICAN PEONY SOCIETY.

Next annual meeting and exhibition, Reading, Pa., June, 1920. LEE R BONNEWITZ, Van Wert, O., President; A. P. SAUNDERS, Clinton, N. Y., Secretary.

SUGGESTIONS FOR PLANT GROWERS.

Anemone Japonica.

One of the finest fall perennials is the Anemone japonica, which is now in bloom, and if it is not included in the growers' stock at present, it should be procured. There are both white and pink, but for general use the former is to be preferred. Where the plants are in bloom a framework should be built over them that heavy cloth may be drawn over and protect them from the early frosts, and they will bloom for some two or three weeks yet. If it is desired to increase the stock, a plant can be lifted and the roots cut into several pieces about an inch long and the pieces inserted in the propagating bench and they will root in about four weeks. Put them in 2½-inch pots and when the roots have spread into the soil the pots can be placed under a bench and run dry until spring, when they should be potted in 3-inch pots and grown on until all danger of frost is passed and then planted out.

Cleaning Up After Frost.

Every spring, from all sections of the country, come reports of the great amount of damage being done by cut worms in the fields of many growers, and as they are very difficult to combat in the open ground, a great loss is consequently the result. While the cut worms are unsuccessfully fought in the spring, they can be overcome by a little labor spent in the fall. The moths lay their eggs in the fall on any vegetation that is left, either weeds or the refuse of the crops that is allowed to remain on the ground either standing or lying around. It is therefore clearly understood that the best thing to do is to clean up the field of all vegetation and burn it up or cover it with soil and make manure of it, and then plow the ground and turn under any small weeds that might harbor the eggs. Deep fall plowing pays anyway in the crop for the succeeding year, improving the soil, and if this small amount of work will get rid of the cut worms it will amply repay for all the labor and expense. Many use this old rubbish for the covering of tender stock, but leaves and straw are far preferable for this purpose. The vegetation that is left after being killed by the frost is too full of water and will lie too close, and after the fall rains, will make too compact a mass upon the plants which it is intended they should protect, and as the freezing weather comes on become a solid mass of ice. It is much better to put all this rubbish in a compost pile and cover it with earth. The fermentation will kill all the insects and their eggs, and it will make fine manure for pot culture, or if this is not done dry it out thoroughly and burn it. The appearance of the ground will be improved, the soil benefited and the worms killed by giving the field a thorough cleaning and plowing.

Bouvardias.

As the weather becomes cooler the pinching back of bouvardias should cease and the flowering shoots be allowed to grow. The plants should be well established in the bench or pots and making good growth. Give them a cool, light situation and with all the ventilation possible; these plants are of cool nature and relish plenty of good fresh air. If grown too warm, bouvardia soon becomes infested with insects and stops flowering, and the plants are quickly ruined. Keep the soil free from weeds and well stirred on the surface, and be careful not to overwater until the roots have filled the soil. Keep a lookout for both aphis and red spider; the aphis quickly cover the soft, tender growths, and if the weather is warm the plants become quickly infested with spider. Constant syringings and frequent fumigation is necessary to keep these pests in check and insure a good crop of flowers. Keep the plants tied up in shape that the stems may be straight and erect.

Hydrangeas.

The hydrangea plants in the field should be now potted and made ready for winter quarters. If the plants have still a strong succulent growth they

can be left standing out where the wood will be given a chance to ripen off. After potting they should be given a good watering that the soil may be settled around the roots, but after that the plants should be sparingly watered. The main object at this time is to harden the plants off and ripen them up. Never mind if the foliage wilts to some extent, for it is desirable that this should all drop off before storing away for the winter. A few frosts will be of benefit, but as the weather is uncertain they should be placed in a position where they can be conveniently covered and protected from a severe freeze. While it is desirous to harden up the wood and plump up the flowering bud, yet too hard a freeze will kill the bud. As soon as well ripened they should be placed in cool quarters where they will remain dormant until it is time to start them.

National Botanic Garden Extension Plan.

Extension and beautification of the national botanic garden, Washington, D. C., will be one of the first pieces of legislation of a general character considered by congress, after the cost of living, railroads, league of nations and relief of soldiers have been disposed of. Senator Moses of New Hampshire, who is a member of the committee on the library, which has jurisdiction over the botanic garden, introduced a bill on the opening day of the session for the extension of the garden, to take in park areas and other unimproved land to the west and south of the present site and for extensive beautification.

The entire square west of the present garden is serving no useful purpose and could be improved, making it not only a beauty spot but of lasting value to the government and of incalculable educational value, Senator Moses says, by authorizing the botanic garden to spread over into that space. It is also proposed to have the propagating houses, the behind-the-scene workshops of the garden, extended to take in some of the adjacent land now occupied by unsightly shacks. Many members of congress are anxious to see these improvements put through and have promised their heartiest support when the bill is reported out of committee.

EAST ST. LOUIS, ILL.—Burglars entered the flower shop of Grimm & Gorly, August 24, but were frightened away without finishing their depredations.

LANCASTER O.—The range of M. M. Miesse, one of the oldest established in this vicinity, has been purchased by R. M. Yoder of Harberton, O.

FORT DODGE, IA.—The range of R. P. Atwell was damaged to the extent of $1,000 when the houses were struck by a cyclone August 15.

ST. CATHERINES, ONT.—The St. Catherines Horticultural Society will hold its autumn exhibition of flowers and fruit, September 11.

MANISTEE, MICH.—Ralph Southerton, of Highland Park, Ill., has purchased the Clarkson Greenhouse on West River street.

LORAIN, O.—L. J. Henes, well known florist of this city, is erecting a new building on Park avenue.

PORTLAND, ORE.—Crout & Wilson are adding one house, 30 x 100 feet, to their establishment.

THE RETAIL TRADE

Conducted by Robt. Kift, Phila., Pa.

Water Lilies and Gladioli.

The accompanying illustration is of a spray of real summer flowers, water lilies and gladioli. These have been very artistically arranged; good, long privet sprays and fancy nephrolepis were used as green. It is a double spray, each half separately constructed and then tied together at the stems, and filled in with greens, flowers and a bow of good chiffon. It is about four feet in length, and was made to lay on a casket. The water lilies are the large white, which when full blown, as used in this piece, are very showy. This combination is only to be sent for an early afternoon funeral, as towards night the lilies would close. This can be avoided in a measure by tying back the green calyx, and also cutting or making incisions into the base of the flower. This spray would have been even more effective had the gladioli been full open. It was arranged by T. Nelson Gieger, a prominent retailer of Philadelphia, Pa.

Next Week in the Flower Shop.

It is good policy at this time to make the most of the outdoor flowers, using them in decorative effects in the store and window. Golden Glow or rudbeckia is at its height, and when arranged with oak leaves, or some of the tall grasses, in vase stands or vase baskets, is very conspicuous.

Hydrangea paniculata can be had in quantity from now until frost, and nothing is more showy and useful. As it later on takes the various autumn tints, it is available for many color combinations. Many retailers find these tinted heads of bloom very good stock to handle when properly cured and lay in quite a stock for winter house decoration. Many customers have bowls and vases on top of cases or on mantels, which they fill, year after year, with these, and other prepared berried branches, grasses, plumes, etc.

A handsome window piece at this time is a choice wreath of purple asters. It can be made larger with the same flowers, if they are used to decorate a well made prepared magnolia crescent or full round wreath. If a crescent form, arrange all the flowers in a cluster in the full or wide portion, or use some to form a tapering spray to extend down one side nearly to the narrowest center. White gladioli may also be used in connection with the asters. A well made purple bow of ribbon or chiffon gives a good finish.

A border of green around the window on the tiles, close to the glass, makes a nice appearance. Narrow boxes, not over three inches in width, painted green, filled with lycopodium, will thrive here, even in very cold weather.

SMALL FIGURE VASE WITH ASTERS.

DOUBLE SPRAY OF WATER LILIES AND GLADIOLI.
Arranged by T. Nelson Geiger, Philadelphia, Pa

They may even freeze to the glass, but when thawed out, appear to be none the worse for it.

Summer cosmos is now at its best, and is good stock for table decorations, particularly for home consumption, where many do not think the dinner is ready until the vase of flowers is seen in the center. The new semi-double varieties in their various shades of color are beautiful; the white and light pink are useful in spray work, used either by themselves or in connection with other flowers. This is one of the best florist flowers of recent introduction.

Now that the schools are opening their fall and winter sessions, summer residents from out of town will be returning home, and the first opportunity should be taken to let the customers known that the store stands ready and is anxious to serve them. A neat "Opening of the Season" circular should go out, not later than September 15. A "Welcome Home" box of just a few choice dahlias or other fall flowers is sure to be appreciated, and a note or perhaps a personal call to express thanks, generally follows. While there may not be immediate orders, it is quite certain that the store will be kept in mind when anything is wanted.

A fair stock of table ferns is now to be carried, as one of the first orders is for a refilling of the fern dish. A little printed card with directions for the care of this table ornament to be sent out with each order is taken as an evidence of good will and a desire to have them do well. Be particular to state that they should always be placed next the window, between the lace curtains and the glass, when not needed for use on the table.

A printed label or notice, containing directions for the proper care of cut flowers, should be pasted inside the lid of all cut flower boxes. Many persons do not know that it is necessary to have the proper amount of water in the vase, or that the flowers should not stand in the sun, or too close to the register or radiator or in a draft, or allowed to remain in the box in a warm room, or even in a vase over night. The danger of long stems in shallow vases should be pointed out, and how to revive flowers wilted from any cause, by wetting them, wrapping in wet paper, and placing the stems in deep jars of water in a cool place over night Such directions may be printed on a slip of paper or card and placed in the boxes, and perhaps be more certain to be seen than when inside the lid, but also not so certain to be placed in every box.

Dahlias are fast coming to the front. Plans should be made to use them to the utmost in the height of their season, the last weeks of September and up to October 10. Some of the select or special flowers are choice enough for the very best table decorations, or to sell as loose cut flowers. They should command good prices, as it was demonstrated last year that people will pay well for choice flowers. Local advertising campaigns should boost the dahlia, so as to create as large a demand as possible.

Outdoor Cut Flowers for Summer.

From the time of the first candytuft or feverfew, in the early spring, until the frost finishes the last of the hardy pompon chrysanthemums, there can be in the well planted commercial flower garden, a continuous supply of cut bloom, which, if it has quality, will find a ready market the entire spring, summer and fall.

The ground for such a garden should be well drained, the soil rich, or given good mulchings of manure in the fall. Most important of all, and absolutely necessary, is an overhead watering system, so that at no time shall the plants suffer in this respect.

In every community throughout this broad country, there are thousands of dollars of loss through lack of this great labor saving watering system. Again and again does the grower look despairingly over his fast fading crops and up to the sky for rain; one hot day is succeeded by another for a week at a time with further loss to the stock. His dealer calls repeatedly, telling of the high prices and urging shipments, which he is unable to send.

It is, of course, somewhat expensive to install such a system, but when once in place, it is there to stay, a permanent improvement that will return a better interest than any other utility on the place. In fact, the crops can be controlled almost the same as if growing under glass.

A portion of this garden can be brought into profit even as early as the first of the year, when sprays of the pussy willow are forced into salable condition, and a supply kept coming on until spring. Well-budded pussy willows, in lengths from six inches to three or four feet, meet with a good demand the entire season. Willows will easily respond to culture and judicious trimming, producing straight shoots of any desired length. In forcing, every bud can be brought to good size, and will then, when well graded and bunched, bring the best market prices.

Forsythia can be brought in from February 1, and until it is in flower outside, is the best seller of the forced shrubs. It should be encouraged to throw up straight, single shoots, which when well grown, flower freely their entire length.

The earliest of the soft wooded stock can be hurried a week or two by being wintered or started in frames. Candytuft and cornflower, from the frame, have an advantage of 10 days or two weeks over that grown in the open ground, which means much greater returns. The outside stock of these varieties then follow. Duetzia, spiræa and double flowering almond will also be cutting, which shrubbery will be quite an important item. White and pink Dorothy Perkins rose sprays are good stock at this time. Then comes the hardy Delphinium Belladonna and others of its type.

The white Hydrangea arborescens is ready the last of June, and is very useful. Some of the varieties of the herbaceous phlox are splendid for cutting. Gaillardias, with their gay orange and red colored flowers, are very showy.

Shasta daisies are also one of the best sellers. Several rows of selected stock zinnias will add a much needed variety. The annual larkspur, which flowers from the middle of July, on, is a good addition.

All during August, the Hydrangea paniculata, is one of the best things in its season. By pinching some of its first flower buds, its period of bloom is prolonged. Clematis paniculata, with its lovely lace-like sprays, is sure to find purchasers at this time. Gypsophila paniculata flowers in July and August, and easily finds a place for itself, as it is a good mixer for everything.

Many of the stocks mentioned will take on a second growth and flower during September. Early in October, the first of the hardy pompon chrysanthemums will be in, and from then on until frost, will furnish one of the most prifitable crops of this outdoor garden. Success with all this class of flowers is best secured by intensive culture, disbudding, careful trimming out of superfluous shoots, etc. Mulching with straw or salt hay at times, prevents heavy rains from soiling the flowers. There are many other good selling stocks that could be added to this list, such as snapdragons, salpiglossis, pyrethrums, etc., all of which would find a ready sale.

It is especially necessary that the greatest care be exercised in the cutting, bunching and preparing the stock for market. There is as much skill in marketing flowers, as in growing them. Cut right, properly bunched, cured and placed on the market in time to meet the early morning demand, adds greatly to their selling value. More growers fall down in this respect than in any other, as they do not seem to appreciate the value of neatness and finish in their bunches, which are just as easy to put up, as when done carelessly. The topped off strawberry box looks inviting, and is quickly sold, while others of the same lot, just as good, are passed over.

Half an acre to an acre, or two acres or more of garden planted with the varieties of stock above mentioned, will keep the mill going during the dull summer season when the revenue from the houses is at its lowest ebb.

Why He Struck Out.

In the good old days, months ago, a baseball player turned up at the game with a load on. When he went to bat, he said to the umpire with a silly smile: "I see three bats and three balls. What am I—hic—to do?"

"Hit the middle ball," said the umpire. But the boozy batter struck out.

"Hang it, Bill," said the captain, "why didn't you hit the middle ball, as the umpire told you?"

"I did," replied Bill with an injured air, "only I hit it with the—hic—outside bat."—Boston Transcript.

BARABOO, WIS.—Timely discovery of a fire at the range of E. T. Ross, prevented serious damage, the result of spontaneous combustion in soft coal screenings. The loss amounted to about $1,000, confined principally to the office.

EVANSTON, ILL.—The flower shop of John M. Weiland was entered recently by burglars who secured a small amount of cash.

American Ass'n of Park Superintendents.

The opening session of the American Association of Park Superintendents' twentieth annual convention, as briefly outlined in last week's issue, page 356, was held at Hartford, Conn. After the preliminary business had been disposed of, George A. Parker, superintendent of the Hartford park system, made an extended address on the beginning of the parks in that city. He said that the site of Bushnell park, the first established, was bought with money raised by taxation. He mentioned Frederick Law Olmstead, former superintendent of Central park, New York, who was a member of a firm that laid out the Hartford parks. He also spoke highly of Theodore Wirth, former superintendent of Elizabeth park, and now head of the park system of Minneapolis, Minn.

After the meeting, the delegates were taken in automobiles through Pope

Croix de Guerre.

Presented by Members of the Society of American Florists to Wm. F. Gude, Washington, D. C., at the Detroit Convention, Aug. 19-21, 1919.

park, and then to Goodwin park, where they were served with a sheep bake. Further trips were taken to Colt and Keney parks. Of the latter alone, any city might well be proud. The wide extent, and its beautiful areas of forest and meadow, cannot fail to create admiration. After leaving Keney park, the party visited the gardens of the Goodwin estate, which are under the supervision of John F. Huss. Among the many good features of this estate, the finest, that is privately owned, in Hartford, is a rare collection of hardy ferns. Elizabeth park was next visited. The leading feature of this park is its rose garden, and though the rose season is about ended, quite a number of the last roses of summer were found, not "blooming forlorn," but quite attractive. A bountiful supper was served in the pavilion, after which there were addresses by Acting Mayor Alton, Hon. Charles E. Gross and H. H. Goodwin. Mr. Gross gave an extended statement of the labors and difficulties encountered in perfecting the park system.

On the morning of the second day, an early start was made from Hartford for New Britain, where Walnut Hill park was visited, and later the state park on West Peak, where luncheon was served. Other parks and points of interest in Wallingford and North Haven were included in the itinerary, the party reaching the Hotel Garde, New Haven, in the evening. Here a business session was held after supper had been served and the following officers were elected: J. W. Thompson, Seattle, Wash., president; H. W. Busch, Detroit, Mich., vice-president; Emmett P. Griffin, East St. Louis, Ill., secretary-treasurer. Directors: George H. Hollister, Hartford, Conn.; L. P. Jensen, St. Louis, Mo.; George W. Hess, Washington, D. C.; C. A. Bossen, Minneapolis, Minn.; Lionel Evans, Youngstown, O.; E. R. Mack, Wilmington, Del.; Louisville, Ky., was selected as the meeting place in 1920. The affairs of the association were shown to be in an encouraging condition. Twenty new members were added to the roll at the convention.

A short session was held in the chamber of commerce, New Haven, on the morning of the third day of the convention, George H. Hollister, of Hartford, again presiding. There were addresses by A. D. Fitzgerald, mayor of New Haven, Theodore S. Woolsley, president of the park board, and Colonel N. G. Osborne. There was also a discussion of Plant Quarantine No. 37. Wallace R. Pierson, Cromwell, Conn., spoke in favor of the embargo and for co-operation with the federal horticultural board. John W. Duncan, of Spokane, Wash., spoke in opposition to the measure. There was no test vote, but it is believed that the majority of those present are not in favor of plant exclusion.

After the morning session, the visitors, as the guests of Park Superintendent Amrhyn and other business men of New Haven, took automobiles for a tour of the parks and other points of interest. An important work is being carried forward in the park system, by the construction of locks that will keep back the tide-water, and thus reclaim a large area of land that has been periodically flooded. This work was visited. Then, by what to some of the old landscapers used to call a "serpentine" road, the party was taken to East Rock park, far above the city. Here there is an imposing monument, erected in honor of the soldiers that fell in the wars of 1812 and 1861-65. An ample luncheon was served in the pavilion. West Rock park was also visited, where there is a natural curiosity in the shape of a great mass of rock, different from the surrounding strata, that must have been carried there by an iceberg, some time before Connecticut was discovered and settled. The famous "Yale Bowl" was visited. To regular football fans, it is doubtless familiar, but to most of us, it was something new. An amphitheater that can seat over 75,000 people is not an ordinary sight.

CONVENTION NOTES.

Lovers of rugged scenery visiting East Rock park and West Rock park, New Haven, might sing with Lord Byron:

"Away, ye gay landscapes, ye gardens of roses;
In you let the minions of luxury rove;
Restore me the rocks where the snowflake reposes,
For still they are sacred to freedom and love."

Among so many good men, it was easy to find a good one for president,

MEMBERS OF AMERICAN ASSOCIATION OF PARK SUPERINTENDENTS AT HARTFORD, CONN., AUGUST 26, 1919.

and the convention made an excellent choice, and a worthy one. As secretary-treasurer, President-elect Thompson has been a clever and efficient officer, and his journey all the way from Seattle, shows his interest in the association.

One of the interesting delegates was John Henderson, superintendent of Mount Royal park, Montreal, Canada. He was accompanied by Mrs. Henderson. They are in mourning for a son, killed in the late war. They state that there are but few families in Montreal that have not had similar affliction.

When Harry G. Evans, secretary to the board of park commissioners of Louisville, Kentucky, gets back home, the citizens should give him a banquet and a medal. "The next convention at Louisville" was his slogan, and he never wearied; so at Louisville it will be.

New York was well represented by J. V. Burgevin, E. A. Miller and Herman Merkel and others. E. A. Miller can talk well, so can Herman Merkel, and in addition, it is said that he knows the languages of all the the animals in Bronx park.

Wallace R. Pierson, of Cromwell, Conn., attended the session held at New Haven, August 28. Whether or not one agrees with him, it must be acknowledged that he always has something interesting to say, and this occasion was no exception.

Hartford and New Haven vied with each other, in a friendly way, in showing the visiting delegates a good time. Both cities were favored by excellent weather, and both made a great success of their entertainments.

At Hartford, Superintendents Parker and Hollister were indefatigable entertainers and they kept right on to New Haven. At New Haven, Superintendent Amrhyn and his staff were none the less active.

A feature of Hartford, not previously mentioned in these notes, is the beautiful state capitol, and surrounding lawn, trees and shrubbery. All are object lessons for building and landscape architects.

Alexander Cumming, formerly of Elizabeth park, Hartford, now with the Cromwell Gardens, attended both the Hartford and New Haven meetings.

J. F. Foster, Chicago.
Pres. American Ass'n of Park Superintendents.

Secretary-treasurer-elect Griffin has had experience as a director of the association, and will doubtless make good, as he is quick and clever.

We were glad to meet an old friend in the person of J. W. Duncan, formerly of Boston, now superintendent of parks, Spokane, Wash.

Many friends would have been glad to have seen the genial Theodore Wirth, but he was ably represented by his assistant, C. A. Bossen.

Vice-president-elect Busch was literally a noteworthy figure, for he is tall and well proportioned, has a fine face and a level head.

If you have never seen the famous "Yale Bowl" at New Haven, you have missed something worth seeing. It is a work of art.

At the New Haven meeting, Quarantine No. 37 came in for some hot shot; it also had some defenders.

THE ATTENDANCE.

The following were among those in attendance:

E. Alther, Quebec, Ont.
Gustave X. Amrhyn, New Haven, Conn.
Albert Bieschke, Noroton, Conn.
C. A. Bossen, Minneapolis, Minn.
J. V. Burgevin, New York.
H. W. Busch, Detroit, Mich.
Henry Cliffe, Bridgeport, Conn.
L. D. Cox, Syracuse, N. Y.
Alex. Cumming, Cromwell, Conn.
S. W. Dixon, Hartford, Conn.
W. G. Doolittle, Minot, N. D.
J. H. Douglas, Lowell, Mass.
John W. Duncan, Spokane, Wash.
W. H. Dunn, Kansas City, Mo.
Philip Edinborough, Lincoln, Neb.
Harry G. Evans, Louisville, Ky.
Lionel Evans, Youngstown, O.
Henry Geiger, New York.
Emmett P. Griffin, East St. Louis, Ill.
C. H. Hager, Toledo, O.
Chas. Haible, Newburgh, N. Y.
John Henderson, Montreal, Que.
B. S. Herrington, Boston, Mass.
George H. Hollister, Hartford, Conn.
J. F. Huss, Hartford, Conn.
E. C. Jewell, Elmira, N. Y.
John W. Kernan, Lowell, Mass.
C. P. Keyser, Portland, Ore.
E. L. Kingsley, Minneapolis, Minn.
J. C. Knowlton, New Haven, Conn.
S. R. Lambourne, Salt Lake City, Utah.
Raymond W. Lawson, Attleboro, Conn.
J. J. Levison, Sea Cliff, N. Y.
J. H. Lowry, Indianapolis, Ind.
E. R. Mack, Wilmington, Del.
G. E. McKinley, Flint, Mich.
H. W. Merkle, New York.
Edward A. Miller, New York.
H. J. Neale, New Orleans, La.
J. F. Neil, Chicago.
A. V. Parker, Hartford, Conn.
George A. Parker, Hartford, Conn.
R. L. Parker, Hartford, Conn.
J. L. Phillips, Chisholm, Minn.
A. N. Robinson, Bronxville, N. Y.
A. N. Robson, Crestwood, N. J.
D. F. Roy, Marion, Mass.
R. A. Shaner, New York.
J. A. Spurrier, Eveleth, Minn.
Alex. Stuart, Ottawa, Ont.
D. J. Sweeney, Schenectady, N. Y.
J. W. Thompson, Spokane, Wash.
A. M. Turner, Northfield, Conn.
J. F. Walsh, New York.
R. B. Wainwright, New Britain, Conn.
Antoine Wintzer, West Grove, Pa.
Walter Wright, Chicago.
M. J. Zartman, New York.

The Ladies.

Mrs. Gustave X. Amrhyn, New Haven, Conn.
Miss Althea Busch, Detroit, Mich.
Mrs. H. W. Busch, Detroit, Mich.
Mrs. W. H. Dunn, Kansas City, Mo.
Miss Margaret J. Evans, Youngstown, Ohio.
Mrs. Lionel Evans, Youngstown, Ohio.
Miss Sarah Evans, Youngstown, Ohio.
Mrs. S. W. Govier, Chicago.
Mrs. C. H. Hager, Toledo, Ohio.
Mrs. Geo. H. Hallister, Hartford, Conn.
Mrs. John Henderson, Montreal, Canada.
Mrs. Geo. H. Hollister, Hartford, Conn.
Miss Una E. Keith, Bridgeport, Conn.
Mrs. C. P. Keyser, Portland, Ore.
Miss S. R. Lambourne, Salt Lake City, Utah.
Miss Margaret J. Lewis, Youngstown, Ohio.
Mrs. J. F. Neil, Chicago.
Mrs. R. L. Parker, Hartford, Conn.
Mrs. A. V. Parker, Hartford, Conn.
Miss Dorothy Parker, Hartford, Conn.
Mrs. D. F. Roy, Marion, Mass.

A. F. F.

National Association of Gardeners.

As announced in our issue of last week, page 325, the National Association of Gardeners met in annual convention in the Hollenden hotel, Cleveland, O., the opening session as previously reported being called to order at 2 p. m., August 26. In the evening J. Otto Thilow, Philadelphia, Pa., gave his beautiful and entertaining illustrated lecture on the "Flora of Hawaii" in the large ball room of the hotel, which proved an interesting feature of the convention.

At the morning session of the second day, the principal speaker was Sydney B. Wilson, vice-president of the Associated Advertising Clubs of the World, and he ably presented an interesting and difficult topic, "How Can Gardeners Best Advertise Their Profession." The practical suggestions offered will no doubt be acted upon. Then followed the nominations for officers for ensuing year as follows: President, L. P. Jensen, St. Louis, Mo.; vice-president, "Booster" McIntosh, of Minnesota; P. W. Bopp, New York, and J. H. Francis, Ohio; treasurer, Thomas W. Head, Illinois; secretary, M. H. Ebel, New Jersey. Trustees: Peter Duff, W. H. Waite and Arthur Smith, New Jersey; Robert Weeks, Ohio; Wm. H. Griffiths, Michigan, and Ernedt Guter, Pennsylvania. The morning session closed with a general discussion on proposed co-operation between country estate owners and the association. This, however was finally postponed to be taken up the following day.

At 1 p. m. luncheon was tendered the delegates by the Cleveland committee and was served on the same floor as the ball room. The visiting ladies, some fifteen in number, were entertained at a theatre party at the Hippodrome, while the men were taken on a tour of the parks, stopping at the country estates of F. F. Prentiss, where R. P. Brydon is superintendent, and at S. L. Severance's. Arthur Brown is in charge here and he was pleased with the many complimentary remarks made. There are 90 acres of lawn to be kept in condition, and it was in condition, too. There was a very large kitchen garden, a large and beautiful flower garden, terraces, sunken parterre, Shakesperian garden and six greenhouses in excellent order. H. V. Horwath, landscape architect, was on hand to receive the guests, and the rare trees and shrubs elicited very favorable remarks by the experts present. Mr. Prentiss's estate came in for its share of favorable comment, also.

The banquet was held at the Hollenden at 8 p. m. About 150 were at the tables. Philip Foley, of Chicago, acted as toastmaster and failed not with his usual assortment of bon mots. Congressman M. L. Davey gave a lengthy talk on the beauty of flowers, and especially on the patriotic duty that today faces the gardeners of America. A musical program of popular airs, jass music, and old time songs was rendered while the banquet was in progress.

The principal feature of the session Thursday morning, was in the election of officers, which resulted as follows: L. P. Jensen, St. Louis, Mo., president; M. McIntosh, Minnesota, vice-president; Thomas W. Head, Lake Forest, Ill., treasurer; M. C. Ebel, Madison, N. J., secretary. Trustees: Peter Duff, Wm. H. Waite, Arthur Smith, Robert Weeks, and Wm. H. Griffiths.

Mrs. Ella Grant Wilson then offered the association a slogan which she supported with a short talk. Her idea was that "Make America Beautiful" said for the gardeners what the florists' slogan, "Say it with Flowers," represented to the latter. The whole essence of the life work of the National Association of Gardeners is to "beautify America," so make it assertive. Make it emphatic. "Make America Beutiful." Use it as a trade mark. Use it in all correspondence. She hoped it would prove as great a boon to the gardeners as "Say It With Flowers" has been to the florists.

After a discussion of Quarantine No. 37, the association adopted the same recommendations as the Society of American Florists did last week in Detroit. It was referred to the service bureau for action.

Mr. Preston of the federal board for the vocational training of disabled soldiers spoke at the session. He made a plea for the gardeners to use as many of these boys as they could, stating that the government would stand the expense of training and equiping them to enable them to do the work. M. C. Ebel, P. W. Popp, and W. J. Sealey were appointed a committee to work in conjunction with the government in carrying out this matter as far as practical.

A general discussion took place about financing of the project. It was sug-the proposed service bureau, and the gested that employers be asked to take out sustaining memberships as they could easily secure gardeners by belonging to the association. M. C. Ebel urged co-operation between landscape architects and gardeners, and said it would work for the betterment of both.

The convention then adjourned and luncheon was served in the Lounge. Congressman M. L. Davey here gave his address on "The Future of Horticulture." Among other things, Mr. Davey spoke on Quarantine 37. After giving a clear insight into the workings of a congressman's heart, he said that the thing to do to get impartial and just action on Quarantine 37 was for each man to write to his congressman, asking for a hearing before the agricultural committee before congress.

The bowling contest took place at the Calumet alleys and resulted in the Lake Forest team coming in first, New York second and Cleveland third.

The local committees in charge of arrangements were:

R. P. Brydon, general chairman; J. H. Francis, secretary.

Entertainment—W. E. Cock, T. M. Rowe, H. P. Rapley, R. Poole.

Finance—J. Fisher, L. Webb, T. M. Rowe.

Hotel Reservation and Registration—J. Fisher, P. Longland, H. Rapley.

Banquet—W. E. Cook, J. Hamilton, A. Brown.

CONVENTION NOTES.

Carl Hagenburger, Mentor, O., decorated the stage with palms, ferns and cherries. He also had a fine display of the Cleveland cherry and Oregon Queen. A beautiful specimen of Rhapsis flabelliformis, which was 11 to 12 feet high and in a 24-inch tub, was placed in the center of the lobby of the hotel and was greatly admired for its perfection. This was also exhibited by Carl Hagenburger.

The only woman delegate present—in fact, the only woman member of the association—was Mrs. J. MacMahan of Tuxedo Park, N. Y. She is the only superintendent of an estate, and has charge of the Geo. F. Baker property, containing some 40 acres, and manages not only the kitchen garden, but some 7,000 feet of glass. When her husband died, she took his place and has conducted it to the satisfaction of Mr. Baker ever since. She has two daughters, one a high school teacher and the other still in school. Mrs. MacMahan specializes in orchid growing.

An interesting display was the I. J. Grullemans Co., exhibit of Gladiolus primulinus. The exhibit contained pure yellow as well as pure white, and a large collection of other shades. They have some 40 acres devoted to gladioli and expect some good results from hybridizing that is now going forward on the farm. Their nurseries are located at Avon-on-the-Lake, O.

The exhibit of John Davey, the tree doctor, of bugs and insects, both live and dead, proved to be of great interest to all the gardeners and elicited much comment. Cross sections and pieces of bark showed the deadly result of insect work. Professor Sharer and Mr. Hollister were in charge of the exhibit.

E. G. W.

Dahlia Show at San Francisco.

The chief attraction in floral circles in San Francisco, Calif., during the week of August 17 was the dahlia exhibition of the Park Presidio Dahlia Society of that city, which attracted large numbers of dahlia enthusiasts. The show was officially endorsed by the Dahlia Society of California. F. C. Burns and A. Twitchett acted as judges and their decisions were received with general satisfaction. Golden Gate park staged a very creditable display of all the standard varieties. Many of the new sorts were also on exhibition. R. C. McWhirter, proprietor of the Star Dahlia Gardens, made a very large and varied showing. Probably the best in his exhibit was his new seedling, Princess Pat. The flowers shown were of great size and substance. It looks like a good commercial variety. The Steinway Terrace Dahlia Gardens, of Oakland, staged another interesting group. Jean C. Hill, the owner, is deserving of much praise for the fine quality of the stock shown. The exhibit of the Sea Cliff Dahlia Gardens was very extensive and was staged in excellent shape. J. W. Davis also made a splendid showing, his flowers being unusually good. A. Twitchett staged some good stock not for competition. Mrs. Edna Spence, of Oakland, made an interesting display of many of her own varieties. A. Hodgkins' exhibit was of the highest quality and tastily arranged. Much credit is due Philip Werner for his untiring efforts to make the show the great success it proved to be. Due to other business cares, his usual fine exhibit was missing this year, but he will double his efforts next season. The awards were as follows:

Best collection—Alexander Simpson, first; H. T. Hennig, second.

Best window display—A. McCormick.

Best collection cactus varieties—H. T. Hennig, first; H. M. Smith, second.

Best collection, decorative—H. T. Hennig, first; A. McCormick, second.

Best collection, peony varieties—A. Simpson, first; H. T. Hennig, second.

Best collection pompon varieties—H. T. Hennig, first.

Best collection collarette varieties—H. M. Smith, first; A. Simpson, second.

Best vase, singles—H. T. Hennig, first.

Best three red—H. T. Hennig, first; H. M. Smith, second.

Best three yellow—H. T. Hennig, first; H. M. Smith, second.

Best three pink—H. T. Hennig, first.

Best three cactus—Ernest Westerlins, first; H. T. Hennig, second; A. Simpson, third.

Best collection originated in California—A. Simpson, first; H. T. Hennig, second.

Most artistic basket of dahlias—Ernest Westerlins, first; H. M. Smith, second.

Included in the prizes were a number of handsome silver cups, among the donors being C. C. Morse & Co., the Hallowell Seed Co., the Dahlia Society of California, Frank D. Pelicano and Cypress Lawn cemetery.

After inspecting all of the new varieties, it was the opinion of the most critical enthusiasts that Dr. Frank Tevis, Frank Pelicano's seedling, was by far the best dahlia shown in the exhibition.

JAMES T. LYNCH.

National Publicity for Flowers.

With the enthusiasm expressed at the Detroit convention of the society over the very excellent results forthcoming from the publicity campaign, the promotion of the fund of $100,000 should take on new life. Nobody now has any doubt as to the efficiency of the campaign, and the collection of the fund simmers down to the florist's own conscientious thought as to how much he shall give. Our workers fully believe that every florist intends to pay his way into this marvelous project for the stimulation of his business, and if you, Mr. Reader, have not already subscribed, rest assured that your subscription is expected.

Your secretary was delighted a day or two after his return to New York from the convention, to receive the following letter from one of the "bright lights" in the trade: "Making good my promise of a year or so ago, of contributing to the publicity campaign, I am sending you a check for $500 for the publicity committee. You are surely doing good work, and I admire your zeal. Cordially yours, H. H. Battles, Philadelphia, Pa."

The florist who is wondering what amount he should subscribe need not hesitate. If he thinks later that he has "under-subscribed," he can very easily make an additional subscription. Such additional aid is weekly to be noted in the list which our good friends, the trade papers, publish in practically every one of their issues.

We have more than once called attention to the value of community effort in raising subscriptions to the fund. It is only fitting that we should give an instance of what a little effort can produce in this direction: J. W. Grandy, the Norfolk, Va., retail florist, was a little piqued over the small showing made in our published subscription list by the florists of his state, and made it his duty to stir things up a bit, with the result that he increased the four year subscriptions about one thousand dollars. There are many of us in other communities who could do the same. No longer need there be the feeling that our money is buying "a pig in a poke," for we are overwhelmed with assurances that the campaign benefits are directly felt.

The publicity committees are now called upon to vote large appropriations for publicity which will be greatly needed in the coming season. It is to the best interests of the trade to see that the money for all this is forthcoming.

Your promotion bureau would like to hear from florists having sites where could be located big bill board signs carrying the slogan "Say it with Flowers." Many florists are located along railroads and much travelled highways where such signs could be advantageously displayed. Arrangements have been made whereby such a sign can be provided for about $50, made of metal, in knock-down form, and as handsome as a skilled artist can make it. It is 7½ feet high by 20 feet in length, and decidedly ornamental. Your committees will furnish one for the price named, but, of course, cannot father any other expense attaching to it. Quite a few have already made request for a sign, and our committees have felt warranted in entering into a contract which will allow of the supply of signs at the low price mentioned. The secretary will be pleased to furnish any further information on this subject which may be desired.

Robert Weeks, Cleveland, O
President National Association of Garden

The following subscriptions have been received, and are in addition to those previously reported, annually for four years, unless otherwise stated:

H. H. Battles, Philadelphia, Pa.	$500.00
Traendly & Schenck, New York	150.00
Kroeschell Bros Co., Chicago	100.00
Lord & Burnham Co., Chicago	100.00
Gallivan Bros., Holyoke, Mass, (add'l)	10.00
H. E. Kusel, Jr., Toledo, O	5.00
T. J. Noll & Co., Kansas City, Mo.	25.00
F. G. Carek, Lorain, O	15.00
The Friedley Co., Cleveland, O. (add'l)	15.00
Herbert Cassell, Detroit, Mich	10.00
J. M. Gasser Co., Cleveland, O, (add'l)	100.00
D. F. Charlesworth, Cleveland, O	15.00
F. W. Ziechmann, Cleveland, O, (1 year)	10.00
G. M. Strejeck, Cleveland, O	10.00
Steinbrenner & King, Cleveland, O	10.00
Robert G. Hughes, Cleveland, O	10.00
Albert S. Dehner, Cleveland, O	10.00
Thayer & Morris, Midland, Mich.	10.00
Chas. Ederer, Omaha, Neb	5.00
Jos. R. Goldman, Middletown, O	25.00
Wm. Nero & Sons, Cedarburg, Wis	5.00
Albert S. Schmitz, Philadelphia, Pa	10.00
Richard Umfrid, Philadelphia, Pa	10.00
Albert W. Kieder, Philadelphia, Pa	10.00
Wm. H. Westcott, Philadelphia, Pa.	10.00
Macaw Bros., Norwood, Pa	25.00
Paxton, V. J., Philadelphia, Pa., (1 yr.)	5.00
Kimmerle, Minder & Son, Newark, N. J.	5.00
Rudolph Scheffler, Wheaton, Ill.	25.00
Peter Tremulis, Aurora, Ill	5.00
W. L. Miller Naperville, Ill	5.00
John Gollan, Downers Grove, Ill	5.00
Riverbank Greenhouses, Geneva, Ill	20.00
W. S. Gilbert, Wheaton, Ill., (add'l)	10.00
Otto F. Mau, Wheaton, Ill.	5.00
John C. Bauer, Naperville, Ill.	50.00
Chas. F. Rohr, Naperville, Ill.	5.00
Hammerschmidt & Clark, Akron, O.	10.00
W. H. Hutchings, Akron, O., (add'l)	15.00
McFarland's Florists, Akron, O.	15.00
D. L. Hollinger, Akron, O.	10.00
H. B. Chiswell, Barberton, O.	10.00
R. M. Curtiss, Ravenna, O.	5.00
A. H. Austin Co., Ravenna, O.	10.00
Walter E. Cook, Inc., Cleveland, O.	10.00
R. W. Warcko, Ravenna, O.	5.00
Byron Bailey, Kent, O.	10.00
Julius Lesnyansky, Akron, O.	5.00
A. C. Fox, Cleveland, O.	10.00
Fischer & McGrath, New Castle (add'l)	20.00
J. J. Bolton, Beaver Falls, Pa.	10.00
H. L. Thomnson, Rochester, Pa., (add'l)	10.00
The Flower Shop, Beaver Falls, Pa.	5.00
R. F. Engle, Rochester, Pa.	10.00
E. H. Carey, New Brighton, Pa.	5.00
Miles Co., Oshkosh, Wis.	10.00
Stiles Floral Co., Oklahoma City, Okla.	75.00
Everette R. Peacock Co., Chicago	15.00
A. Reinhardt, No. Milwaukee, Wis.	5.00
Siebrecht & Son & Rosenfield	5.00
Brown Paper Co, St. Louis, Mo., (1 yr.)	25.00
M. Kiger, Marietta, O.	10.00
J. M. Johnson, McKeesport, Pa.	25.00
American Gladiolus Society, Ithaca, N. Y.	100.00
C. Distelrath, Detroit, Mich.	5.00
I. B. Blessing, Jackson, Mich.	25.00
Detroit Florists' Exchange, Detroit, Mich.	25.00
Pittsburgh Cut Fl. Co., Pittsburgh (add'l)	50.00
William Kirchoff, Jr., Pembroke, N. Y.	5.00
William Graham, Bradford, Pa.	10.00
Chas. W. Rno, No. Olmstead, O.	5.00
Harry Dow, Cleveland, O.	10.00
John Murchie, Sharon, Pa.	25.00
Emil, the Florist, Philadelphia	10.00
Griffen Bros., Philadelphia	10.00
W. B. Koehler, Philadelphia	10.00
J. H. Thomnson, Kennett Sq.	10.00
John Stephenson's Sons, Philadelphia	25.00
John Jensen, Philadelphia	5.00
Naumann Co., Cleveland, O.	25.00
W. H. Temblett, Cleveland, O.	25.00
John M. Mitchell, Pittsburgh	10.00
John Keil Co, E. Liverpool, O.	10.00
Walker Floral Co., Youngstown O.	10.00
Mrs. John E. Colton, Steubenville, O.	5.00
Liberty Flower Store, Steubenville, O.	10.00
Huscroft's Fl. Shop, Steubenville, O.	25.00
Ludwig Fl. Co., Pittsburgh, (1 year)	15.00
Harris Bros., Pittsburgh, Pa.	15.00
Miss Jane McDowell, Steubenville, O.	20.00
John E. Cotton, Newell, West Va.	10.00
Dave Hill, Pittburgh, Pa.	5.00
Walter A. Faulk, N. S., Pittsburgh	10.00
Reuins Slot & Son, Grand Rapids, (1 yr)	5.00
Thomas Murphy, Painesville, O., (1 yr).	5.00
Ernst Oeschlin, Chicago	25.00
Hennons Florists, New Castle, Pa.	10.00
E. C. Ludwig Fl. Co., Pittsburgh, (add'l)	10.00
Albert Brieg, Pittsburgh	5.00
The G. P. Weaklin Co, Pittsburgh (add'l)	5.00
Wm. J. Newton, Norfolk, Va.	50.00
Eldridge Stores, Inc., Danville, Va.	25.00
Grandy the Florist, Norfolk, Va., (add'l)	40.00
John Fallon, Staunton, Va., (1 yr.)	10.00
Miss McCarron, Lynchburg, Va.	10.00
H. C. Van Saut, Newport News, Va.	10.00
W. A. Lankford, Charlottesville, Va.	10.00
Frank Mosmiller, Richmond, Va.	15.00
The Hammond Co., Richmond, Va.	25.00
Mann & Brown, Richmond, Va.	25.00
John L. Ratcliffe, Richmond, Va.	20.00
Jos. D. Hooper, Richmond, Va.	10.00
Thayer-Morris, Midland, Mich., (1 yr).	10.00
W. E. Tricker, St. Paul, Minn.	5.00
Mitchell & Quentin, St. Joseph Mo.	5.00
T. Walter Gray, Catonsville, Md.	5.00
D. W. Davis, Berwick, Pa., (add'l)	10.00
John J. O'Brien, Boston, (add'l)	15.00
C. R. Whitnell, Milwaukee, Wis.	5.00
Prest. J. F. Ammann, fee paid by A. L. Randall Co., donation of set of furniture at convention and arranged to be turned into publicity fund	5.00
Mrs. S. Richman, Milford, Mich.	5.00
Claude Wiseley, Murphysboro, Ill.	5.00
W. G. Eisele, Long Branch, N. J.	5.00
Noe & Ruzica, Madison, N. J.	25.00
Gus Adrian, Cincinnati, O.	25.00
Fred C. Weber, St. Louis, Mo.	50.00
The Kaber Co., La Porte, Ind.	10.00
C. F. Noble, Paducah, Ky.	10.00
Guardian Angel Greenhouses, Chicago	10.00
Kaupps Greenhouses, Nevada, Mo.	5.00
R. H. Comstock, Milford, Conn., (1 yr.)	5.00
Emil Rienle Rochester, Minn.	15.00
Mrs. E. A. Moore, Harvard, Ill., (add'l)	5.00
	$ 2765.00
Previously reported	45689.00
Total	$48454.00

JOHN YOUNG, Sec'y.

THE AMERICAN FLORIST

ESTABLISHED 1885.

Subscription, United States and Mexico, $1.50 a year; Canada $2.00; Europe and Countries in Postal Union, $2.50.

When sending us change of address always send the old address at the same time.

Advertising rates on application.

From the first issue THE AMERICAN FLORIST has accepted only trade advertisements.

Advertisements must reach us Tuesday (earlier if possible) as we go to press Wednesday.

We do not assume any responsibility for the opinions of our correspondents.

THE AMERICAN FLORIST,
440 S. Dearborn St., CHICAGO

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FLORISTS in Germany are quite prosperous according to soldiers recently returned.

EXPRESS shipments, that formerly required two days between New York and Chicago, now take five days.

THE Ladies Society of American Florists scored four life members and 40 new annual members at the Detroit convention.

Personal.

The steam yacht, United States, of Col. H. R. Green, son of the late Mrs. Hetty Green, has been sunk off New Bedford, Mass. The ship cost from $1,000,000 to $2,000,000 and will be floated.

C. B. Whitnall, Milwaukee, Wis., is on an inspection tour of bathing beaches at Chicago and Detroit in the interest of his home city.

E. P. Neiman, of the Park Floral Co., Denver, Colo., is making a trip to his old home at Pottstown, Pa.

McCallum Exhibit at S. A. F. Convention.

Through oversight, the excellent exhibit of the McCallum Co., Pittsburgh, Pa., in the trade section at the recent Detroit convention, was omitted from the list of exhibitors appearing in our issue of August 23, page 264. This attractively arranged display contained a most complete showing of holiday novelties in great variety, ribbons, chiffons, baskets, artificial flowers, evergreens and florists' supplies in general, with George McCallum, E. J. McCallum, H. L. Blend, Ross E. Adgate, Ralph E. Gay and Earl C. Tipton on hand to greet old friends and welcome new ones.

Parcel Post Educational Campaign.

Postmaster William B. Carlile at Chicago, has announced that a campaign has been started to interest the "occasional mailer" in the proper preparation and addressing of parcels, and to this end a pamphlet has been issued, entitled, "Thrift in Mailing," containing many practical hints, the observance of which will reduce the number of badly packed and addressed parcels and aid in greater efficiency in the handling of more than a million packages a day by the Chicago postal authorities. Attention is directed to proper methods of packing, wrapping and tying, the necessity of a full and legible address, what articles are liable to be crushed or broken, containers for liquids or shipments that will rot, and the domestic parcel post rates for postage and insurance.

Irrigation Land in Wyoming Open.

The Secretary of the Interior will on October 9, open for entry a tract of land containing 79 farm units at Powell, Wyo., in the Shoshone irrigation project. The irrigation system has been constructed and water will be available for preparing the land this fall. About 150,000 acres are embraced in the Shoshone project located in northwestern Wyoming. More than 33,000 acres included in 624 farms are now in cultivation and in 1918 produced crops valued at $1,370,000. Numerous transfers of improved ranches have been made at prices ranging from $200 to $300 per acre.

In order to file on one of these farms, it is necessary to execute a water right application upon a form provided for that purpose, and to deposit therewith five per cent of the construction charge, which has been fixed at $90 per irrigable acre. Applications may be filed with the project manager of the United States reclamation service in person, by mail, or otherwise, within a period of five days ending October 9, 1919.

Fire Destroys Westcott Farm Buildings.

A bad fire occurred, August 23, at Commodore John Westcott's farm, Waretown, N. J., resulting in the loss of the cow and horse stables, the barn, the wagon sheds, and other outbuildings and their contents, including wagons, harness, farming implements, etc., and 25 tons of newly stored hay. The gray mare, so familiar to Mr. Westcott's summer visitors, lost her life, but the bay horse was rescued. The other live stock fortunately happened to be out in the fields when the fire started. The loss on the buildings and contents is estimated at $5,000. The place carried no insurance. The sympathy of the trade is freely extended to Commodore Westcott in his misfortune. The dwelling house and its surroundings on the farm escaped injury as the wind was from the northwest. This was fortunate as if it had been from from the southeast everything would have gone. Origin of the fire is unknown, but supposed to be from the accidental dropping of a match in the horse stable. Of course the bungalow also escaped, it being about a half mile nearer the shore.

Trade Exhibition Report.

The report of the judges of Sections C and D of the trade exhibition, boilers, heating apparatus and greenhouse structures, at the Detroit convention, August 19-21, which failed to reach us in time for publication in connection with other reports in our issue of August 30, page 316, is as follows:

American Greenhouse Manufacturing Co., Chicago.—McKee Boilers and improvements on sectional boilers, honorable mention; Agemco circulator, highly commended.

Kroeschell Bros Co., Chicago.—New and improved water tube and steam boiler, certificate of merit; refrigerating system, highly commended.

Jacob K. Nielsen, Elyria, O.—File bench for greenhouses, honorable mention.

Spokane Concrete Flower Pot Machine Co., Spokane, Wash.—Cement pot manufacturing machine, certificate of merit.

Fred L. Gunton, Elyria, O.—New patent ventilator arm, honorable mention.

Earl L. Hempstead, Bloomington, Ill.—Insectonos, honorable mention.

Lord & Burnham Co., Chicago.—Improvements on sectional boiler and smoke pipe, highly commended.

E. ALLAN PEIRCE,
F. H. TRAENDLY,
F. R. PIERSON.

Plant Quarantine Amendments.

Attention is called by C. L. Marlatt, chairman of the federal horticultural board, to amendments of the regulations supplemental to Plant Quarantine No. 37:

Amendment No. 1 applies to regulation No. 3, and provides that the requirement as to freedom from sand, soil, or earth shall not apply to sand, soil, or earth used for packing the articles enumerated in item No. 1 of this regulation when such sand, soil or earth has been previously sterilized in accordance with methods prescribed by the federal horticultural board under the supervision of a duly authorized inspector of the country of origin. Such sterilization shall be certified to by the duly authorized inspector of the country of origin.

Amendment No. 2 applies to regulation No. 14, and provides for special permits for the importation, in limited quantities, of prohibited stock, under safeguards to be prescribed in such permits, of nursery stock and other plants and seeds not covered by the preceding regulations, for the purpose of keeping the country supplied with new varieties and necessary propagating stock; provided that this shall not apply to nursery stock and other plants and seeds covered by special quarantines and other restrictive orders now in force, nor to such as may hereafter be made the subject of special quarantines.

Wants, For Sale, Etc.

Small Type, 12 Cents Per Line, Each Insertion. Display, $1.50 Per Single Column Inch, Each Insertion. These prices are net, cash with order. For Plant Advs., See Ready Reference Section.

Where answers are to be mailed from this office enclose 10 cents extra to cover postage, etc.

Situation Wanted—By experienced grower of roses, chrysanthemums and pot plants. Single. Address
Key 417, care American Florist.

Help Wanted—An experienced store clerk and designer. Address
CARL C. RECK,
Care John Reck & Son,
Bridgeport, Conn.

For Sale—50 boxes greenhouse glass, 18 inches wide. A. double strength, $4.50. Address.
Key 413, care American Florist.

For Sale.—A retail establishment of 8,000 feet of glass; with store. Everything in first class condition. Address
Key 405, care American Florist.

For Sale—Two greenhouses, two acres of land with 80 bearing fruit trees and eight-room residence. $6,000; will pay for itself in three years. Retiring. **Wm. Kage, Petoskey, Mich.**

HELP WANTED

A qualified florist, experienced in landscaping, pot plants, ferns, roses chrysanthemums, etc. Good salary. Permanent position. Board and lodging if single, cottage if married. In own hand, give education and experiences. Furnish recently written letters of reference, character, habits and ability in above lines.
EAST LOUISIANA HOSPITAL FOR THE INSANE
Jackson, Louisiana

Help Wanted

Saleslady with experience in retail flower store, four to five years experience. State full particulars. Good position for right party. Must understand designing.

A. SCHUTZ
188 State Street, HAMMOND, IND.

HELP WANTED

Two young men who have had two or three years experience in designing and selling in some first-class retail store in the west, middle west, or Pacific Coast cities. Should be of good appearance, cheerful disposition and speak good English. Wages $35 and $40 a week and good opportunity for promotion and advancement in wages.
MILLER FLORAL COMPANY
10 East Broadway, Salt Lake City, Utah

Foreman Wanted

Working foreman. Must be first-class rose grower. Also capable of growing carnations, chrysanthemums and general stock. Steady position and good salary to the right man who can furnish the proper references. Address
Key 391, care American Florist.

FOR SALE

Bargain, greenhouses for sale at Summit, N. J., 45 minutes by rail from New York City; dwelling house, barn and large potting sheds:

1 house, 26 x 200 ft.
1 house, 20 x 200 ft.
3 houses, 18½ x 125 ft.
2 houses, 20 x 150 ft.
2 houses, 20 x 125 ft.

hot water heat; 8 acres of land around the place; selling price, $16,000; $6,000 cash, balance on easy terms. Apply to

CHARLES H. HAGERT, Dingman's Ferry, Pa.
or E. L. McKIRGAN, Attorney,
Littell Building, Summit, N. J.

Situation Wanted

By good all-round grower; single, have 24 years experience. Address
Key 415, care American Florist.

BOILERS — BOILERS

ALL SIZES.
Selected Boiler Tubes, all sizes, for greenhouse piping and **Retubing Boilers.** Thoroughly cleaned like **New** and trimmed. Complete stock of **New** and **Second Hand** Pipe, Valves, Fittings, etc.

LEVINE & CO.
3738 South Halsted Street, CHICAGO, ILL.
Phone Boulevard 9354.

FOR SALE

Three ranges of glass near Chicago. One planted with carnations and the other two with roses. Each range is separate and located in different localities. Do not answer this if you have not $50,000 for each or can place $20,000 down. These are bargains.
Key 416, care American Florist.

FOR SALE

Two Greenhouses,
Seven-room Cottage,
Five Acres of Land.

No competition. Reason for selling, death of owner. Will sell for part cash, balance in easy payments. Everything in tip top condition. If interested, write soon to the

Plemen Floral Company
STAPLES, MINN.

LOST

AT DETROIT CONVENTION

Three ladies' diamond rings and one cameo ring in the ladies' wash room, Arcadia Auditorium, Thursday afternoon, August 21. Any information that will lead to their recovery will be gratefully received by

Joseph Marks, care A. Henderson & Co.
166 N. Wabash Ave., CHICAGO

OFFICIAL S. A. F.

Shipping Labels

Actual size of leaf 2¾x5¼ inches

FOR CUT FLOWERS: in two colors on gummed paper; your card, etc., in black and leaf adopted by the S. A. F. in red. Prices: Per 500, $3.35; per 1000, $5.00. Samples on request. Electro of leaf, postpaid, $2.00. Cash with order.

AMERICAN FLORIST CO.
440 S. Dearborn St., CHICAGO

New Business

There are many new men in the trade and they want to know now where to

LOOK FOR STOCKS

The best way to tell them is by regular advertising in these columns.

The new conditions of business demand special effort on the part of those who have goods to sell.

AMERICAN FLORIST CO.
440 South Dearborn Street
CHICAGO

Send for It Today

Our New Thirty-two Page Illustrated

FALL AND XMAS CATALOGUE

FEATURING

Prepared Foliages

Baskets and Flower Stands

Ribbons and Chiffons

Wreaths

Novelties

Artificial Flowers

General Supplies

THE OVE GNATT CO., Inc.

Quality Merchandise. Prompt Service.

No P. & D. Charges.

LA PORTE, INDIANA

SEND THIS COUPON TODAY.

The Ove Gnatt Co., La Porte, Ind.:
Gentlemen: Kindly send me your new Fall and Xmas Catalogue.

Name .....

City .....

State .....

San Francisco.

BIG SUPPLY MEETS WITH SLOW DEMAND.

This has been a rather dull week among all the stores, and as a consequence, there has been a great congestion of flowers in the wholesale market. Asters have probably suffered more than any other flower, great quantities of which have had a ride in the garbage wagon. It is only the very finest stock that receives any consideration by the buyer at all. Any price offered is eagerly accepted. Some of the early chrysanthemums, such as Golden Glow and Monrovia, have also had a hard time of it. The supply was so heavy that it was impossible to dispose of all arrivals. The above named varieties are now about over for the season, and we have instead Chrysolora, Unaka and and fine incurved bronze. All these varieties are of the largest size and command good prizes. These are all good shipping sorts and large quantities are moved out of the city every day. Very few white chrysanthemums are to be had as yet, but they are not missed, owing to the large supply of other stock. Roses are very plentiful, every variety being represented with large arrivals. Russell is rapidly improving in quality and is much sought for by the buying public. The supply of Hadley and Hoosier Beauty is quite heavy. Ophelia can be had in any quantity. Some extra good Brunners are also coming in. Irish Elegance is being largely used for basket work. Baby roses are about equal to the demand. Gladioli are holding up wonderfully well after a long season. The stock coming in is of the finest quality. Nearly every color is represented. Sweet peas are about over for the period, and very few good ones are now being offered in any quantity. There is a large supply of dahlias, but this stock is not being handled in any quantity by the stores. Carnations are on the short side, and probably will continue so until the new crop appears. Good prices are being received for first-class stock. Quite a few water lilies are noticed, and help greatly in window arrangements. Tritomas are being freely offered, and may be seen everywhere. Zinnias are not so much in evidence as in former years. The early chrysanthemums seem to have crowded them out of the market this season. Gardenias and orchids are completely out of the market. Some very good Pandanus pandurata have been coming in, and are quickly bought up. There are a few begonias and cyclamens. French hybrid hydrangeas in pots are much in favor. The supply of Bostons keeps up steadily. There is always a firm demand for this fern and its sports. The fern growers have plenty of stock, but the supply of asparagus is shortening up considerably.

NOTES.

Mrs. E. W. Lymberry, of San Mateo, reports the Bessie Boston Dahlia Gardens are getting plenty of publicity through the country. The interview with her in the San Francisco News was syndicated and is appearing in over 100 newspapers scattered throughout the United States. She disclaims much of the interview, however. The Prizma, a New York moving picture company, which has a new color process, has released a film of the Bessie Boston Gardens which was taken two summers ago. The pictures are, on a whole, most beautiful. They are being shown at the present time at most of the large eastern cities. The first exhibition in California was at Burlingame, and in the near future, will be shown at some of the largest theatres in this city.

The annual picnic of the Pacific Coast Horticultural Society will be held at Madrome park in Alameda county, Sunday, September 7. Many of the stores will close on that day to give their employes and their families an opportunity to attend the annual reunion. Fine music has been engaged, and an excellent prize list has been decided upon for the games. Boats will leave the foot of Market street every half hour, and the committee in charge is doing everything in its power to make it a great success.

With the arrival of Chrysolora, chrysanthemum shipping may be fairly said to be started for the season. This sterling variety has, since its introduction, been the leading shipping variety we have and its appearance is always hailed with delight by both wholesaler and retailer. There is no better keeper or shipper handled here. A large quantity will be available for shipping this season.

The Oakland dahlia show will be held in that city September 21-23. The committee in charge is working diligently to make it a great success, and is having the assistance of all the leading dahlia specialists. All the leading growers in this section have applied for space, and there is no question but that it will be a wonderful show.

Podesta & Baldocchi lost one of their automobile delivery wagons last Sunday, when it was struck and practically demolished by a street car. Two employes, who were in the auto at the time of the collision were seriously injured and are in local hospitals. Late reports have it that they are out of danger and will soon be about again.

The store of the Nelligan Sisters, on Sutter street, has been transformed by the decorators into one of the very attractive ones in this city. These young ladies are making a wonderful success since acquiring the business of the Shibley Floral Co. and are sparing no expense in fitting up the establishment.

A DAILY

Increasing Supply

Our supply of American Beauties, Mrs. Chas. Russell, Premier, Columbia, other Roses and Carnations is increasing daily.

Our Carnations from young stock, especially the deep pink and white, received fresh twice each day from our greenhouses are of "Superior Quality."

Use "Flowers of Superior Quality."

Price List Sent on Request.

Poehlmann Brothers Company

66-74 East Randolph Street,

Chicago, U. S. A.

The Largest Growers of Flowers in the World.

Albert O. Stein has been showing a lot of finely berried cratægus this week. The beautiful colored orange berries liberally cover the plant. They are immensely popular and are being generously used in his decorative work. Some fine vases of tritomas are also being shown at this store.

Chas. Staffenback, on Polk street, has added a handsome new closed car to his delivery service. This store is radiant with chrysanthemums. He says he expects a record breaking demand this fall and is preparing to handle the business in the most up to date manner.

Edgar McLellan, son of E. W. McLellan, of Burlingame, had the misfortune to strike a bicyclist, while driving his father's automobile, and fatally injure him. The accident was unavoidable and much sympathy is being extended to the young man over the affair.

The Art Floral Company has a large number of painters and decorators at work on the interior of their store. All the painting is being done in white and gold. This firm reports a steady trade right along, particularly in funeral work.

Joseph Scatena, of the Art Floral Co., brought down a fine buck during a hunt in the Morin county hills last Sunday. Joe is an enthusiastic hunter, and will try his luck in the mountains of San Mateo county next Sunday.

On September 9, the city of Santa Rosa will hold its annual dahlia show. The same people who have made the chrysanthemum shows so popular here are planning this exhibition. The large entry list assures success.

JAMES T. LYNCH.

WILLMAR, MINN.—H. R. Croak, proprietor of the Willmar Greenhouses, has sold the establishment to Karl A. Haltenhoff, of Waterloo, Ia., formerly with the Kemble Floral Co. of that city.

GOOD STOCK

BOUGAINVILLEA, 4 inch pot plants, several times pinched and well shaped specimens, $1.75 per dozen; $35.00 per 100. Extra large specimens, 5 inch pots, $12.00 per dozen.

GENISTA, 4 inch pots, will make up to 6 inch size by spring, pinched back several times, $3.50 per dozen; $25.00 per 100.

FERN DISH FERNS, 2¼ inch pots, all standard varieties, $6.00 per 100; $50.00 per 1000.

ASPARAGUS PLUMOSUS, 2¼ inch, very bushy, $5.00 per 100; $45.00 per 1000.

FERNS, bench grown. **Boston,** very bushy, 5 inch pot size, $4.75 per dozen; $35 00 per 100. **Verona,** extra value, very bushy, 5 inch pot size, $5.50 per dozen; $40.00 per 100.

The Storrs & Harrison Co.

PAINESVILLE, OHIO

Kansas City, Mo.

SUPPLY SHOWS GENERAL IMPROVEMENT.

The stock on the local market is more plentiful and of improved quality. Gladioli are numerous, and the same is true of asters, both showing good form. Russell and Ophelia roses, while in fair supply, are not sufficient to meet the demand. Business in general is on the up grade and all florists are looking forward to a good season.

NOTES.

Fred Fromhold, formerly in the Muehlebach hotel, is now located in the Arglye building, 12th and McGee streets. The stand in the hotel is now being conducted by Wm. Nehf, formerly with W. L. Rock Flower Co.

A. Mohr has his poinsettias and Cincinnati begonias coming on in excellent shape. He has graduated from driver of a Ford to a nice Buick Six.

A. Newell says everything at his establishment is moving satisfactorily. Both funeral and hospital orders are heavy.

The Pinehurst Gardens report stock better and business steadily improving, especially the shipping demand.

H. Kusik & Co. are handling good stocks of gladioli, roses and asters. The demand is reported excellent.

E. J. B.

WE ARE RECEIVING A

FINE SUPPLY of ROSES

FOR THE FALL TRADE

The cool nights have improved the quality of our stock wonderfully, and you will find that our Roses are unsurpassed for quality in this or any other market.

BUY DIRECT FROM THE GROWER.

We Are Rose Specialists, and Are Cutting from 245,000 Rose Plants.

These are all our own growth, guaranteed fresh cut and packed to arrive in good condition.

PRICE LIST

RUSSELLS and COLUMBIA

at the following bargain prices:

Long .....per 100, $10.00 to $12.00
Medium..... ..... per 100, 6.00 to 8.00
Short .....per 100, 4.00

ASSORTED ROSES—Our Selection

In lots of 300 or more; all choice, fresh cut stock.
Short lengths.....at the rate of $30.00 per 1000
Medium lengths..... at the rate of 50.00 per 1000
When ordering, please state grade wanted.

OPHELIA, HOOSIER BEAUTY, WHITE KILLARNEY

Extra long, $8.00 per 100; Medium, $6.00 per 100; Short, $4.00 per 100.

Gladioli and Asters at market prices | **Adiantum** .....per 100, $1.00 | **Asp. Sprays**.....per 100, $2.50 to $3.00
New Fancy Ferns.....per 1000, $2.00 | **Galax,** bronze .....per 1000, 2.00 | **Sprengeri**.....per 100, 2.00 to 3.00

All seasonable flowers not grown by us will be procured for our customers. A trial order solicited.

In buying direct from the grower you are assured of fresh stock at all times and the most even run of quality possible.
NOTICE—We close at 5 o'clock week days and all day Sunday. Week Days 8 A. M. until 5 P. M.

BASSETT & WASHBURN

LONG DISTANCE PHONE: CENTRAL 1457.

Greenhouses: Hinsdale, Ill., and Gregg's Station, Ill.

OFFICE AND STORE

178 N. Wabash Ave., CHICAGO, ILL.

Mention the American Florist when writing

Chicago.

GLADIOLI ARE IN HEAVY SUPPLY.

Gladioli are in heavy supply and are being sold in large lots at lower prices than they have been the early part of this season. Most of the local stock is showing the effects of the past hot weather, but the bulk of the Michigan cut is arriving in good condition and is disposed of much quicker. Asters are in good supply and are moving well considering the large quantity of other stock offered. Carnations are gradually becoming a factor in the market again and there is a good offering of stock of fine quality available in this line for so early in the season. American Beauty roses are a trifle more plentiful, but the demand appears to keep pace with the supply, for they continue to clean up regularly at very satisfactory figures. Mrs. Chas. Russell are moving nicely and so is Columbia. Premier is included in the shipments in fair sized quantities and is in good demand. Milady, Sunburst, Ophelia, Killarney Brilliant and several of the other varieties grown for this market are more plentiful and are improving steadily in quality. Orchids are none too numerous and the supply of lily of the valley is limited. Calendulas are to be had and a few snapdragons are seen. Lilies are in short supply taking the market as a whole and clean up early. Colored pond lilies, statice and other miscellaneous stock are offered but in limited quantities. Greens are plentiful. The dealers are all looking forward to a busy fall season and are wondering if the demand will be equal to the supply. There has been considerable new glass put up the past season and with the houses all operating that were closed down last year, it means that a large quantity of stock will have to be marketed. Judging from the preparations that are being made on all sides by the retailers and the amount of supplies they are buying it appears that every one is anticipating a big season. Business has taken a decided change for the better at this writing, September 3, consequently stock is not as plentiful as it has been.

FOUNDED BY FLINT KENNICOTT 1st

A SYMBOL of PROTECTION to GROWER and RETAILER—

REAL REFORM BEGAN with the GROWERS' PETITION of 1916.

KENNICOTT BROS. CO.
Chicago's Exclusive Commission House

Mention the American Florist when writing

A. T. PYFER & CO.

WHOLESALE FLORISTS

164 North Wabash Avenue, CHICAGO

Mention the American Florist when writing

Fine Supply of Roses

Order what you need from us

RUSSELL
$5.00 to $15.00 per 100.

COLUMBIA
$6.00 to $15.00 per 100.

Killarney, White Killarney, Killarney Brilliant, Milady, My Maryland, Ophelia, Sunburst and Champ Weiland. $3.00 to $8.00 per 100. Our Selection, $4.00 per 100

Carnations, $2.00 to $3.00 per 100.

Complete Line of GREENS at Market Prices.

PETER REINBERG

Wholesale Florist

30 East Randolph St., LONG DISTANCE PHONES CENTRAL 601 and 2846 **CHICAGO**

A. L. VAUGHAN & Co.

NOT INC.

PHONES:
CENTRAL 2571 - AUTOMATIC 48-734 - CENTRAL 2572
161 North Wabash Ave, Chicago

Roses - Asters - Gladioli

IN QUANTITY

Complete Line of Other Seasonable Stock

Get the best. Place your order with us. Great care is taken in the execution of every order, so that all stock will reach you in the best possible salable condition.

We also have a Complete Line of Greens

You will find the choicest offerings in all seasonable cut flowers regularly at our establishment. The best is none too good for your trade.

JOSEPH FOERSTER CO.

WHOLESALE FLORISTS

160 N. Wabash Avenue, CHICAGO, ILL.

WIETOR BROS.

WHOLESALE FLORISTS

30 East Randolph St., L. D. Phone Randolph 2081 CHICAGO

NOTES.

There are twenty-nine firms in the trade advertising in the latest classified telephone directory and only one, John A. Michal, 7045 Stony Island avenue, is using the national slogan, "Say it with Flowers." The firms represented are large ones, most of whom have contributed to the national publicity fund but for some reason or other have overlooked the opportunity to link their names to the already famous slogan.

It is rumored that one of the old established retail concerns in this city will change hands in the near future. Particulars later. There are several other changes pending, which will be ready for publication soon.

Miss Zandra Anderson has returned from a visit in the east and is again attending to her duties at the John Kruchten Co.'s store. The Kruchten store looks quite classy in its new dress of paint.

The Joseph Foerster Co.'s store is in the hands of the decorators this week. L. L. Loeser is back on the job at this establishment after enjoying a two weeks' vacation.

John Michelsen, of the E. C. Amling Co., and family are back from a 3,200 mile auto trip through the northwest which included a visit with relatives in North Dakota.

Morris Grossberg, of the Grossberg-Tyler-Finnermann Co., returned last week from a trip through Wisconsin, and is now calling on the trade in Missouri.

Andrew Chronis, of the Alpha Floral Co., is back from a pleasant vacation in Michigan which included a visit to the S. A. F. convention at Detroit.

A. L. Vaughan & Co. report a great improvement in trade the past week. Gladioli and asters are plentiful here, but clean up nicely each day.

The J. A. Budlong Co.'s store presents a very inviting appearance with its new coat of paint. This firm cut its first chrysanthemums last week.

Thos. C. Rogers, with the Weiland-Risch Co., underwent an operation this week. His many friends in the trade hope for a speedy recovery.

Vaughan's Seed Store has been showing some fine spikes of the firm's strikingly handsome new seedling gladioli at the retail store this week.

George Blackman, wife and daughter, Grace, of Evansville, Ind., returned home this week after spending several days visiting here.

Percy Jones, Inc., is so well pleased with business that Manager Van Gelder is looking forward to an unusually busy fall season.

Wietor Bros. report an exceptionally strong demand for field-grown carnation plants with an early clean-up in sight.

Bassett & Washburn kept their wholesale store closed Labor day so that the help could enjoy the holiday.

CUT TUBEROSES

FOR IMMEDIATE SHIPMENT

Write, wire or phone.

IMPERIAL GARDENS, Sugar Land, Texas

Mention the American Florist when writing

BASKETS

Write for Catalog Now.

RAEDLEIN BASKET CO.

713 Milwaukee Ave., CHICAGO, ILL.

Mention the American Florist when writing

W. W. Fuller, 4526 Ravenswood avenue, and family are back from a visit to New York.

A. Henderson and H. N. Bruns, and their families, returned from Lakeside, Mich., this week.

Fritz Bahr and family of Highland Park are back from a pleasant visit in California.

Louis Visar has returned from a brief vacation at Duluth, Minn.

The Chicago Flower Growers Association

WHOLESALE GROWERS of CUT FLOWERS AND PLANTS

182 North Wabash Avenue L. D. Phone, Randolph 631 CHICAGO

Chicago's Leading Wholesale House

OFFERS THE FINEST STOCK OBTAINABLE

Roses -- Gladioli

You cannot help but secure the best trade in your vicinity if you handle our supreme quality stock.

These Special Prices for One Week Only

America, Halley, Chicago White
$3.00 per 100; $25.00 per 1000.

PENDLETON
$4.00 per 100; $35.00 per 1000.

SCHWABEN
$5.00 per 100; $45.00 per 1000.

FRANCIS KING
$2.50 per 100; $20.00 per 1000.

ROSE PREMIER
$6.00 to $20.00 per 100.

RUSSELL
$6.00 to $25.00 per 100.

COLUMBIA
$4.00 to $18.00 per 100.

MILADY
$4.00 to $15.00 per 100.

OPHELIA
$3.00 to $10.00 per 100.

KILLARNEY BRILLIANT
$3.00 to $8.00 per 100.

WHITE KILLARNEY
$4.00 to $10.00 per 100.

MARYLAND
$4.00 to $8.00 per 100.

SUNBURST
$3.00 to $8.00 per 100.

WARD
$3.00 to $8.00 per 100.

Extra Special Roses billed accordingly.

Andrew McAdams, whose death was announced in our obituary column last week, was laid to rest at Mount Greenwood cemetery, August 29. Many old friends attended, including John Reardon, of the horticultural department of the Iowa Agricultural College at Ames. The floral tributes were numerous and beautiful.

Allie Zech is back from his vacation, and is again attending to his duties as manager at Zech & Mann's store. He spent a couple of days fishing with Jack Byers, D. E. Freres and Otto Kreiter at Twin Lakes, Wis., returning September 2.

Mrs. A. Lange stopped over at Mt. Clemens, Mich., after the convention, and her son Homer joined her last week, making the trip by auto. A. Lange is again at the new store and reports August business good.

Miss Ruth Wattman, of the Bassett & Washburn office force, is again on duty after a three weeks' vacation spent in Wisconsin and Michigan. Miss Harper is away on her vacation this week.

Paul Klingsporn, of the Chicago Flower Growers' Association, made a business trip to St. Louis, Mo., this week.

Mrs. C. E. De Wever and family, Olivette, Mo., who have been visiting friends here, returned home, September 3.

James A. Biggan, of the Alpha Floral Co., Kansas City, Mo., is spending a part of his vacation in this city.

W. N. Rudd and wife returned from Colorado, August 30, and report a great time in the mountains.

Visitors: E. P. Neiman, of the Park Floral Co., Denver, Colo.; F. Hoekstra, of Freyling & Mendels, Grand Rapids, Mich.; C. Niednagel, Evansville, Ind.; A. Y. Ellison, with Mullanphy Florists, St. Louis, Mo.; Dale brothers, Hancock, Mich.; Frank Gorly, St. Louis, Mo.; C. L. Courtney, and wife, Evansville, Ind.; W. J. Vesey, wife and daughter, Ft. Wayne, Ind.; A. McCarthy, with M. Rice Co., Philadelphia, Pa.; J. A. Karins, with Henry A. Dreer, Inc., Philadelphia, Pa.

REFRIGERATORS

COMPLETE FIXTURES

CENTRAL REFRIGERATOR & EQUIPMENT CO.

Estimates submitted.

155 No. Clark St., CHICAGO

HAVE YOUR CUSTOMERS

Say it With Budlong's Flowers

The Kind that are bound to give satisfaction.

A WORD TO THE WISE—Try Our Stock and Satisfy Yourself on This Score.

We Have as Fine a Lot of Summer Roses of Every Variety

as is coming to this market. We carry a **Complete Line of Roses.** We are exceptionally strong on **Double White Killarney,** the only White Killarney that stays "white" during the hot summer months. **Once used, you will want no other.**

Gladioli **of Quality Stock,** all colors, at reasonable prices.

Asters Heavy supply of **White, Pink, Purple** and **Lavender** of the **large, showy kind** also plenty of the commoner sorts.

Choice Stock of Daisies, Calendulas. Candytuft, Feverfew, Snapdragons, Cornflowers, Gypsophila and all other Seasonable Stock.

HARRISII LILIES are scarce but we can supply RUBRUM and ALBUM.

DON'T FORGET US ON GREENS, AS WE HAVE

ASPARAGUS, SPRENGERI, FERNS, ADIANTUM, GALAX.

If you want good stock and good treatment, buy of Chicago's most up-to-date and best-located Wholesale Cut Flower House.

J. A. Budlong Co.

Quality Speaks Louder Than Prices.

Wholesale Cut Flowers and Greens

184-186 North Wabash Ave., Corner Lake St., CHICAGO

Roses, Valley and Carnations

—Our Specialty—

Prices As Low As Others.

SHIPPING ORDERS GIVEN CAREFUL ATTENTION.

WE ARE CLOSED ALL DAY SUNDAY.

We are in daily touch with market conditions, and when a decline takes place you can rely upon orders sent us receiving such benefits.

Mention the American Florist when writing

Milwaukee, Wis.

GENERAL DEMAND EXTREMELY QUIET.

Market conditions the past week were at low ebb. The supply of roses, gladioli and asters were very heavy, and the demand in general quiet, this no doubt being caused by so many taking advantage of the end of the months for vacation, for with school time rapidly approaching, most of the summer resorters will return, which means the opening of the season 1919-20 for the florists. We honestly believe what has been printed and said so often of late; namely, that it will be good policy to produce as much high grade stock, either in cut flowers or as pot plants, as possible, for prospects look good for the future.

NOTES.

The state fair will be held in this city, September 8-12. A bigger and better fair is promised than ever before. Art. Leidiger, of the Edlefsen-Leidiger Co., has again been named assistant superintendent in the horticultural class, while James Mathewson, Sheboygan, Wis.; A. Martini, Lake Geneva, Wis.; Nic. Zweifel and James Livingstone, local, will officiate as judges.

On Friday, September 12, the first annual meeting of the Wisconsin State Florists' Association will be held in this city. As it is state fair week, the attendance ought to include nearly every member, and applications for membership from as many more.

A. Reinhardt, of North Milwaukee, is about the only carnation grower who has field grown plants to offer for sale in quantity, and it is needless to say that they have been booked up and over for some time past.

A. F. Kellner, who reports having had a fine time at the Detroit convention, is busy planning decorations for the coming fall openings at all the greater downtown department stores.

Outdoor vegetation is again showing the effects of the long drought. While it has threatened rain often, we are shy the moisture.

Louis Otto, of Oshkosh, Wis., has been in town trying to pick up a quantity of field grown carnation plants.

Visitors: Mrs. McGovern, Winnipeg, Canada; C. Loveridge, Peoria, Ill.; M. Kettenbeil, of the Ingot Flower Shop, Calumet, Mich.

E. O.

New Haven, Conn.

The event of the past week in horticultural circles, which broke the monotony of "summer dullness," was the visit, August 27-28, of the park superintendents. One not a resident of New Haven, can hope that the visitors favorably impressed the citizens; the citizens were most hospitable and painstaking for the welfare of the visitors.

NOTES.

With attending to his store and range in this city, and his recently acquired range at Westerly, R. I., Charles Munro is a busy man. The Westerly range, formerly conducted by S. J. Reuter & Son, contains over 200,000 square feet of glass. It is now conducted as Munro, Incorporated. A large stock of roses, carnations and chrysanthemums is being grown, and it is aimed to produce everything in cut flowers. The name of the New Haven business has not been changed, and will remain as heretofore, Charles Munro.

At the Meyers Flower Shop, we found activity and evidence of prosperity. Mr. Meyers is an optimist, and has recently purchased a new automobile and is looking forward to good business for the coming season.

Andrew McCrea, 221 Meadow street, is yet a comparatively young man, but he has been in business for quite a number of years, and has a good store. In addition to cut flowers, he keeps a stock of seeds.

Henry Kelsey now conducts the Sherman avenue range, formerly occupied by the Doolittle Floral Co.

At the store of the S. H. Moore Co., fine stock was noticed and conditions spoke of prosperity.

J. J. McQuiggan has an excellent location at 123 Church street, and seems prosperous.

John N. Champion and wife are spending their vacation in Maine.

A. F. F.

YOU CAN ALWAYS RELY UPON US FOR YOUR SUPPLY OF

CUT FLOWERS

Remember when ordering that our line is so complete that it includes every item offered in the Great Chicago Market.

ZECH & MANN

30 E. Randolph St.

CHICAGO

Long Distance Phones { Central 3283 / Central 3284

Our Offerings Include:

ROSES.

COLUMBIA

RUSSELL

White Killarney

Pink Killarney

Milady Sunburst

Killarney Brilliant

Ward Ophelia

MINIATURE ROSES

Cecile Brunner

CARNATIONS

MISCELLANEOUS

ASTERS

Valley Cattleyas

Calendulas

GLADIOLI

GREENS.

Plumosus Sprengeri

Galax, bronze. Galax, green

Ferns

Adiantum Smilax

Mexican Ivy

Boxwood Leucothoe

Fort Wayne, Ind.

DEMAND POOREST DURING SEASON.

Market conditions showed an improvement last week in regard to the supply, but the demand has never been poorer through the present season than it was during the last week of August. Counter trade was very slack, and there were only a few weddings to break the monotony, while funeral work, the mainstay of the florist in the summer season, was not heavy enough to keep the stock on the move that arrived each day. There was a great improvement noted in the quality of the roses from the young stock last week, and there was also a very noticeable increase in the quantity of blooms arriving on the market. The quality and length of stem in the asters is superior to anything that had been offered on the market up to this time. There are a few carnations offered, but they are hardly to be reckoned with, as yet. There are some gladioli of excellent quality that command good prices, but they do not seem to be as popular as asters. A large variety of outdoor flowers include principally larkspur, verbenas, marigolds, zinnias, golden glow, and hydrangeas. A large number of weddings are booked for September, especially for the first part of the month, and a good business is expected by all the florists during the busy fall season.

NOTES.

Miss Flick, of the Flick Floral Co., returned to her duties at the store September 1, after a two months' vacation, which she spent in Toledo, O., and on a lake trip to the Thousand Islands. The Flick Floral Co. had a heavy call for funeral work on Labor day and was also busy with weddings which kept the store force working on that holiday.

The W. J. & M. S. Vesey greenhouses are cutting some fine cattleyas, oncidiums and vandas. This firm has several houses of the new rose, Premier, which is coming along in fine shape.

H. K

Hartford, Conn.

One of the interesting florists of Hartford is Robert Marchant, born in England 85 years ago, and who has been a resident of Hartford for 70 years. He is yet active for a man of his age and has a fund of information concerning the early years of his residence here. One son, Robert W., returned in May from France, after a year's service in the American army. He was on the fighting front for 141 days and came out unhurt. Another son, George B., is now on vacation, visiting Chicago and other western points. Mrs. Marchant, who is some years younger than her husband, is also taking a vacation.

David Spear, of Spear & McManus, is spending his vacation at Gloucester, Mass. In his absence, his partner Joseph McManus is busy with the regular business and at the same time keeping an eye on the painters and decorators that are making the interior of the store look as good as new. On Mr. Spear's return Mac will take his vacation.

Calling on a number of commercial florists we found them prosperous. At both John Coombs' stores, business seemed active for the summer season. At the range, we found Mr. Coombs somewhat under the weather, so to speak, with rheumatism, but he keeps about. The retail business is ably managed by his son.

In West Hartford, at the Whiting greenhouses, now conducted by Carl Peterson, we found good stock. Mr. Peterson is cutting Columbia roses and is well pleased with the variety.

The American Association of Park Superintendents, as elsewhere noted, opened their convention in this city and were given a cordial reception.

Albert J. Brodrib has an attractive store at 639 Main street, and seems up to date.

A. F. F.

Pittsburgh.

DULLEST MONTH OF SEASON ENDS.

The week just ended has seen the close of the dullest month of the year. Several things having contributed to the same. The principal reason was the street car strike just ended when not a car moved for two weeks, paralyzing business in the downtown section. American Beauties are arriving in large quantity, and at times are hard to move. Frances Scott Key, Russell and Columbia proved the favorites, and are of mixed season quality. Ophelia, Sunburst and Hilda remained a drug on the market. A few of the new crop of carnations are beginning to arrive and clean up daily. This market was flooded with asters the past week, good, bad and indifferent. It was no trouble to dispose of the best of them, but it was impossible to move the shorts and cripples. Gladioli still remain strong, with a fairly good sale. Greens are arriving in better shape, with supply and demand about equal.

NOTES.

With prospects bright for clearing up of the labor situation in the railroad and steel industries, everything points to the most prosperous season in the history of the business in this district, and all the trade, both wholesale and retail, are preparing to handle same.

Randolph & McClements report having booked several large out-of-town weddings for the month of September and are predicting the largest season in their history.

E. C. Ludwig is very chesty these days, as his gladioli exhibit took second prize at the Detroit exhibition.

Mrs. A. Briggs, of the North Side, is spending her vacation getting close to nature down on the farm.

J. W. Glenn of Kittanning, Pa., opened his new store September 1.

M.

ERNE & COMPANY
—WHOLESALE FLORISTS—
30 E. Randolph Street, L. D. Phone, Randolph 6578. CHICAGO, ILL.
Mention the American Florist when writing

E. F. Winterson Co.
166 North Wabash Avenue, L. D. Phone Central 6004. CHICAGO
We offer the best Gladiolus on the Chicago market in quantity; also Asters, Roses, Carnations, Adiantum, Fancy Ferns and Smilax by the case. Our supply department is complete. Ribbons, Chiffons, Boxes and Wire Work are our main items. Try us

Rochester, N. Y.

TRADE CONTINUES DULL.

Business during the past two weeks has been very dull with little activity in funeral work. Gladioli are plentiful, with Schwaben the prime favorite this summer due to fine quality and color. Roses are plentiful, but there is no oversupply. Reds are very scarce. Asters are being received in great numbers and are useful in clusters and design work. Few garden flowers are now available.

NOTES.

Charles Gow is spending a short time with the Canadian troops at Niagara-on-the-Lake, the division being the same with which he fought two years in France, participating in several important battles. He will also visit Toronto.

George T. Boucher is back after attending the Detroit convention and a trip to Chicago. He has installed some new office fixtures at his establishment.

Felix Alberts had an excellent display of gladioli in long hanging containers which attracted favorable comment.

Horace J. Head, after attending trade conventions in Toronto, Ont., and Detroit, Mich., has returned to this city.

The H. E. Wilson store force held a corn roast, August 26, and a most enjoyable time is reported.

Visitors: Wallace R. Pierson, Cromwell, Conn.; R. G. Slicker, Chicago; A. Green, Lockport, N. Y.; M. Graham, Detroit, Mich.

CHESTER.

Detroit, Mich.

FLORISTS' CLUB ELECTS OFFICERS.

The club meeting at Hotel Statler, August 29, brought out a good attendance of the members. The annual election of officers and the adjustment of affairs in connection with the S. A. F. convention were the main features of the proceedings. The officers elected for the following year are: J. F. Sullivan, president; M. Bloy, vice-president; Harry Taylor, secretary; J. K. Stock, treasurer.

Many letters were read from visitors who attended the convention, praising the hospitality and perfected local arrangements made by the Detroit florists for the multitude of visitors, all of whom apparently enjoyed their stay in our beautiful city and highly appreciated the value of what has been generally designated the most successful convention in the society's history. E. A. Fetters, J. K. Stock, M. Bloy, and Robert Rahaley were appointed a committee to audit and pay all bills incurred by the club in the local management of the convention.

Resolutions were unanimously adopted, conveying to the Hotel Statler the club's thanks and appreciation for the admirable way the hotel management cared for the great throng of florists and their families who favored this popular place with their patronage during convention week. Letters of acknowledgment were also ordered sent to many firms whose generosity helped to make the work of the local boys easier of accomplishment. J. F. S.

Cleveland.

GLADIOLI AND ASTERS LEAD GOOD SUPPLY.

The market is well supplied with a good assortment of stock, gladioli and asters holding the lead in the outdoor varieties, other offerings including sweet peas, gypsophilas, phlox, hydrangeas, snapdragons, water lilies, zinnias, coxcombs and spiraeas. Carnations are beginning to arrive, but are still short stemmed, although the flowers are excellent. Roses have been plentiful the past week with demand good. American Beauty in all grades are excellent. Lily of the valley is the scarce item, swainsona being used as a substitute.

NOTES.

The funeral of Col. Weybrecht, "food poison" victim of Alliance, O., a brother of L. L. Lamborn, of the Lamborn Floral Co., that city, was the occasion for an excellent call for American Beauty roses.

T. B. Stroup, of New Philadelphia, O., has been notified that his automobile, stolen some time ago, has been recovered at Detroit, Mich.

Clarence McFarland, 7030 Lawrence avenue, is to be married in the near future. The trade extends congratulations.

Fred A. Zenke, of the Excell Laboratories, Chicago, was a visitor this week, attending the gardeners' convention.

James McLaughlin and Edgar Brown, of the J. M. Gasser Co., are at present enjoying vacations. C. F. B.

Louisville, Ky.

STREET CAR STRIKE HURTS TRADE.

The street car strike in this city is having a serious effect on business. There is no settlement in sight after a tie-up of two weeks. Dahlias have made their appearance. The stems are rather short, but the flowers are good. There is a shortage of carnation plants, and many of the florists are buying to supply their needs.

NOTES.

E. G. Reimers & Son met with a serious loss recently when 1,500 feet of glass was broken by hail.

The F. Walker Co. has finished planting carnations in the benches.

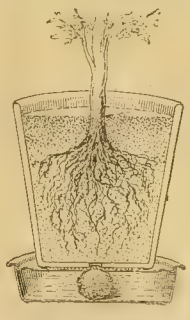
Anders Rasmussen is cutting excellent Premier and Columbia roses at his range in New Albany. H. G. W.

— THE —
Meyer Florist Thread

Comes put up 16 oz. of actual thread to the lb., 2 oz. to the spool. Compare our thread with any other you are using and you will see a vast difference in the quality as well as the price and yardage of each spool.

— Manufactured by the —
JOHN C. MEYER FLORIST THREAD WORKS
1500 Middlesex Street, LOWELL, MASS.
Mention the American Florist when writing

Sell More Potted Plants



You can easily double your plant trade by showing your customers how easy it is to grow potted plants with a

Little Wonder Plant Irrigator

They keep your plants watered just right. Wholesale price, $20.00 per 100.

If your supply house does not carry them send us their name with your order.

Sample by mail, 35c

The Wonder Plant Irrigator Co.
2544 N. Clark St., CHICAGO
Mention the American Florist when writing

BROOKLYN, N. Y.—Thomas Reynolds, who, accompanied by Mrs. Reynolds, has been spending a month with J. C. Bills at Long Island, Me., has returned to this city and will re-open his florist establishment, 757 Manhattan avenue, which he closed during the vacation period.

CROWN POINT, IND.—Alois Frey and wife left for California August 31.

John Kruchten Co.

30 East Randolph Street, WHOLESALE FLORISTS L. D. Phone Central 8016-8017. CHICAGO, ILL.

Mention the American Florist when writing

E. C. AMLING CO.

The Largest, Best Equipped, Most Centrally Located

WHOLESALE

CUT FLOWER HOUSE

IN CHICAGO

169-75 N. Wabash Ave., CHICAGO

L. D. Phones

CENTRAL 1977 and 1978

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MILLER & MUSSER

Wholesale Florists

179-181-183 North Wabash Avenue, CHICAGO

Mention the American Florist when writing

A. L. Randall Co.,

Wabash Ave. and Lake St., CHICAGO, ILL.

Wholesale Cut Flowers, Florists' Supplies.

Mention the American Florist when writing

WEILAND-RISCH CO.

FLOWER GROWERS

TELEPHONE CENTRAL 879 154 N. WABASH AVE. CHICAGO ILLINOIS

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George Reinberg

WHOLESALE FLORIST

Extra fancy Ophelia, Sunburst, Columbia, Russell, Milady, White Killarney and Killarney Brilliant Roses. All orders given prompt attention. Try us.

162 N. Wabash Av., CHICAGO

1920 Catalogue

48 Pages for Florists

Sent free on request.

THE JOHN HENRY CO.

LANSING, MICH.

Mention the American Florist when writing

Wire Hanging Baskets

Price List, 1919. Plain Wire Hanging Baskets.

10-inch	$1.75	14-inch	$3.00
12-inch	2.25	16-inch	4.50

SHEET MOSS in bags, per bag, $2.00

Our Sheet Moss is the best value for the money in the market.

Michigan Cut Flower Exchange, 264-266 Randolph St., DETROIT, MICH.

Mention the American Florist when writing

Wholesale Flower Markets

Chicago.

CURRENT PRICE LIST.

	Dozen	100
Roses, Beauty	$ 1.50	@$ 5.00
" Mrs. Chas. Russell		5.00@ 20.00
" Columbia		5.00@ 15.00
" Hoosier Beauty		4.00@ 10.00
" Killarney Brilliant		3.00@ 10.00
" Killarney		3.00@ 10.00
" White Killarney		3.00@ 10.00
" Richmond		3.00@ 10.00
" Prince de Bulgarie		3.00@ 10.00
" My Maryland		3.00@ 10.00
" Mrs. Geo. Shawyer		3.00@ 10.00
" Milady		3.00@ 10.00
" Sunburst		3.00@ 10.00
" Mrs. Aaron Ward		3.00@ 10.00
" Hadley		3.00@ 10.00
" Ophelia		3.00@ 10.00
" Double W. Killarney		3.00@ 10.00
" Mrs. Moorfield Storey		3.00@ 10.00
" Champ Weiland		3.00@ 10.00
" Stanley		3.00@ 10.00
" Francis Scott Key		3.00@ 10.00
" Bayard Thayer		3.00@ 10.00
" Cecile Brunner		3.00
" George Elgar		3.00
" Baby Doll		3.00
" Nesbit		3.00
" Our selection		4.00
Carnations	3.00	@ 4.00
Cattleyas, per doz.	10.00	@ 12.00
Daisies	1.50	@ 2.00
Gladioli	4.00	@ 6.00
Valley	12.00	@ 15.00
Calendulas	2.00	@ 4.00
Callas		15.00
New Ferns per 1,000	3.00	@ 4.00
Galax per 1,000	1.50	@ 2.00
Leucothoe	1.00	@ 1.25
Mexican Ivy per 1,000	5.00	@ 6.00
Plumosus Strings each	.60	@ .75
Smilax per doz.	2.50	@ 3.00
Sprengeri, Plumosus Sprays		3.00
Boxwood, 35c per lb., per case		9.00

ZECH & MANN

WHOLESALE FLORISTS

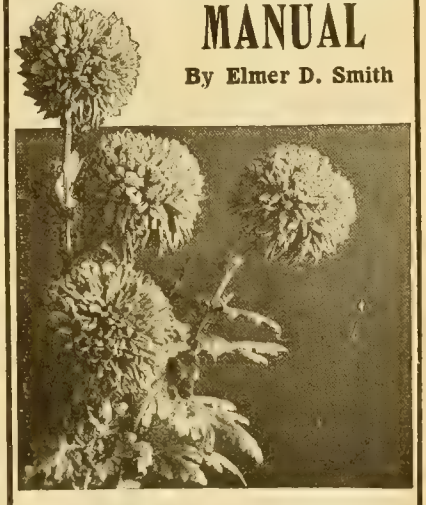
30 E. Randolph St., CHICAGO

Telephone Central 3284

Mention the American Florist when writing

THE CHRYSANTHEMUM MANUAL

By Elmer D. Smith



FOURTH EDITION

Price 60 Cents. Cash with Order.

American Florist Co.

440 S. Dearborn St., Chicago

Tonner Wholesale Florists

Dealers in Supplies Chicago Ill.

30 East Randolph Street.

Mention the American Florist when writing

Percy Jones

INC.

Wholesale Florists

30 E. Randolph St., CHICAGO, ILL.

Mention the American Florist when writing

ASTERS-Indoor Grown-ASTERS

$4.00, $5.00 and $6.00 per 100.

At this price we furnish you Asters, which for size and quality, we consider the best coming to Philadelphia. You will find them well worth all we charge for them. You will have no trouble to find sale for that grade of Asters.

THE LEO NIESSEN CO., 1201 Race St., Philadelphia, Pa.

Philadelphia.

AUGUST HAS DULL ENDING.

Not much is expected of the business of the last week in August, and while few were agreeably disappointed, there was nothing to cause price inflation. It is agreed that the demand was better than for the same period a year ago; also, that the supply was considerably larger and of higher grade stock. Asters are now leading, they being at their height. Stock in the higher grades was never finer at this season. Both greenhouse and outdoor flowers appear to be at their very best. There is, as usual, a lot of mediocre stock, mostly field grown, which goes to street men at very low prices. Gladioli are still seen in quantity, some of them very fine. The choicer varieties are in demand at fair prices, the balance is joblotted out at week ends to clean up. Summer cosmos is plentiful and in fair demand. Delphinium Bella Donna is surprisingly good for the season. Tritomas are in fair demand. Columbia is the best rose. Mrs. Russell seems a close second. Premier looks very good so far, and is improving each week. White roses are scarce American Beauties are gaining, some very fair stock with 36-inch stems now being offered. There are really good Easter lilies from the few bulbs that came over last spring. Japanese rubrum and album are quite plentiful. Golden Glow chrysanthemums are offered of good quality, all of which find buyers.

CLUB MEETING.

The monthly meeting of the florists' club was held at the Adelphia hotel, September 2, and proved one of the best attended and most interesting of any at this season of the year. Different angles of the Detroit convention were touched on by Arthur Niessen, Charles Grakelow and President Harvey, all of whom were unanimous as to the great work accomplished. The first week in October was decided upon as the time when a "Say it With Flowers" campaign and other important publicity work will be taken up by a committee. Fifteen new names were presented for membership.

PACKING STANDARDS.

It would seem as if there should be one best way of packing gladioli for shipment to the market. Each grower appears to have a method of his own. Some pack in peach baskets, the flower spikes packed closely in one basket with the others inverted over top to protect them. Others use the ordinary corrugated pasteboard box, in which the sprays are laid close together. A crated wooden box, in which the flowers, wrapped in paper in bundles of one dozen, are stood up, appears to carry them very well, as they do not crush one another with their weight and the box always stands upright. Another good package that seems to work well, is a ventilated barrel, in which the dozens, wrapped in paper, are stood up until the space is compactly filled. Burlap is then tied over the top. Of the above plans, the crated box or burlapped barrel appears to be the best, as in both, the bundles stand upright and do not, by their weight, crush others, as is the case when they are packed laid down. It would seem that a matter so important to the growers would receive their best consideration, but while each season shows some improvement, many of them go on, year after year, in the way to which they are accustomed, while a study of the situation, and the adoption of the best system, would add from 10 to 20 per cent to their receipts.

HANDLING THE SURPLUS.

Why do not the growers, the wholesalers and retailers get together at periods of the year when there is an apparent surplus due? Most of the periods of overproduction can be marked now on the calendar of the coming year. Why not turn these opportunities to good account? Sell the flowers when they are fresh, daily as they come in, and not hoard until the end of the week and dump them faded as they

EDWARD REID

Roses, Asters, Gladioli. All Seasonable Flowers.

This is the exclusive shop, only one block from Express Depots.

1619-1621 Ranstead Street, PHILADELPHIA, PA.

Wholesale Flower Markets

BUFFALO, Sept. 3. Per 100

Roses, Beauty, Special	30.00@	40.00
" Fancy	20.00@	30.00
" Extra	10 00@	20.00
" 1st	8.00@	10.00
" Killarney	3.00@	5.00
" My Maryland	3 00@	8.00
" Sunburst	3.00@	8.00
" Ward	3.00@	4.00
" Columbia	6.00@	15.00
" Ophelia	3.00@	10.00
" Russell	6.00@	10.00
" Shawyer	3.00@	10.00
" Bon Silene	2.00@	3.00
Cattleyas	85.00@	100.00
Sweet Peas	.50@	1.00
Asparagus Sprengeri	.35@	.50
Ferns	per 1,000	2.00
Calendulas	2.00@	3.00
Smilax		25 00
Gladioli	2.00@	4.00
Asters	1.00@	3.00
Japan Lilies	8.00@	10.00
Auratum Lily		15.00
Pond Lily	2.00@	3.50

BOSTON, Sept. 3. Per 100

Roses, Beauty	12.00@	25.00
" Killarney Queen	2.00@	6.00
" White & Pink Killarney	2.00@	6.00
" Double White Killarney	6.00@	12.00
" Killarney Brilliant	2.00@	8.00
" Hadley	6.00@	12.00
" Mock	2.00@	4.00
" Mrs. Chas. Russell	6 00@	12.00
" Taft	2.00@	8.00
" Milady	2.00@	8.00
" Ward and Hillingdon	2.00@	8.00
" My Maryland	2.00@	8.00
Carnations	12.00@	15.00
Easter Lilies	10.00@	20.00
Valley	6.00@	10.00
Gladioli	4.00@	8.00

CINCINNATI, Sept. 3. Per 100

Roses, Killarney	4.00@	12.00
" Mrs. Chas. Russell	6.00@	18.00
" Ophelia	4 00@	10.00
" Richmond	4.00@	10.00
" Sunburst	4.00@	10.00
" Shawyer	4.00@	10.00
" Columbia	6.00@	18.00
Lilium Giganteum	12.50@	15.00
Cattleyas	1.00@	3 00
Carnations	4.00@	12.00
Callas	10.00@	12.00
Calendulas	1.50@	3.00
Easter Lilies	12.50@	15.00
Sweet Peas	.50@	2 00
Tulips	4.00@	8.00
Daffodils	5.00@	6.00
Iris Tingitana	12.00@	15.00
Jonquils	4.00@	6.00
Snapdragons	6.00@	10 00
Gladioli	3.00@	5.00
Asters	2.00@	4.00

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BERGER BROS.

Roses, High Grade Asters, Zinnias

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Growers of Quality Flowers.

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Used for glazing greenhouses. Put up in gallon cans.....$2.25
Rubber Putty Bulb (12-oz size)..... 1.25

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Staple Baskets and Seasonable Novelties in Quantity.
Send for Our Catalogue.

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EVERYTHING in the line of Cut Flowers, Plants and Florists' Supplies.
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HOLTON & HUNKEL CO.
462 Milwaukee St., Milwaukee, Wis.
Wholesalers and Growers of Choice Cut Flowers and Greens

H. Bayersdorfer & Co.
The Wholesale Supply House of America . . .
EVERYTHING THE BEST IN FLORISTS' SUPPLIES
1127 Arch St., Philadelphia, Pa.

then are, at any old price to the street men, to work off and disgust the people who buy them? There is no demand on the street for these flowers. They are sold simply because placed before the people who are induced to buy because they see them and the price is low. Intelligently laid and carried out plans to handle this stock, while fresh, through all the stores, methods that would insure more business to the retailers and better prices to the growers, are surely within the bounds of reasonable possibility. All that is necessary is intelligent co-operation of the various branches of the trade. It requires initiative and energy. It will not come of itself, or stay without the hustle to keep it going. It is possible to sell twice the quantity of plants and cut flowers that are now handled annually in this country. It is to be done by each individual retailer being on the job, not just when the work is forced on him, but ever ready by the inviting appearance of his store and stock to take advantage of every opportunity.

NOTES.

The big 600-foot house of the Jos. Heacock Co., at Roelfs, is well under way, half of the iron work being now up. It is the intention to complete one half as soon as possible. So that propagation of young roses may be going on and enough stock on hand to plant the whole house as soon as completed. A catch crop of sweet peas will also be grown.

Edward Reid believes that all cut flowers could be handled with profit, and the supply kept below the demand, with a proper co-operation of all lines in the trade. Right you are, Edward. Go to it!

John Berger, of Berger Bros., in displaying a vase of zinnias, said they are one of the finest of the summer cut flowers, but do not seem to be appreciated as they should by the average retailer.

C. U. Liggit declares that the demand for all kinds of florists' plant stock is much greater than the supply, field grown carnations being almost out of the market.

Wm. Gibson, with Mills, the Florist, Jacksonville, Fla., was a visitor last week. He looks well and reports business "O. K." in that land of palms and oranges.

Carl Ribsam, Trenton, N. J., in town last week, declares the past summer the best his firm ever experienced. Stanley Giles, Reading, Pa., was also a visitor.

GUST. RUSCH & CO.
Wholesale Florists
Jobbers in FLORISTS' SUPPLIES.
Phone Main 1245. P. O. Box 206
444-446 Milwaukee St., Milwaukee, Wis.

Wholesale Flower Markets

PHILADELPHIA, Sept. 3. Per 100

Roses, Beauty, special	30.00@	40.00
" " fancy	15.00@	20.00
" Mrs. Chas. Russell	6.00@	20.00
" Killarney	2.00@	6.00
" Hadley	6.00@	15.00
" Sunburst	4.00@	10.00
" Wards	3.00@	6.00
" Ophelia	4.00@	12.00
" Columbia	6.00@	20.00
Easter Lilies	20.00@	25.00
Snapdragons	4.00@	6.00
Calendulas	2.00@	3.00
Adiantum	1.00@	1.50
Smilax		.25
Asparagus Strings	.50@	.75
Asparagus bunches		.50
Dagger and Fancy Ferns, per 1,000	3.00@	4.00
Gladioli	2.00@	6.00
Dahlias	2.00@	6.00
Tritomas	4.00@	6.00
Chrysanthemums, Golden Glow		25.00

ST. LOUIS, Sept. 3. Per 100

Roses, Hadley	2.00@	4.00
" Killarney	1.00@	4.00
" White Killarney	1.00@	6.00
" Hoosier Beauty	1.50@	10.00
" Russell	2.00@	15.00
" Ward	1.00@	3.00
" Mrs. Shawyer	2.00@	6.00
" Sunburst	2.00@	6.00
Ferns	2.00	
Carnations	1.00@	3.00

PITTSBURGH, Sept. 3. Per 100

Roses, Beauty, special	25.00@	30.00
" " fancy	15.00@	20.00
" " extra	8.00@	12.00
" " No. 1	3.00@	6.00
" Hadley	4.00@	15.00
" Killarney	3.00@	10.00
" Sunburst	3.00@	10.00
" Mrs. Aaron Ward	3.00@	8.00
" Russell	4.00@	15.00
" Columbia	4.00@	15.00
" Ophelia	4.00@	10.00
" Hilda	3.00@	10.00
Carnations	2.00@	3.00
Cattleyas		50.00
Ferns, per 1,000	2.50	
Sweet Peas	1.00@	2.00
Gladioli	4.00@	6.00
Phlox	3.00@	4.00
Delphinium	4.00@	6.00
Daisies	1.00@	2.00
Asters	2.00@	4.00
Galax	1.50	
Plumosus	.35@	.50
Sprengeri	.35@	.50

The Philadelphia Wholesale Florists' Exchange has added a new Maxwell delivery car to its equipment. A splendid line of asters is seen here.

K.

FANCY (Special Picked) FERNS
Leave us your order for regular shipments.
C. A. Kuehn, WHOLESALE Florist
All Seasonable Cut Flowers | Mfr. and Dealer in "Florists" (Brand) Supplies
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Roses, Dahlias, Gladioli
Up-to-the-Minute Service. Satisfaction Guaranteed.
1615 Ranstead St., Philadelphia, Pa.

MINNEAPOLIS, MINN.
RICE BROTHERS
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218 North Fifth St.
Send list in for quotations.

MILWAUKEE, Sept. 3. Per 100

Roses, Killarney, W. Killarney	3.00@	8.00
" Ward	3.00@	6.00
" Mrs. Chas. Russell	6.00@	15.00
" Ophelia	3.00@	8.00
" Columbia	6.00@	15.00
" Hoosier Beauty	4.00@	8.00
Carnations, assorted	2.00@	3.00
Cattleyas, per doz.		9.00
Gladioli, per doz.	.50@	.75
Gypsophilia	.25@	.35
Rubrums	4.00@	6.00
Asters	2.00@	3.00

New York.

DULL SEPTEMBER OPENING EXPECTED.

Business was dull during the past week, and the outlook for the first week of September is dark. It seems that about all the people that could get away, left the city August 30-31. Big "Bill" Egan, station master at the Pennsylvania Terminal, has been railroading for many years, and knows a lot about crowds, but the one August 30 came near "getting his goat." They went to Atlantic City, Norfolk, Washington and the Long Island resorts, most everywhere in fact, the leading idea being to go some place. At the Grand Central the rush over the New York Central and the New Haven was enormous. The D. L. & W., Erie, Jersey Central and Lehigh Valley roads also transported their thousands. Taking into consideration that many of these people will remain away for a week or more, their trade, for the time, is lost to all lines of business in this city, and people that can afford to travel, can afford to buy flowers. The rose supply for the past week was not heavy, as the weather turned quite cool on the evening of August 25 and so continued until the 30th., when there was heavy rain. But in the light of our previous statement, there was but little doing in roses or other flowers on that day. Throughout the week, it was very hard to move American Beauties, even at low figures. A few of the best teas, such as Scott Key, Columbia and Ophelia brought fair prices for the season, but there was always a surplus. The same can be said of the best dahlias and gladioli. Asters were so plentiful that even the best went cheap. Quantities of tritomas (red hot pokers), have been arriving. This season, they are miserably poor. When good, if not particularly useful, they serve as an attraction in the show windows, but this year the tips are a sickly green. The natural conclusion is that the furnace was not hot enough. There is little change in the orchid situation, prices on cattleyas keeping at $1 per flower, and upward. Quantities of cosmos and various other outdoor stock are seen and some of them sell.

September 1.—For obvious reasons, there is little doing this morning that can be called business. A few buyers were around in the early hours, but their purchases were very little. New crop carnations are appearing on the market—probably from field stock—but they attract but little attention. The weather is dark and cool, with occasional showers.

NOTES.

C. Lecakes & Co. have bought the evergreen and florist supply business formerly conducted by J. J. Fellouris at 116 West 28th street. Costas Lecakes, the head of the firm, has led an active life. Though only 30 years old, he has spent 15 of them in the evergreen business. As a diversion, he returned to Europe and served in the Balkan war of 1912-'13. In the late war, he was in the American army for seven months. His brother, George, who is associated with him in the business, also served seven months under the stars and stripes.

There is much dissatisfaction among growers and retailers over the high that when the flowers come on the marprices for lily bulbs, and it is predicted ket—supposing that the bulbs live and grow—that prices will be so high that many people will not buy. As one retailer has naively remarked: "It will make it good for the growers of roses and other plants." Heretofore, the churches have been good buyers of Easter lilies, but it is an established fact that the churches will not pay extravagant prices.

Detectives from this and other large cities from Maine to California are engaged in a search for William Beresford Stevenson, nine-year-old son of the late William J. Stevenson, who was engaged in the florist business at Savannah, Ga. Executors are trying to find the boy to settle up the estate, there being $10,000 held in trust for the son under his father's will. "Billy," as he is sometimes called, disappeared from Savannah with his mother, Mrs. Jean Stevenson, two years ago.

Marshall Clarke, of David Clarke's Sons, went to Norwalk, Conn., August 31, to superintend an elaborate wedding decoration. His firm also made up a number of fine designs for the funeral of Charles Frederick Hoffman, a prominent citizen, who died at Newport, R. I., August 28. The funeral was held at the Cathedral of St. John the Divine, this city, September 1.

Horace E. Froment, the wholesaler of 148 West 28th street, who had planned to take a rest and vacation, has been detained by the serious illness of Miss Froment, his sister, who shares his home. She is now believed to be improving. As misfortunes seldom come singly, Miss Mabel Conkling, his bookkeeper, recently fell and fractured a limb.

Celestine Bourque, buyer, and Miss Mary Bowen, bookkeeper, of the Dards store, are now taking well earned vacations.

Manager Perry, of the Dard's store, has returned with his family from a vacation spent in the White Mountains.

William P. Ford has just returned from a short vacation, spent on his farm at Chaddsford, Pa.

A. F. F.

Wichita, Kan.

AUGUST TRADE BETTER THAN USUAL.

August showed fair business somewhat ahead of that month in previous years. Outdoor stock was, and continues to be, very scarce and is now practically at an end for the season. The summer's drought was broken August 29 by a severe storm with a wind of 67 miles per hour velocity and a rain of over an inch in one hour. There was also considerable hail, which fortunately was too small to break glass although some loss resulted to growing crops outdoors.

NOTE.

Visitors: Robert Shoch, Philadelphia, Pa.; Wm. Bash, Rosedale, Kan., and W. E. Tredup, Chicago.

C.

FUTTERMAN BROS.
Wholesale Florists, 102 West 28th St., New York.
Telephones: Farragut 159 and 9761.
The Right People to Deal With. Consignments Solicited.

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C. Lecakes & Co.
Evergreens and Florists' Supplies
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Prompt and careful attention to Mail, Telegrah and Telephone Orders.

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Telephone 2046 Farragut

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WHOLESALE FLORISTS A. L. Young & Co. 54 West 28th St. New York. Consignments Solicited

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Cut Asparagus Plumosus Sprays a Specialty
Consignments of Cut Flowers Solicited.

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Telephone Farragut 6323
EDWARD BRENNER
Wholesale Florist
101 West 28th Street, NEW YORK
Everything in Cut Flowers
Consignments Solicited.

Mention the American Florist when writing

ZANESVILLE, OHIO.—T. D. Long, of Vaughan's Seed Store, Chicago and New York, was a visitor on Labor Day.

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WHOLESALE FLORIST
55-57 WEST 26TH STREET
Telephones: 3864 and 3157 Farragut. NEW YORK CITY

GEO. J. POLYKRANAS
Wholesale Commission Florist
CONSIGNMENTS SOLICITED
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Telephone No. 2264 Farragut.

William Mackie
WHOLESALE FLORIST
105 W. 28th St., New York
Telephone 759 Farragut.

Walter F. Sheridan
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Telephone Call: 3532-3533 Farragut 133 W. 28th St., NewYork
All the NEW ROSES, CARNATIONS and Seasonable Flowers.

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All the New and Standard Varieties of Roses, Violets, Carnations, Valley, Lilies, Etc.
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Tel. 608 and 609 Farragut.
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I. Goldstein
WHOLESALE FLORIST
116 W. 28th St., New York
Prompt and careful attention to your interests. Consignments solicited.

Riedel & Meyer, Inc.
WHOLESALE FLORISTS
25 years' experience. Consignments solicited.
49 West 28th St., New York
Phones 4024 and 4025 Madison Square.
Mention the American Florist when writing

Wholesale Flower Markets

NEW YORK, Sept. 3. Per 100

Roses, Beauty, special	15.00@	35.00
" " extra and fancy	8.00@	10.00
" Hadley	2.00@	15.00
" Francis Scott Key	4.00@	25.00
" Columbia	2.00@	10.00
" Prima Donna	2.00@	10.00
" Alice Stanley	1.00@	8.00
" Double White Killarney	2.00@	8.00
" Killarney	1.00@	6.00
" " Queen	1.00@	6.00
" " Brilliant	1.00@	6.00
" Aaron Ward	2.00@	8.00
" Ophelia	2.00@	10 00
" Sunburst	2.00@	6.00
" J. L. Mock	2.00@	6.00
" Mrs. Chas. Russell	4.00@	15 00
" Premier	4.00@	15.00
Cattleya orchids, special	100.00@	150.00
Adiantum Croweanum and Hybridum	.50@	.75
Sweet peas	.50@	1.00
Gladiolus	.50@	3.00
Asparagus Plumosus, doz. bchs.		2.00
Smilax, doz. strings	1.50	
Delphiniums, per doz.	.10@	.15
Bouvardia, white, per doz.	.35@	.50
Asters	.50@	2.00
Lilies, Rubrums	3.00@	5.00
Dahlias	1.00@	4.00

Frank H. Traendly Charles Schenck
Traendly & Schenck
Wholesale Florists and Cut Flower Exchange
436 Sixth Avenue, NEW YORK
Between 26th and 27th Sts.
Telephones: 798 and 799 Farragut.
Orchids, Roses, Carnations, and all the other best products of the leading growers.
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(Incorporated)
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WHOLESALE FLORIST
Everything in Cut Flowers
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Telephones 4422 4423 Farragut D. J. Pappas, Pres.
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WHOLESALERS
111 W. 28th St., NEW YORK
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PHONE 2335 2336 FARRAGUT
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Wholesale Commission Dealer in
CUT FLOWERS
118 W. 28th St., NEW YORK
West of 6th Ave. Open 6 a. m. every morning.

N. Y. Cut Flower Exchange
Coogan Bldg., 6th Av. and W. 26th. New York.
Desirable wall space to rent for advertising.
Open for Cut Flower Sales at 6 o'clock every morning.
V. S. DORVAL, Secretary
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The Kervan Co.
Fresh Cut Decorative Evergreens
Highest Standard of Quality.
Largest stock in America. Send for illustrated catalog of Greens and Florists' Supplies.
119 West 28th St., NEW YORK

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WHOLESALE FLORIST
24-30 STONE STREET
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M. C. FORD
121 WEST 28TH STREET
NEW YORK
Tel. 3870-3871 Farragut
THE LARGEST RECEIVER OF CUT FLOWERS IN THE CITY.
A complete assortment of the best in the market can always be relied upon.
Mention the American Florist when writing

CATTLEYA-ORCHIDS

815 TRIANAE	215 GIGAS	320 MOSSIAE
450 SPECIOSISSIMA	275 PERCIVALIANA	120 HARRISONIAE
417 GASKELLIANA	315 LABIATA	516 SCHROEDERAE
40 VANDA CAERULEA	50 DENDROBIUMS	546 SPECIMENS

Prices per plant, all varieties, each $1.50, $2.50, $3.50, $5.00 and $7.50.

Positively cash with order, to close estate.

GEORGE V. ALLEN, POST OFFICE BOX 51 **Edgewood, Rhode Island**

Baltimore, Md.

IMPROVED TRADE CONDITIONS EXPECTED.

Market conditions continue unchanged. The supply of roses is somewhat improved, although still limited. Asters and gladioli are plentiful. With the arrival of September, many vacationists are returning, and this should stimulate an early fall demand for flowers for the home. The absence of good flowering plants has been keenly felt all summer, many buyers refusing cut flowers as a substitute. The matter of taking what is available must satisfy, but a little good pot stock would have proved a boon during August. With the approach of the Hebrew holidays, many of the shops will have the pleasure of supplying the means of brightening the lives of many of the elderly ladies of that faith at this time, and it is hoped that dahlias will be plentiful.

NOTES.

Sieck & Glick are now located in permanent quarters at 602 North Calvert street, and have made a fine start in developing their wholesale trade. Business on this thoroughfare is fast extending north, and as Mr. Glick says: "It does not make any difference whether you are next door to another wholesaler or not. If you have good stock at right prices, you will get customers."

M. Schumacher has been sending in a few of his finest asters. Whether they pay or not is not a question, but the excellent quality is certainly a reward for the time spent on them.

Robert Halliday was somewhat improved last week and able to sit up for an hour or so each day.

G., JR.

Horticultural Society of New York.

A dahlia exhibition will be held September 20-21, in the Museum building, New York botanical garden. Schedules are now ready for distribution, and will be sent on application to the secretary, George V. Nash, New York botanical garden, Bronx park, New York City.

In this connection, attention is called to the large collection of dahlias, located along the west border, just north of the Harlem railroad plaza, New York botanical garden. A space over 400 feet long and 12 feet wide is devoted to this collection, which comprises about 360 kinds and something over 600 plants, representing all the types of this increasingly popular flower. A visit will well repay either the amateur or professional gardener. The plants of each type are grouped together, so a comparative study is readily made.

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The thirty-e ghth annual meeting will be held June, 1920.

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THE price of bags at Chicago, September 3, was $65.00.

VISITED CHICAGO: J. Cesbron, Angers, France, enroute to the Pacific coast.

EVANSVILLE, IND.—The Ohio Valley Seed Co. has increased its capital stock from $25,000 to $100,000.

BELGIUM is negotiating in Chili for the purchase of 100,000 tons of nitrate for agricultural purposes.

THE CROP of garden beans at Twin Falls, Idaho, shows not only a good acreage, but a large yield.

SALT BUSH, pushed by the late E. V. Hallock as a dry land forage plant, is again mentioned favorably as a sheep feed.

ONION SETS.—Independent growers in the Chicago district are materially firmer in their asking prices. There is but little doing in a jobbing way thus far.

GRAND RAPIDS, MICH.—The A. J. Brown Seed Co. has purchased 75 feet of ground on Campau street, on which it is planned to erect an office and warehouse.

TECHNICAL Bulletin No. 38, issued by the Michigan Agricultural College, East Lansing, covers experiments on the control of bean anthracnose and bean blight.

GRASS SEED.—Prices for grass seed on the Chicago Board of Trade September 3, were as follows: Timothy $10.25 to $11.50 per 100 pounds. September, $12.75 sellers.

IT is stated that during the war and again this year, the packers endeavored to get hold of a supply of rice, beans, canned fruits, and canned vegetables. To this end they bid up prices.

STURGEON BAY, WIS.—The Door County Seed Co. has purchased land at Menasha and will move its business to that city. A new building 48x100 feet offering increased shipping advantages will be built at any early date.

TOLEDO, O.—Cash clover opened unchanged and October and December were steady, September 2, with cash offered at $29.75. Timothy was steady, cash being offered at $5.30, September $5.70, October $5.55, December $5.70 and March $5.82½.

WEB WORM DAMAGE.—This pest has played havoc with growing crops of sugar beets in Colorado, causing a reduction of 25 per cent. One concern expressed from the east 100 tons of Paris Green, which kills this worm, special Iron Age sprayers being used to apply the poison, the equipment arranged to spray 12 rows at a time and the machines working day and night, lanterns being used on tongue and body after dark.

LAFAYETTE, IND.—Small grain crops on the model farm conducted by the Pudue University experiment station are said to be disappointing this year, due to hot weather. The yield is the smallest in years, but the quality is good.

Roman Hyacinth Bulb Embargo.

Replying to an inquiry as to the French Roman hyacinths refused certification by French inspectors at Marseilles, Dr. C. L. Marlatt, chairman of the federal horticultural board, Washington, D. C., writes as follows:

"The board is advised by the experts of this department, that there are a number of diseases of varying severity of such French hyacinths, and several of these diseases, but not all of them, have been introduced sparingly into the United States. Since the French inspectors have seen fit to refuse to certify the shipment, it is probable that the shipment as a whole must be in rather serious condition, and in view of the absence of exact information as to the identity of the disease, it would seem undesirable, if not improper, for the board to take action to over-rule the French inspectors. Any such action on the part of the board would detract from the morale of the French inspection service and make it less dependable in the future. Furthermore, the regulations permitting the importation of plants from countries maintaining inspection service, clearly place the responsibility on the inspection officials of such country for determining the suitability for shipment to this country of the plants offered for export.

"With respect to this or future shipments of hyacinths, the board will be very glad to have specimens of these diseased hyacinths sent directly to the office of foreign seed and plant introduction of this department for examination and determination as to the identity and character of the disease. The board regrets that the information is not such that it can act more favorably."

Dutch and French Bulbs in England.

The attempts of certain Dutch firms who are seeking to do a direct retail trade with this country, give the British trader something to think about. It must, in the first place, be borne in mind that in Holland, as in England, there are some firms who will not belong to the trades' association. There are also some firms who would not be accepted as members, even if they wanted to join the association, but so far as we are concerned, having asked our government to permit the importation of bulbs, we cannot expect to prevent any particular firm sending bulbs over here. What we have a right to ask is, that as a trader is compelled to secure a license before he can import bulbs, so a private individual shall also be bound by the same rule, and I think, few amateurs indeed will care to bother about importing a small parcel of hyacinths, tulips, or crocuses if they have to apply for licenses to get them in. I call to mind the time when importation was first prohibited. The order went forth that small parcels by post would be admitted. I had some hand in convincing the authorities of the injustice of that order, and it was annulled. I believe it will be possible again to show the import restrictions department that it will be grossly unfair to permit even small post parcels to come in without a license, but the matter needs tackling at once.

There are also one or two points connected with French bulbs that call for rather more than momentary thought. For the simple reason that sources of supply are somewhat limited, there was a keenness shown at an early stage on

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Growers of High Grade SEED
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Beet, Carrot, Lettuce, Onion, Radish.
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Growers Exclusively of
Sweet Corn Seed

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Growers of
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Grower for the Wholesale Trade Only. ONION, LETTUCE, CARROT, PARSNIP, PARSLEY, CELERY, ENDIVE, SALSIFY, NAMED AND MIXED GRANDIFLORA AND SPENCER SWEET PEA AND SUNFLOWER.
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VEGETABLE SEEDS

With our Stock Seed Farms at Grass Lake, Mich., and our growing stations in every part of the United States where seeds are grown successfully, all in charge of capable and experienced men, we are equipped for and are producing

PEAS, BEANS, CORN and VEGETABLE SEEDS

of all kinds in quantity and of highest quality.

Glad to quote for present delivery or on growing contract for crop of 1919.

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the part of British buyers as to what French bulbs would be available. We were soon informed that harvests were very poor, and those who placed the earliest orders were informed, in some cases, that they could only be allocated about 25 to 30 per cent of their desired quantities. Then followed a few offers for immediate acceptance at advanced prices, but just recently there seems to be a marked change of front, and not only are some firms being informed that their original orders can be executed in full, but offers of bulbs have reached London for double and treble the quantities ordered at the outset. It is scarcely surprising that such vascillations are viewed with some suspicion by the trade here.—Onlooker in the British Horticultural Trade Journal.

Bean Standardization.

The California Bean Growers' Association has announced that in order to improve conditions, meet the complaints of many buyers and as far as possible standardize the grades of California beans to equitably meet the varying conditions of climate that exist from year to year, the following definite standards have been established:

Choice recleaned.—To contain not less than 98 per cent of choice merchantable beans and not over two per cent damaged, discolored or other beans, splits, adobe or other foreign matter, and in no case more than one per cent damaged beans. (This standard shall be permanent and in no way altered from year to year.)

No. 1 recleaned.—To be equal to or better than the average of the grade for the current season at time of shipment. Such standards to be jointly established annually by the California Bean Dealers' Association and the San Francisco Chamber of Commerce.

All beans not conforming to above standards will be bought and sold on sample or description. Each season's crop will be handled in accordance with the above standards. If "choice recleaned" cannot be fully and fairly met, such fact will be announced by the association so that buyers may be fully informed as to this condition.

PEACOCK BRAND SEEDS STANDARD OF QUALITY

Quality Seed

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SPECIALTIES:

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Write for Special Contract and Spot Prices.

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GRASS SEEDS

H. A. PETERSEN, Limited

SEED MERCHANTS

Brisbane, Queensland, Australia,

are Exporters of **Rhodes Grass, Paspalum Grass, Soudan Grass, Couch, Prairie Grass, Red Top Grass.** Correspondence invited.

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I. N. Simon & Son

Garden Seeds

438 MARKET STREET

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Waldo Rohnert
GILROY, CAL.
WHOLESALE SEED GROWER
Specialties:
Beet, Carrot, Endive, Lettuce, Onion and Radish.
Correspondence Solicited.
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TOMATO SEED
Grown for the Wholesale Seed Trade
HAVEN SEED CO.
SANTA ANA, CALIFORNIA
Mention the American Florist when writing

Pea Industry Depends on Seed Buying.

The possibility of reviving a profitable crop in Wisconsin is largely in the hands of the farmers who intend to buy seed peas. If they buy this fall, seed of improved strains will be available, says R. A. Moore, agronomist at the Wisconsin experiment station. If they wait until next spring most of the seed peas will be of the unimproved strains, and the industry will stand just where it has before. That the failure of Wisconsin growers to maintain their reputation for good peas was largely due to the poor quality of their product is the opinion of Wisconsin agronomists. For that reason, E. J. Delwiche has bred at the Ashland experiment station for eight years pedigreed strains of field peas. These have been developed from the standard Wisconsin varieties, such as Scotch, Green and Golden Vine. The new strains of peas have been placed largely in the hands of farmers in the upper counties, and many are unable to hold over their seed crop for next year's selling. Unless the seed is bought this fall much of it will go on the market for food, since there is a considerable demand. To avoid this waste of improved seed the office of the Wisconsin experiment station at Madison has collected the names of the growers of improved seed peas so that farmers may easily get in touch with the growers.

Haven Seed Co. Santa Ana, Calif.

The Santa Ana, Calif., Register, in its issue of August 14, devoted two-thirds of the first page of its "prosperity section" to an interesting story of the Haven Seed Co., of that city, with portraits of its founder, the late E. M. Haven, and the present officers, A. B. Haven, president and general manager and L. S. Haven, secretary, also illustrations of its plant which produces annually more than four billion seeds. The company, now in its forty-fifth year, was established in Bloomingdale, Mich., but was removed to California in 1904 and at present has under cultivation 600 acres, 400 of which are devoted to tomato and the balance to lima beans, egg plant, pepper, cucumber and other crops. Upon the death of E. M. Haven two years ago, the company was reorganized with a capitalization of $100,000. Its plant is one of the most complete in the country, with modern office building and warehouses equipped with up-to-date machinery electrically driven.

R. C. McGILL & CO.
WHOLESALE SEED GROWERS
SPECIALTIES IN VARIETY
ONION - CARROT - BEET - RADISH - PARSNIP
CONTRACT PRICES MAILED ON REQUEST
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1300 to a case. READY FOR IMMEDIATE DELIVERY. WRITE FOR PRICES.
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JUST RECEIVED
PAPER WHITE NARCISSUS, 1000 to case.
FREESIA PURITY, ¾ in. and up.
CALLA LILY BULBS.
Prices on application.
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SWEDESBORO, N. J.
Grower of High-Grade Seed.
TOMATO, Pepper, Eggplant, Squash, Pumpkin, Cucumber and Watermelon Seed and Field Corn on contract.
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Arroyo Grande, Calif.
Sweet Pea and Nasturtium Specialists.
Wholesale Growers of full list of
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GARDEN SEED
Beet, Sweet Corn, Garden Beans, Onion Sets and Sweet Potatoes in variety. Also other items of the short crop of this past season, as well as a full line of Garden Seeds, will be quoted you upon application to
S. D. WOODRUFF & SONS, 82 Dey St., NEW YORK and ORANGE, CONN.

Mushroom Growing
By B. M. Duggar
Presenting accurately the requirements for success.
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more than waterproof
Keeps Moisture In.
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Delivers them moist and alive, ready to grow again. Cheaper and better than burlap.
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The Premier British Wholesale and Exporting Seed House
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8 Mats (960 bulbs) for 67.20

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ATASCADERO, CALIF.,
Wholesale Growers of
HIGH GRADE SEEDS

We specialize in Beans, Carrots, Lettuce, Onions, Parsnip, Radish, Salsify, Spinach, and Named and Mixed Nasturtiums, and Grandiflora and Spencer Sweet Peas.
Write for Our Growing Contract Price List.

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GROWERS FOR THE TRADE
Beans, Peas, Sweet Corn, Onion, Turnip, Radish, Beet, Carrot, Spinach, Etc.

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LEADING HOUSE FOR
IMPROVED FARM ROOT SEEDS
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Japanese Bulbs, Plants and Seeds

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Market Gardeners

Vegetable Growers' Association of America.

H. W. Selby, Philadelphia, Pa., President; C. W. Waid, Grand Rapids, Mich., Vice-President; S. W. Severance, Louisville, Ky., Secretary; Eugene Davis, Grand Rapids, Mich., Treasurer.

Next annual convention will be held at Detroit, Mich., September 9-12, 1919.

NEWARK, O.—Warren C. Weient, known as the "cucumber king" of this state, is planning an extension to his establishment which will include a $30,000 heating plant.

Pickle Disease Research Fund.

A fund of $1,000 for experimental work on pickle diseases, to be known as the Cucurbit Disease Research Fund, has just been established at the University of Wisconsin, Madison, through donations made by the H. J. Heinz Company and the National Pickle Packers' Association.

Prices of Indoor Fruits and Vegetables.

Chicago, Sept. 3.—Cucumbers, Climax baskets, 35 to 40 cents; celery, Michigan, crate, 75 cents to $1.00; leaf lettuce, per tomato box, 17½ to 20 cents; radishes, per 100 bunches, $2.00 to $2.50; tomatoes, per box, 25 to 50 cents.

New York, Sept. 2.—Celery, per doz. roots, 20 to 75 cents; cucumbers, 40 to 60 cents per dozen; mushrooms, $1.00 to $2.00 per three-pound basket; tomatoes, per pound, 4 to 10 cents; lettuce, per package, 35 cents to $1.25; radishes, per 100 bunches, $1.50 to $2.50.

Vegetable Storage Space.

The general principles of vegetable storage, applicable to practically every crop which is likely to be stored, are stated by J. T. Rosa, Jr., in Extension Circular 53 of the University of Missouri College of Agriculture, Columbia. They are: First, store only vegetables in good condition, matured but not stale, free from disease and bruises, and which have not been exposed to heating or wilting. Second, store vegetables before they have been severely frosted. The storage conditions must be right. The temperature should be steady, and for most vegetables it should remain below 50 degrees. From 36 to 40 degrees gives best results, especially with the root crops other than sweet potatoes. Ventilation must be provided, yet the atmosphere of the storage place should be kept rather moist to prevent shriveling or wilting. The various means of storage and the methods to be followed with the more common garden crops are reported in this circular, which may be had free.

Market Gardeners Trials in New Brunswick

In an article in a recent issue of the Fredericton Gleaner, J. Bebbington, Sr., the well-known florist and market gardener of that city, calls attention to the fact that the marketing of vegetables in that New Brunswick section is very much overdone, the supply far exceeding the demand. If early crops could be produced, which could be marketed in July instead of August, the conditions would be nearer a balance. At present, it is not an unusual occurrence for a grower in that locality after making a canvass of the hotels and grocery stores to return home with half of his load. About July 10, home-grown cucumbers had not developed, but stores near his establishment had them, shipped in stock, about five inches long at 18 cents. At the end of the month local stock was offered at three for 25 cents, ten days ago at five cents each, and now every grocer has a bushel of them at his door at three to five cents and cannot dispose of them. After a week at the beginning of the season the market is overdone with an accumulation of cabbages, beets, onions, carrots and cucumbers. Mr. Bebbington, in closing, calls attention to the need in that vicinity of a canning factory.

Vegetable Markets.

Reports received by the bureau of markets, United States department of agriculture, for the period, August 26-September 2, showed that after a month of general decline in market values, prices showed a general tendency to recover. Potatoes are slightly higher with supply moderate for the season. Shipments have been restricted because of recent decline in price. The situation is complicated by complaints of rot in some eastern potato sections. Eastern markets and shipping points advanced 10 to 25 cents per 100 pounds from last week's low points. Western markets were irregular, but closed at $3.30-$3.35 per 100 pounds f. o. b. shipping points, compared with $3.10 last week. Jersey Giants sacked ranged $2.50-$2.60 f. o. b. Consuming markets quoted sacked New Jersey Giants $2.60-$3.35, and Cobblers $3-$3.65. Maine Cobblers sacked ranged $2.50-$3 per 100 pounds in New York and Boston. Minnesota early Ohios advanced 15 cents at shipping points, ranging $2.45-$2.65 f. o. b. and carlots ranged fairly steady at $2.35-$2.50. Idaho rurals were quoted at $3.50 in Chicago. California white stock weakened $2.25-$2.40 f. o. b. and closed at $4-$4.50 in Denver for sales in small lots. Best Connecticut Valley sacked yellow onions averaged 25 cents higher in eastern consuming markets, ranging $3.50-$4 per 100 pounds. Other eastern and middlewestern yellow stock was quoted about steady at $3-$3.50. California yellow onions were firm at shipping points and demand improved at $2 f. o. b., while consuming markets were nearly steady, Chicago closing at $2.75-$3. Washington yellow stock was steady at the prevailing jobbing range of $3-$3.50.

Exchanging Seeds.

With reference to recent inquiry, this subject of exchanging seeds, etc., was discussed some time ago in a letter of the Aggeler & Musser Seed Co., Los Angeles, Calif., to its employes, as follows:

"I want to call your attention to the habit some of you have in referring people to me that desire to return or exchange seed which they previously purchased from us. It is wholly unnecessary to refer anyone to Mr. Musser or myself in reference to exchanging seed; it only uses up our time and encourages the party that is sent to us in the belief that there might be a possibility of getting the seed exchanged. You might just as well tell them to commence with that this house absolutely will not exchange or take back seeds of any kind after they have once left our possession. With the exception of some varieties of peas and beans, we might consent to exchange, providing that they are varieties that we could be able to be sure of the variety from inspection without any label. The board of directors of the Aggeler & Musser Seed Co., years ago, passed a resolution absolutely prohibiting the taking back or exchanging of any seed after leaving our possession. This was done for the protection of our customers' interests as well as our reputation as seedsmen. Mr. Musser and I are bound by this rule and can not, and will not, allow it to be violated, no matter what excuse the customer gives, not even if he purchased the seed and took it from our possession but a few hours before.

"We want you to be courteous with the customers and explain to them the reasons why we can not exchange seeds after they leave our possession. These reasons are as follows: No matter how careful people are in the handling of their seeds, they are liable to get the seeds or labels mixed. And there are also many people these days, I am sorry to say, so dishonest that they would deliberately transfer seed into our packages that they had grown themselves or that they bought from someone else, and bring them to us for exchange. Think what a mess we would have in a few months if we exchanged seeds. You can easily understand that no person with good sense would take a chance of buying seeds from a seed house that exchanged or took back seeds, or even bought seeds from anyone excepting reliable seed growers. This rule applies just the same to the dealers as to the retail trade.

"Absolutely refusing to exchange seeds under any and all circumstances may in some instances work a hardship to a customer, but it is the only way we can protect our customers and our business. Anyone violating these instructions will be immediately dismissed."

AGGELER & MUSSER SEED CO.,
By E. A. Aggeler, Vice-Pres.

Boston Ferns

Bench grown plants, from $3.00 to $25.00 per 100. Cash from unknown parties. Satisfactory guarantee.

W. W. COLES, KOKOMO, IND.

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Improved Bird's Eye

—AND—

Christmas Joy Peppers

Out of 2¼-in. pots at $6.00 per 100.
Grown from selected stock.

GENISTAS

Very bushy, 3-inch at $25.00 per 100.
4½-inch at $50.00 per 100.

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Our Convention Exhibit

Proved our stock to be the best finished and largest assortment of foliage and flowering plants in this country. Quicken your sales with a sample order for the fall opening. **Craig Quality Ferns, Dracaenas, Areca, Crotons, Pandanus** and **Ficus** will bring you profitable business. Order now.

ROBT. CRAIG CO., Branch: Norwood, Pa., **4900 Market St., Philadelphia, Pa.**

Michell's Flower Seeds

Cyclamen Seed New Crop.

Michell's Distinctive Giant.

	100 seed.	1000 seed
Duke of Connaught, crimson	$1 50	$12.50
Excelsior, white, with red base.	1 50	12 50
Grandiflora Alba, white	1.50	12.50
Princess of Wales, pink	1.50	12 50
Salmon Queen, salmon pink	1.50	12.50
Mixed, all colors	1.00	9.00

ASPARAGUS PLUMOSUS NANUS

We have just received from our grower a lot of fine, plump.

LATHHOUSE GROWN SEED.

1000 seeds.....$2 00	10,000 seeds....$18.50
5000 seeds..... 9.75	25,000 seeds.... 43.75

MIGNONETTE SEED

MICHELL'S COLOSSAL. Cannot be surpassed for forcing; immense flower spikes. Seeds saved from greenhouse grown specimens, trade pkt., 40c; $5.00 per oz.

Also all other Seasonable Seeds, Bulbs and Supplies. Send for Wholesale Catalog.

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Seeds For Florists

PANSY, Superb Giant Mixed. A choice strain of Giants for florists use, tr. pkt., 50c; ¼ oz., $1.50; oz., $5.00.

CINERARIA GRANDIFLORA, half dwarf. A grand mixture of brilliant colors and large flowers, tr. pkt., $1.00.

SWEET PEAS

Early or Winter Orchid-Flowering.

Asta Ohn, new lavender.
Meadow Lark, cream.
White Sankey, black seeded white.
Helen Lewis, orange salmon.
Mrs. A. A. Skaach, fine pink.
Yarrawa, bright rose pink.

Each, ¼ oz., 35c; 1 oz., $1.00; 4 oz., $3.00.

Bellis (Daisy) Monstrosa, red, white, mixed, tr. pkt., 50c.

THE STORRS & HARRISON CO.
PAINESVILLE, OHIO

We carry a reserve stock of the important varieties of

Vegetable and Flower Seeds

Try us for Quick Supply.

The W. W. BARNARD CO.
231-235 W. Madison St., Chicago

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FREESIA BULBS

PURITY (Improved)

Size ⅛-⅝ inch (large)..... $ 8.50 per 1000
Size ⅝-¾ inch (mammoth)... 13.50 "

NOW READY

CALLA LILY BULBS

Size 1⅛-2 inches..... $9.00 per 100

Cash with order, less 2%.

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The Import House
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CHAS. H. TOTTY

MADISON, NEW JERSEY

WHOLESALE FLORIST

Chrysanthemum Novelties My Specialty

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Seed Packets

FLOWER SEED SIZES TO CATALOGUE ENVELOPES—RETURN ENVELOPES

Brown Bag Filling Machine Co.
FITCHBURG, MASS., U. S. A.

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SEEDS WHICH SUCCEED

Bloomsdale Farm. **Bristol, Pa.**

CARNATIONS R. C.

LADDIE

$75.00 per 1000.

Orders booked now for January 1920 delivery.

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LAFAYETTE, - - - INDIANA

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JUST OUT

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Special prices for Florists and Market Gardeners. Write for a copy at once—It will save you money.

J. BOLGIANO & SON, Baltimore, Md.

Mention the American Florist when writing

Carnation Laddie

Rooted Cuttings, Jan. 1st, 1920, Delivery.

$8.00 per 100; $75.00 per 1000. Order now.

A. F. LONGREN,
4249 West Monroe St., CHICAGO, ILL.

The Nursery Trade

American Association of Nurserymen.

J. Edward Moon, Morrisville, Pa., President; Lloyd C. Stark, Louisiana, Mo., Vice-President; Curtis Nye Smith, 19 Congress Street, Boston, Mass., Counsel; J. W. Hill, Des Moines, Iowa Treasurer.

Forty-fifth annual convention will be held at Chicago, June, 1920.

BRITISH growers have fixed minimum prices for forest trees and hardy herbaceous perennials.

DURING the past year, nearly 1,000,000 acres of woods in England were felled for war purposes.

BOSTON, MASS.—The will of the late Arthur Estabrook leaves $50,000 to the Massachusetts Horticultural Society.

AN apple tree with which a Missouri nursery firm is experimenting, is valuable enough to be enclosed in a wire cage, protected by a burglar alarm.

ENNIS, TEX.—T. B. Truitt & Sons have filed articles of incorporation with a capital stock of $100,000 and will engage in the nursery business.

BOSTON, MASS.—James B. Shea has been re-appointed chairman of the park and recreation committee for a three-year term at a salary of $5,000 per annum.

President J. Edward Moon.

J. Edward Moon, the newly elected president of the American Association of Nurserymen, was born March 22, 1883, second son of Wm. H. Moon, founder of the nurseries of the Moon Co., Morrisville, Pa., and grandson of Mahlon Moon, who started the nursery business in Bucks County, Pa., in 1849. For three generations before this, the Moon family had dealt in trees, many old records of these early transactions being in the possession of their descendents.

J. Edward Moon, after his early schooling, attended Westtown boarding school, Westtown, Pa., from which he graduated in 1902. He was prominent in all the athletic sports and games of the school. After a course in a business college at Trenton, N. J., he took up the nursery business with the Moon Co., with which he had become familiar, having spent his vacation periods with the company, studying trees and shrubs and their culture. The sales end of the business early claimed his special attention, he finally attaining to the position of sales manager. Upon the death of Wm. H. Moon in 1911, he was made secretary of the Wm. H. Moon Co. He is a member of the Society of Friends, and one of the board of managers of the Friends hospital, Philadelphia, Pa.

Indigofera.

Five species of this genus of the pea family are now blooming in the Arboretum. They are small plants with handsome flowers in terminal racemes, well suited to decorate a garden border. The three species with pink flowers, I. Kirilowii, a native of northern China, Manchuria and Korea, I. Potaninii and I. amblyantha are perfectly hardy and the last will continue to open its small flowers on the lengthening racemes until October. The other species, I. Gerardiana and I. decora, are killed to the ground every winter, but like herbaceous plants produce new stems in the spring which never fail to flower during the summer. I. decora is a native of southern China, and in the Arboretum the flowers are pure white. I. Gerardiana, which is a native of the northwestern Himalayas, has gray-green foliage and rose purple flowers. This is the least beautiful of the five species now growing in the Arboretum. The collection still needs I. hebepetala, another Himalayan plant which is rarely seen in English gardens. It has red flowers, in elongated racemes, and, judging by the picture of it which has been published, is a handsome plant. This and another red-flowered Himalayan species, I. atropurpurea, are desired by the Arboretum.—Arnold Arboretum Bulletin, July 26, 1919.

Hydrangea American Everblooming.

The late E. Y. Teas wrote several years ago regarding this plant:

"Several years ago, an employe of the Pennsylvania Railroad was transferred from Pittsburgh, Pa., to Piqua, O. Removing to the latter locality, his wife took with her plants of the native Hydrangea arborescens, and in due time plants of it were distributed over the town. At the time I heard of the new candidate, there were nearly 100 specimens growing about the residences there. As the Hydrangea paniculata grandiflora blooms only during August, the citizens called the new plant Ever-Blooming, as this begins to bloom in early June, and continues almost uninterruptedly until frost, if weather conditions are favorable. This plant has been called Hills of Snow, and Snowball. Hydrangea American in these strenuous times should patriotically enjoy the appropriate name, "American Ever-Blooming" hydrangea.

"Before interest was attracted commercially to this hydrangea, the lady who introduced it at Piqua died, and its earlier history will never be known. The native Hydrangea arborescens is found in most ravines from Pennsylvania to the Mississippi and beyond, and from New York to Florida. A few break from the normal single to the more showy grandiflora type, but these freaks are very rare. The Richmond florist who discovered this plant in Piqua told me, June 30, 1904, of his discovery, describing it as five or six feet high, of about the same breadth, with large flower trusses of snowy whiteness, blooming continuously from June till frost, and the plant as hardy as an oak, a combination of good points not before found in any shrub.

"The experiences of growers the last 12 to 15 years have demonstrated the general reasonableness of this claim. The plant is not intended to form a woody shrub as much as the better known H. paniculata.

"As grown at Eaton, O., where we have hundreds of plants of it three to six years old, the custom is to cut the plants down to near the ground in February, leaving two or three shoots full length to give early fine bloom. The new shoots from the ground begin to flower the latter part of June and bloom fairly continuously until frost unless checked by intense heat and drought in late summer."

All hydrangeas, as far as I know, enjoy a cool moist atmosphere. The plant is as easily grown from eight-inch cuttings of ripe wood as currants or privets.

HARRISONS' NURSERIES
Fruit Trees Budded from Bearing Orchards. Peach, apple, pear, plum, cherry, quince, grape-vines, strawberry plants, raspberries, blackberries, evergreens and shade trees. Catalog free.
Harrisons' Nurseries, Box 39, Berlin, Md.
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SNOW QUEEN CANNA
Awarded Certificate of Merit at S. A. F. & O. H. New York Convention. And 100 other notable kinds. Always ask for
SWASTIKA BRAND CANNAS.
The CONARD & JONES CO. WEST GROVE PENN'A.
Robert Pyle, Pres. Ant. Wintzer, Vice-Pres.
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Hill's Evergreens
BEST FOR OVER HALF A CENTURY
Small, medium and large sizes supplied. Price list now ready.
The D. Hill Nursery Co.
Evergreen Specialists Largest Growers in America
Box 404, DUNDEE, ILL.

THE BOOK OF GLADIOLUS

THE first authoritative book on this bulb ever printed in America, or possibly the world, issued April 1, 1911. This 120-page book, written by Matthew Crawford and Dr. Van Fleet, contains many chapters covering all sides of growing, propagating storing, etc., and also some pages of valuable cultural notes gathered from reliable sources. A necessity for both amateur and grower. The book is bound in cloth and fully illustrated.

PRICE, POSTPAID, $1.25
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440 S. Dearborn St.
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IBOLIUM The new Hybrid HARDY PRIVET. (L. Ibota x Ovalifolium)
To be sent out in the Fall of 1919. See other advertisements soon to appear.
THE ELM CITY NURSERY CO., WOODMONT NURSERIES, Inc., Introducers of BOX-BARBERRY NEW HAVEN, CONN.

G. A. H. BUISMAN & SONS

ROSE GROWERS

HEERDE, - - HOLLAND

AUTUMN DELIVERY

Rosa Canina, Apple and Pear Seedlings

Quotations on Application. **A. B. C. CODE, FIFTH EDITION**

ABUNDANCE OF STOCK

	Per 100	Per 1000
2¼-inch **Smilax** plants	$ 2.75	$25.00
2¼-inch **Snapdragons,** white, pink and yellow	5.00	48.00
4-inch **Marguerites,** white and yellow	15.00	....
25,000 **Vincas,** field grown	8.00	75.00
10,000 Bench **Ferns,** 5 varieties, $25.00 and $30.00 per 1000.		

Packing free of charge. Liberal extras.

Alonzo J. Bryan
Wholesale Florist
Washington, New Jersey

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Orchids

If you want Orchids for any purpose whatever, we solicit your inquiries and others for same. We do not grow or handle anything else but orchids. Special lists on application.

LAGER & HURRELL, Summit, N. J.

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CHRYSANTHEMUM SPECIALISTS

Elmer D. Smith & Co.
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SMILAX

Extra Good, Well-Rooted Plants.
From 2-in. pots, $2.00 per 100; $18.00 per 1000.

Boston Yellow Daisies.
A special good strain; from 2-in. pots, $3.50 per 100.

Elmer Rawlings, Wholesale Grower, ALLEGANY, N. Y.

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BEGONIAS

Mrs. M. A. Patten, dark pink sport of Begonia Chatelaine, good strong plants from 2¼ in. pots, $15.00 per 100. **Begonia Chatelaine,** strong bushy plants from 2¼ in. pots, $7.00 per 100.

SMILAX, nice bushy plants, from 2½ in. pots, $3.00 per 100.

Cash with order.

John R. Mitchell, Madison, N. J.

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CHOICE OFFERING OF

ROSES FOR FORCING

OR OUTDOOR PLANTING.

and a Selected List of Heavy

Field-Grown Plants and Hardy Perennials

CLIMBERS.

	2-yr. old.		3-yr. old.	
	Per doz.	Per 100	Per doz.	Per 100
Dorothy Perkins, Red Dorothy Perkins, Lady Gay, Tausendschon, Philadelphia Rambler	$2.75	$20.00	$3.50	$25.00

Clematis Paniculata, extra large, field-grown ..... $1.75 per doz.; $12.00 per 100

HARDY PERENNIALS.

	Per doz.	Per 100		Per doz.	Per 100
Anchusa Italica	$1.10	$8.00	Japanese Iris	$1.10	$8.00
Anemone, Assorted	1.10	8.00	Garden Iris	1.10	8.00
Aquilegia, "	1.10	8.00	Lythrum Roseum	1.10	8.00
Campanula, "	1.10	8.00	Monarda	1.10	8.00
Coreopsis, "	1.10	8.00	Oriental Poppy	1.10	8.00
Delphinium, "	1.10	8.00	Perennial Phlox, Named	1.10	8.00
Digitalis, "	1.10	8.00	Hardy Pinks	1.10	8.00
Gaillardia, "	1.10	8.00	Salvia Pratensis	1.10	8.00
Helianthus, "	1.10	8.00	Sweet William—All Standard Varieties	1.10	8.00
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Also Many Other Varieties of Hardy Plants and Shrubs.

Above offer is subject to immediate acceptance and stock on hand upon receipt of orders.

JAMES VICK'S SONS

ROCHESTER, N. Y. **The Flower City**

Mention the American Florist when writing

Teddy, Jr. FERNS Scottii

Beautifully finished stock. Ready for immediate sale.

6-in. ..... $1.00 each; $ 90.00 per 100
8-in. (Pedestal grown) .. 2.00 each; 175.00 per 100
4-in. **Smithii** ..... 35c each; $35.00 per 100
6-in. **FICUS Elastica.** (Rubber Plant.) 75c

Try a sample order—you will be pleased.

HENRY I. FAUST, Wholesale Grower of Christmas and Easter Plants. **Merion Station, Pa.**

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Jos. Heacock Co.,

Wyncote, Pa.

Grower of Kentias.

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GERANIUMS

S. A. Nutt, at $15.00 per 1000, up to Nov. 1st. Other varieties all sold until then.

Winter prices starting Nov. 1st.

S. A. Nutt and **Buchner** ..... at $18.00 per 1000
Poitevine and **Ricard** ..... at 22.00 per 1000

ALBERT M. HERR, LANCASTER, PA.

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Ready Reference Section.

12 CENTS, NET, PER LINE.

ALYSSUM.

Alyssum, Double Giant, 2-inch, $2.00 per 100. Elmer Rawlings, Allegany, N. Y.

ASPARAGUS.

Asparagus Plumosus. 3½-in., very heavy and as good as 4-in., $10 per 100. C. U. Liggit, 303 Bulletin Bldg., Philadelphia, Pa.

ASPIDISTRAS.

Aspidistra, green. 10-in. tubs, 20 to 24-in. high, $5 to $8; 12-in. tubs, 22 to 28-in. high, $8 to $10 each. Vaughan's Seed Store, Chicago and New York.

BEGONIAS.

Begonia Luminosa, Prima Donna and Christmas Red, 4-inch stocky plants, ready for five inch, $25.00 per 100. PARK FLORAL CO., Denver, Colo.

Begonias. Xmas Red and Prima Donna, $6.00 per 100; $50.00 per 1,000. Wm. F. Kasting Co., Buffalo, N. Y.

BOXWOOD.

CHOICE BOXWOOD SPRAYS

Write us today for prices on Fall and Winter deliveries. Best merchantable fancy tips Dwarf variety. Quality guaranteed. Satisfactory delivery assured to all parts of U. S. A. and Canada.

PITTSBURGH CUT FLOWER CO.,
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Bulbs. Freesia Purity (Improved), ½-⅝-inch, $8.50 per 1,000; ⅝-¾-inch. $13.50 per 1 000. Calla Lily, 1½-2-inch, $9 per 100. McHutchison & Co., 95 Chambers St., New York.

Bulbs, Holland and French. Ask for our quotations. General Bulb Co., 110 Water St., New York.

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Caladiums, fancy leaved, 3-inch pots, each, 35c; doz., $3.50. Vaughan's Seed Store, Chicago and New York.

CARNATIONS.

Field grown carnations; all good plants. Matchless are extra heavy plants. Enchantress, White Enchantress, Ward, Nebraska, $10.00 per 100, $90.00 per 1,000 in 500 lots or more. HEMBREIKER & COLE, Springfield, Ill.

Carnations, rooted cuttings, Laddie, $75 per 1,000. F. Dorner & Sons Co., Lafayette, Ind.

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FIELD-GROWN CARNATION PLANTS

Order Now! Play Safe! Supply Limited!

	100	1000
White—		
Matchless	$11.00	$100 00
White Pearl	12.50	120.00
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Nancy	12.50	120.00
Pink Enchantress	12.50	110.00
Alice	12.50	120.00
Akehurst	11 50	110.00
Ward	12.50	120.00
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Victory	11.00	100.00
Merry Christmas	11.00	100.00
Good Cheer	11.00	100 00
Beacon	12.00	110.00
Thenanthos	11.00	100.00

M. C. GUNTERBERG
Wholesale Florist
Randolph & State Sts. Chicago, Ill.

Carnation Laddie, rooted cuttings. Jan. 1st delivery. $8.00 per 100; $75 00 per 1000. A. F. Longren, 4249, W. Monroe St., Chicago.

CHRYSANTHEMUMS.

Chrysanthemums in all leading varieties. Write for list. Elmer D. Smith & Co., Adrian, Mich.

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Cyclamen, 3½-in., fine stock, $30.00 per 100. A. Henderson & Co., 166 N. Wabash Ave., Chicago.

DAHLIAS.

Dahlias. Best new and standard varieties. Peacock Dahlia Farms, Williamstown Jct., N. J.

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Ferns. Pot grown; shipped without pots. Boston and Scottii, 4-in., $3.00 per doz.; $20.00 per 100. 5-in., $4 80 per doz.; $35.00 per 100. R. Vincent, Jr. & Sons Co., White Marsh, Md.

Ferns. A splendid lot for immediate shipment. For varieties and prices see advertisement on front cover page of this issue. F. R. Pierson, Tarrytown, N. Y.

Ferns. A splendid lot for immediate shipment. For varieties and prices see advertisement on front cover page of this issue. F. R. Pierson, Tarrytown, N. Y.

Fancy Ferns, special picked. C. A. Kuehn, 1312 Pine St., St. Louis, Mo.

FREESIAS.

FREESIA PURITY BULBS. Of a highly improved strain; very free-flowering. Stems unusually strong. If you have never grown our Freesias, you have never had the best.

Size	Per 1000
½ to ⅝ inch	$ 6.50
⅝ to ¾ inch	9.50
¾ inch and up	15.00

Order filled same day as received.

SEVIN VINCENT CO.
417 Montgomery St. San Francisco, Calif.

Freesias. Purity (Improved). ⅜-½-in., $6.00; ½-⅝-in., $10.00; ⅝-¾-in., $15.00 per 1000. Purity (Improved), Vaughan's Special Strain, ⅜-½-in., $7.00; ½-⅝-in., $12.00 per 1000. Vaughan's Seed Store, Chicago and New York.

Freesia Purity. ½-⅝-in., $9.50 per 1.000; ⅝-¾-in., $15.00 per 1000. S. S. Skidelsky & Co., 50 Park Place, New York, N. Y.

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Genistas. Fine well grown stock, 3-in. pots, $15 per 100, $120 per 1000. C U. Liggit, 303 Bulletin Bldg., Philadelphia, Pa.

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Geraniums. A special lot of fine stock. 2½-in., Ricard and Poitevine, $5 per 100; $45 per 1000; S. A. Nutt, $4 per 100, $35 per 1000; C. U. Liggit, 303 Bulletin Bldg., Philadelphia, Pa.

Geraniums, 75,000 at reduced price. Nutt, Castellane and others; extra strong plants. 4-in. 12½c; 3½-in., 9c; 3-in., 7½c; 2½-in., 4½c; 2¼-in., 3½c. L. J. ROWE, Titusville, Pa.

Geraniums. S. A. Nutt, $15.00 per 1,000. Albert M. Herr, Lancaster, Pa.

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Iris—Descriptive price list of 18 very best varieties in the trade, free to all applicants. HENRY C. ECKERT, Belleville, Ill.

Iris, one plant each 12 varieties, $1.00. L. F. DINTELMANN, Belleville, Ill.

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Hardy English Ivy. Good strong 2-in. stock. $2.50 per 100; $22,50 per 1.000. R. Vincent, Jr., & Sons Co., White Marsh, Md.

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Kentia Belmoreana. Average in 3 and 4 leaves, good strong plants out of 2¼-in. pots at $15.00 per 100. Prices on larger quantities on application. J. H. FIESSER, 711-741 Hamilton Ave., North Bergen, N. J.

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Magnolia leaves; non-mouldy, flexible and of uniform size, $2.00 per carton; in 100-lb. cases, $22.00 per case. Ove Gnatt Co., La Porte, Ind.

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Narcissus Paper White Grandiflora. Ready for immediate shipment. Write for prices. Hogewoning & Sons, Inc., 32 Broadway, New York.

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Cattleya—Orchids. All first-class stock. For varieties and prices see display advertisement elsewhere in this issue. Geo. V. Allen, Edgewood, R. I.

Orchids of all kinds, established and semi-established. Lager & Hurrell, Summit, N. J.

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Palms, high class, and novelties in decorative plants. Robert Craig Co., Market and 49th Sts., Philadelphia, Pa.

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Festna Maxima. Over 2,000 six year clumps, grown for quality of flower. Strong, healthy plants that will please your customers, at reasonable prices. WM. J. MACKENSEN, Yardley, Pa.

Peonies. Festiva Maxima, the best of all white; strong roots, 3 to 5 eyes, $15.00 per 100. THE F. WALKER CO., 312 W. Chestnut St., Louisville, Ky.

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Poinsettias, true type, 2½-in. pot plants, $10.00 per 100. A. Henderson & Co., 166 N. Wabash Ave., Chicago.

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Primula Obconica. Assorted, ready now, $6.00 per 100; $50.00 per 1,000. Wm. F. Kasting Co., 568-570 Washington St., Buffalo, N. Y.

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Roses. Choice offering for forcing or outdoor planting. For varieties and prices see display advertisement elsewhere in this issue. James Vick's Sons, Rochester, N. Y.

Roses, own root, 3-in. For varieties and prices see advertisement on front cover page of this issue. A. N. Pierson, Inc., Cromwell, Conn.

SEEDS.

Seeds, High Grade. We specialize in beans, carrot, lettuce, onion, parsnip, radish, salsify, spinach, named and mixed nasturtiums, and Grandiflora and Spencer Sweet Peas. Atascadero Seed Company, Atascadero, Calif.

Seeds. Burpee's Sweet Peas. Best winter flowering Spencers for Florists. For varieties and prices see display advertisement elsewhere in this issue. W. Atlee Burpee Co., Philadelphia, Pa.

Seeds. Sweet Peas for fall sowing. Spencer, Unwin and Grandiflora types. For varieties and prices see display advertisement elsewhere in this issue. Vaughan's Seed Store, Chicago and New York.

SEEDS.

Seeds. Specialties in variety. Onion, carrot, beet, radish and parsnip. Contract prices mailed on request. R. C. McGill & Co., wholesale seed growers, San Francisco, Calif.

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Seeds. Pedigree and selected stocks of rutabaga, turnip, cabbage, Savoy cabbage, beet and mangel; flower seeds. Write for special prices. Kelway & Son, Langport, Eng.

Seeds. Pansy, Cineraria, Sweet Pea and Daisy. For varieties and prices see display advertisement elsewhere in this issue. The Storrs & Harrison Co., Painsville, O.

Seeds. Contract growers of cucumber, cantaloupe, watermelon, squash and pumpkin seed; sugar, flint and field corn. J. C. Robinson Seed Co., Waterloo, Neb.

Surplus Stocks.

The new plant quarantine gives greatly increased value to many kinds of surplus stock heretofore considered of little account, especially bulbs and plants.

You can quickly turn such surpluses into cash by advertising here.

Seeds. Tomato, pepper, eggplant, squash, pumpkin, cucumber and watermelon seed and field corn on contract. Edgar F. Hurff, Swedesboro, N. J.

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Seeds. Peas, beans, corn and vegetable of all kinds in quantity and of highest quality. Jerome B. Rice Seed Co., Cambridge, N. Y.

SEEDS.

Seeds. Wholesale field and garden seeds. J. Bolgiano & Son, Light, Pratt and Ellicott Sts., Baltimore, Md.

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Seeds. Garden of all kinds. Write for catalogue. Everette R. Peacock Co., 4013 Milwaukee Ave., Chicago.

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Seed. Flower and Garden seeds. Sweet pea and nasturtium a specialty. Routzahn Seed Co., Arroyo Grande, Calif.

Seeds. Growers of selected stocks of onion, lettuce, radish, carrot, sweet peas, etc. C. C. Morse & Co., San Francisco, Calif.

Seeds. Wholesale price list for florists and market gardeners. The W. Atlee Burpee Co., Philadelphia, Pa.

Seeds. Tomato, grown for the wholesale seed trade. Haven Seed Co., Santa Ana, Calif.

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Seed. Flower, vegetable and farm. Wholesale only. Kelway, Langport, England.

Seeds. Bean growers for the wholesale trade. Henry Fish Seed Co., Carpinteria, Calif.

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Seeds. Pea and bean. Alfred J. Brown Seed Co., Grand Rapids, Mich.

Seeds which succeed. Get quotations from Landreth, Bristol, Pa.

Sweet corn seed. Grown exclusively by the W. C. Pressing Seed Co., Norwalk, Ohio.

SMILAX.

Smilax. Extra good strong, well-rooted plants. From 2-in. pots, $2.00 per 100; $18.00 per 1000. Elmer Rawlings, Allegany, N. Y.

SOLANUM

Cherries. Cleveland, 2½-in., $3.00 per 100; New Yellow, Orange Queen, 2¼-in., $10.00 per 100. Wm. F. Kasting Co., 568-570 Washington St., Buffalo, N. Y.

MISCELLANEOUS.

Elastic glazing composition. Prevents breakage of glass; does not crack or peel. Beds perfectly, and lasts as long as the glass. For prices see display advertisement elsewhere in this issue. H. B. Fred Kuhls, 65th St. and 3rd Ave., Brooklyn, N. Y.

Zenke's New Plant Life. A concentrated chemical compound containing all of the elements of plant fertilization. Per gal., $3.00. The Excell Laboratories, 115 E. South Water St., Department A, Chicago.

If You Do Not Find What You Need In Our Ready Reference Department, Write Us About It

MISCELLANEOUS.

Ants killed with "Perco" Ant Exterminator. For prices see display advertisement elsewhere in this issue. Perfection Chemical Co., 151A Washington St., Flushing, N. Y.

Seed packets for 1919. All packet sizes and larger bags up to two pounds or more, also catalogue, return and coin envelopes. The Brown Bag Filling Machine Co., Fitchburg, Mass.

Best quality prepared Cycas, pliable perfect color and full length, 100 assorted up to 40 inches in length, $6.50. Geo. H. Angermueller Co., 1320 Pine St., St. Louis, Mo.

Seasonable stock. All high grade and healthy. For varieties and prices see display advertisement elsewhere in this issue. The Storrs & Harrison Co., Painesville, O.

Hanging baskets, plain wire, 10-in., $1.75; 12-in., $2.25; 14-in., $3.00; 16-in., $4.50. Michigan Cut Flower Exchange, 264-66 Randolph St., Detroit, Mich.

Refrigerators. Write for catalogue. Buckbinder Bros., Room 731, 11 S. LaSalle St., Chicago.

1920 Catalogue. 48 pages for florists. Free on request. The John Henry Co., Lansing, Mich.

Hill's Evergreens. Best for over half a century. Price list now ready. The D. Hill Nursery Co., Box 404, Dundee, Ill.

Clay's Fertilizer. Supplied by the leading nursery and seed firms. Manufactured by CLAY & SON, Stratford, London, England.

Magic fertilizers for the florist. Write for prices. Chicago Feed and Fertilizer Co., 809 Exchange Ave., U. S. Yards, Chicago.

Nursery stock of all desriptions. Catalogues and price lists free on application. The Storrs & Harrison Co., Painesville, Ohio.

1,000 letterheads and 1,000 envelopes, $6.00. Good stock. Cash, please. Gorham Printery, Inc., 542 S. Dearborn St., Chicago.

Twemlow's old English glazing putty. The best article of its kind in the world. Hammond's Paint & Slug Shot Works, Beacon, N. Y.

Safepack. The ideal protection for roots and shrubs. Rat and vermin proof. Safepack Mills. Boston, U. S. A.

Dreer's "Riverton Special" cedar plant tubs, all sizes. Henry A. Dreer, 714-716 Chestnut St., Philadelphia, Pa.

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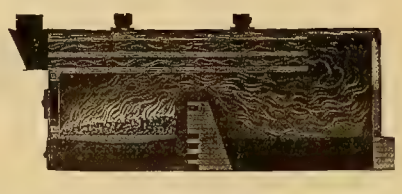

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THE AMERICAN FLORIST

ESTABLISHED 1885

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Entered as Second Class Matter Nov. 11, 1891 at the Post Office at Chicago, Illinois, under act of March 3, 1879.

PUBLISHED EVERY SATURDAY BY

AMERICAN FLORIST COMPANY,
440 S. Dearborn St., Chicago.
Long Distance Phone: Harrison 7465.
Registered Cable Address: Ameflo, Chicago.

Subscription, United States and Mexico, $1.50 a year; Canada, $2.00; Europe and Countries in Postal Union, $2.50. Volumes Half Yearly From August 3, 1901.
Single Copies, 10 cents.

Address all correspondence, subscriptions, etc., American Florist Co., 440 S. Dearborn St., Chicago

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Next annual meeting, Cincinnati, O., September 24-26, 1919. OFFICERS: W. H. ATKINSON, Riverview, Trenton, N. J., President; W. B. JONES, Highwood, Pittsburgh, Pa., Secretary-Treasurer.

CHRYSANTHEMUM SOCIETY OF AMERICA

Next annual convention and exhibition New York, November 1919. OFFICERS: WM. W VERT, Greenwich, Conn., President; C. W. JOHNSON, 2212 W. 109th Street, Chicago, Secretary.

PLANT QUARANTINE NO. 37.

Discussed by Dr. C. L. Marlatt, Chairman of the Federal Horticultural Board, Washington, D. C., and Members of the Society of American Florists at the Detroit Meeting, August 21.

Dr. C. L. Marlatt's Address.

It gives me a great deal of pleasure to be here and make the personal acquaintance of the members of the Society of American Florists, and to present, if I can, somewhat from your standpoint, the action of the federal horticultural board as it affects your interests and business. I have already spoken before a similar body on this subject. I was invited to address the American Association of Nurserymen in Chicago two or three months ago. It is quite possible that some of the persons present, heard me there, in which case they may hear a little repetition. I spoke extemporaneously in Chicago, and I shall do so here. I intend to cover the subject in a somewhat different way, to make it of more direct application to the interests that are here represented. I hope that I will be able to make myself heard throughout this audience; I noticed a moment ago, when sitting in the back part of the room myself, I had great difficulty in hearing what was being said; but if I do not make myself heard, I hope you will excuse it, on the ground that I am not a public speaker. This is about the second or third offense in my life.

Object of Quarantine No. 37.

The Quarantine Act and Quarantine Ruling No. 37 has been discussed so much in your papers, that I am a little afraid that you may have heard about as much of it as you care to hear, but inasmuch as I have never addressed directly the class of people you represent, it seems to me desirable to go over the subject in a rather complete way, so that you will understand our powers what we are trying to do, and what we are trying to do in this special Quarantine Ruling No. 37. The Quarantine Act, briefly, is intended to protect the United States from the entry of new plant enemies. It provides for the establishment of a quarantine which prohibits their entry from foreign countries; it provides for the establishment of orders which regulate the entry from foreign countries, and it provides for domestic quarantines within the United States to stamp out, control, and prevent the distribution of newly established pests. It also provides for an absolute quarantine of the United States, as well as a regulated one. Congress has appropriated, from time to time, large sums of money to be expended in the work of this board for the extermination of the great pests of agriculture and horticulture in the United States. That, in a general brief way, is the field we cover.

Result of Many Years' Effort.

This act is the result of some 14 years effort to get legislation of this kind. This legislation began 20 odd years ago, and is the result of the old San Jose scale scare of that period. There was a big convention in Washington, at which all the states of the United States were represented, and a bill was drafted and presented to congress, to give quarantine powers against various things and to control domestic intercourse and traffic in plants. That bill hung fire, never got anywhere. It was re-introduced in congress perhaps six or eight times during the next six or eight years, and finally failed. There was no united effort behind it; there was no particularly strong effort to put it through, and it failed to become a law. Some eight years after that start, this country was again alarmed over a new subject. It was found that certain stock coming from France, Belgium and Holland, was carrying with it, a large number of nests of brown tail moths, well known in New England, and also nests of the gypsy moth. These were introduced in such large numbers that thousands were found in New York state alone; yet there was no law to prevent

that sort of pests coming in; we had no law to correct or control it. There was a risk of their being distributed broadcast over the United States. Without a law, the department of agriculture made a record of the importations, and followed them up and inspected them, and thus thousands of nests were detected and destroyed, but perhaps others escaped. That led to an effort to get a law which would control that situation. I was, unfortunately, the person who started that work, and hence all my troubles since. I drafted the bill, and presented it to congress, and it did go through the house in a few minutes. I mean in a few days or weeks perhaps, and would probably have gone through the senate, and would have become a law in 1909, but the nurserymen of the country heard of it, and they came to Washington to oppose it, in the sense that they wanted it held up and redrafted to meet their needs and conditions. The statements they made were perfectly reasonable and good, and we, on our own motion, withdrew the act from congress at that stage and held it up for discussion. The nurserymen were difficult to please. The foresters were not represented regarding the act at that time; they did not know of it, or were not interested; at any rate, they were probably not represented. The nurserymen then fought it for a considerable period. We introduced into congress from time to time, a dozen different bills as the result of the discussions with the nurserymen, and the matter went on from one session to another. Opposition continued more or less, as the result of which there was great difficulty in getting legislation. You may not know as much about congress as we do in Washington, but today, in congress, it is possible for one man to rise and say, "I object," to any new legislation, and that throws it out. That happened to this legislation. Finally, it came to the point that I thought it was going through very well, but to my astonishment three men got up on the floor of the house and antagonized it, men that I had never heard before had any interest in the matter. They were quite violent in their remarks about it, and about me. I was then more thin-skinned than I am now. I am getting used to it. Among these men was a Representative Mann, of Illinois, who was an eminent florist and gardener. Then there was a representative from South Carolina, who had for many years been chairman of the agricultural committee, and Representative Rucker, who was one of the prominent democrats in the house, then, as he is today. Yet I remember that Mr. Rucker said he hoped this bill would be snowed under in such a manner that the author of it would never dare to show his head around congress again. It did not have that effect. The next day, there was another bill introduced in congress.

I concluded that if Mr. Mann, and these other gentlemen, were the men who were opposing the bill, I had better see them. I did not know any of them. I went into Mr. Mann's office. He was then floor leader on the republican side. Mr. Cannon was chairman, a very gruff and positive individual, the terror of the young congressmen. He had a large office. I went in. He met me and very gruffly said, "I don't want to have anything to do with it. I never look at legislation until it comes to me on the floor of the house." But I was not frightened. I did not run away. I stayed with him, and he finally listened to me, and in the course of a little while he became interested, and we talked about an hour. He said, "I will do something for you that I have never done for any man in my life. If you will leave that bill with me, I will write you what I think about it." Inside of three or four days I received a letter from him of 12 pages, in which he had analyzed the bill from top to bottom. We had a number of conferences, as the result of which the bill was enacted into law. A year later, I saw those other two men who had opposed it, Representatives Lever, of South Carolina, and Rucker, of Missouri, and they told me they had no objection to the bill, now that they understood it. They said they had received word from some ious measure, and to oppose it, but they

F. R. Pierson, Tarrytown, N. Y.

said those constituents did not own them, and now that they understood the bill, they would work for it, and when that bill was passed, it was passed by the efforts of the three men who killed it upon its first introduction, and one of whom had said he hoped I would be so intimidated that I would never appear again before congress with a measure of that kind. The bill became law in 1912, seven years ago.

Federal Board Acts as Executive.

There has been a great deal of criticism of the enforcement of that act; you have heard a great deal about "one man power," and about "five men power," and all that sort of business. This bill provides for its enforcement, through a board of five men, appointed by the secretary of agriculture from existing officers in the department of agriculture. This board is simply the executive agency of the bill; it does not decide any of these quarantine measures, except as to their final decision; that is next to the final; the secretary of agriculture, himself, passes on every measure that is recommended by the board, and approves it before it goes out. That board obtains from the secretary of agriculture, and from his hundreds of experts in different lines of floriculture and horticulture, and from its expert pathologist and entomologist, full information on every subject. There is also provided for under the terms of the act, public hearings which the board itself must conduct. The board, therefore, simply becomes the executive and administrative office of the department in the enforcement of that act. It is not a "one man power," or a "five men power," but it represents the judgment of the whole department of agriculture, including the secretary of agriculture. Moreover, that board has its relations with every state of the United States, with every entomologist and every pathologist of every state in the United States, all of whom are collaborators with the board, and have an interest in the enforcement of the quarantines. We have representatives in every state in the United States, and each state probably from one to 25 or 30. It, therefore, is a representative body that covers the whole United States; it is not alone the department of agriculture in Washington. These representatives are your technical men in your universities, experiment stations and agricultural colleges, and are the men in charge of the local quarantine work.

Further than that, it has caused the enactment of legislation in practically all of the countries of the world which do business with us in plants, I do not remember the number; about 20, perhaps 30 foreign countries have passed legislation to meet the requirements of our plant quarantine act, and have appointed central officers of inspection and local officers of inspection to examine the plant products exported from those countries, so that the effect of the quarantine act of the United States is world-wide through the co-operation of other countries.

Great Loss Through Foreign Pests.

You have heard a great deal about foreign pests. What are these foreign pests against which we are concerned, and which we are trying to keep out of this country? I am not going to dwell very long on this topic, because I think you know a great deal about it from personal experience. Several years ago, we made very careful estimates of the losses occasioned by insect pests in the United States, showing that they ran upwards of $1,000,000,000 a year. That was under the old prices of crops; under the present prices it would have run above $2,000,000,000 a year. That represents a loss of about 10 per cent of the crops. In many instances, the loss would run up to 25 or 30, yes, 50 per cent. Occasionally, our wheat crop has a reduction of over 35 per cent.

These losses are occasioned by pests that affect all sorts of plants, fruits and farm crops, and more than 50 per cent of these insects and diseases have come to us from foreign lands. Practically all of our worst plant diseases are of foreign origin. About 50 per cent of the insects are of foreign origin. Such old-timers as the hessian fly and the boll weevil affect our big crops. Then we have the alfalfa weevil, the clover weevil, the Japanese beetle, and diseases like potato wart, wheat smut and many others. There are hundreds of them altogether, all of them of foreign origin. Blister rust, citrous canker, all these things are familiar to you, perhaps. Many of these, affect farm crops; they do not affect nurserymen, or florists or horticulturists. I do not know of any very prominent injurious insects which affect the florists. Most of these are enemies to the big crops of the country, and therefore you can see the relation they have to us and to our business. Probably one-half, certainly a considerable percentage, have come in with living plant stock. But quite a

C. L. Washburn, Chicago.

number have been introduced with florists' stock, and with what you call ornamental horticulturists' stock.

For example, the alfalfa weevil which is now largely reducing the growth and the output of alfalfa over half a dozen states in the middle west, Utah and the surrounding states, was introduced with soil about plants, presumably. We cannot prove it, but that is the only way it could come in. It lives in the soil, and can only come in with soil that has come into Utah—soil about plants, which is the only soil which has come in. The clover weevil came in with soil about plants. The Japanese beetle was recently introduced from Japan in the soil about roots. The European ear wig made its appearance in Newport; our understanding is that it has recently come in with plants. The Oriental fruit worm, which promises to be a most disastrously destructive insect to our fruit, peaches, apples, plums and pears and all of our deciduous fruits, was introduced with ornamental cherry trees from Japan. It started at Washington and New York with importations about the same time—1911.

I could mention many others, but these are sufficient to illustrate the fact that a great many of these destructive pests have been brought in with ornamental plants. There are a great many other means of their entry other than plants, but as we look over the record, and we have a record from way back in the early colonial times to the present, we find that practically 90 per cent of them have come in with living plants. The hessian fly came in with straw, which was plant material, but was not living. The great mass of them arrive with living plants. A few may come in with soil that is introduced with things other than plants. A great deal has been said in the florists' papers about soil that comes in in other ways than on plants, in ballast in steel ships, etc. We have investigated that very fully. We have had men in the principal export cities, such as New York, Philadelphia, Boston and New Orleans, to examine that soil, and we have found that the risk from that is almost negligible. Most of that soil or ballast material is sand, and the soil that comes in is practically all excavation soil from digging the cellars of new buildings; it is not garden soil. There is some risk, I admit, but most of this material does not get into the agriculture and horticulture of this country. There are many risks that we cannot exclude. Pests are bound to come in. The statement has been made in some of your journals, that unless we build a wall as high as Heaven around the United States, some will come in. That is true; pests will come in from time to time; but the records show that the great majority come in with living plants, hence, the desirability of ultimate control in that field. We have all of these hundreds of foreign pests. We ought to have crushed them out in all of this time, but we have not. Fortunately our records show that there are a great many more known ones that have not come in, than we have already obtained. We have been lucky in that; in fact, more so than we deserve.

Insects and Diseases Classified.

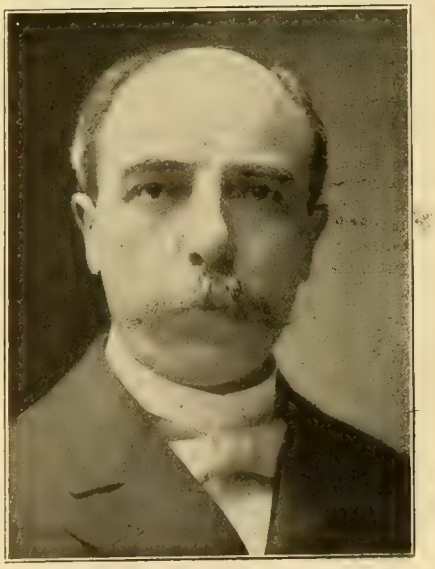
We have recently compiled and published a catalogue of the dangerous enemies in foreign countries which should be looked out for, a hand book showing 3,000 different insects. A catalogue is being compiled of the fungus diseases of plants of foreign countries, and I am told that the number of those will be even larger than the insects catalogued. Thousands have not been introduced that we know of. We do not know of one-half of the things in the Old World. Enormous areas there have never been explored; all of China and much of the rest of the world is comparatively unexplored, Africa and much of Europe, even, is comparatively new ground. We do not know how many of these unknown insects there are, any one of which may mean a source of great danger. The greatest danger, of course, is often from something that you do not know about. The Oriental fruit worm, which came to us from Japan, we did not know of. Now that we know it, we can more closely inspect the Japanese cherry trees. Even our best investigators can examine 100 of these trees and not find it, the insect can so conceal itself. Our men have split open the scions and found masses of eggs. It is the unknown things that you cannot find that we have to protect this country from. We cannot do it by inspection; that is impossible. These things are coming in all the time. I have mentioned many of them that have come in recently, such as the Japanese beetle and the European corn worm that we only heard of a year ago. There are also corn mildews, which have been so destructive in Australia, New Zealand and the Phillipines, and we have had one or two wheat diseases that were very serious, one of them called "take-all," properly so named, which has secured a big hold in southern Illinois, and congress will be asked to appropriate hundreds of thousands of dollars to attempt to stamp it out. Very likely they will not succeed. The Oriental fruit worm is another new one. There are many others that I could mention. They are coming in all the time.

There has been a feeling that this act is a measure which bears heavily on floriculture and horticulture. That is practically all we hear about. I made the point in Chicago, and I would like to repeat it very briefly, that it should be borne in mind that this act is very broad-reaching, and that after all, floriculture and horticulture are some of the smaller matters of control being undertaken under it.

E. G. Hill, Richmond, Ind.

Congressional Appropriations.

Congress is now appropriating for expenditure by the federal horticultural board, nearly $1,000,000 annually. It is appropriating through other branches of the department, to be spent under the direction of the board, and in co-operation with it, perhaps another million dollars. Altogether, congress will probably appropriate this year, to be spent in work under the board, over $2,000,000, and of that sum I do not suppose that more than $15,000 is being spent to persecute and impede the business of the florists and nurserymen. That does not mean that we are not bearing rather heavily on those classes, but it just happens that you do not cost us very much money; some of the others cost us a whole lot. For instance, we are controlling cotton. We received an appropriation this year of $600,000 to fight the pink boll worm, which has a big hold in Mexico, and in some territory in Texas. We are spending that money to stamp that out in Texas. We have 60 men down there.



K. M. L. Farquhar, Boston, Mass.

We sometimes have 2,000 men cleaning the ground, burning it off until we have cleared off every vestige of vegetation. We control, under that appropriation, every bit of cotton imported into the United States. Fifty thousand bales are imported; $50,000,000 worth of cotton is imported every year, in spite of the fact that we raise a lot ourselves, but this is long staple Egyptian cotton, and the cheap cottons from China and South America. Every bit of that cotton is handled by the federal horticultural board. We have huge disinfecting plants in Boston, Seattle, etc. We have devised a new system of disinfection, so that we can put the disinfectant into the center of the bales, at a cost of $3 a bale. We control every cotton mill in the United States that uses foreign cotton. We interfere a great deal more with the business of the cotton men and the cotton manufacturers in this country than we do with the nurserymen and florists, and we have not had a complaint from any of them. They have paid the bills; they have realized the danger, and have been very willing to have all these measures enforced.

I suppose congress will appropriate at this session, $500,000 to control the European corn borer. It cost during the last season $250,000, which was all that was available, but they are asking now for $500,000 more.

There is going to be a convention in Albany next week of all the secretaries of agriculture of the different states. When they get together, and get excited, I do not know what they will ask for. I am going to try to keep them down. I do not think we should squander any more money than necessary. We have had an appropriation for years of over $300,000 to control the gypsy brown-tail moths in Massachusetts, which were introduced from Holland or Belgium with roses. The gypsy moth was introduced by a professor of entomology at Harvard, through his lack of scientific knowledge, which caused him to introduce it with the silk worm. He thought that he could introduce the silk worm and grow silk out-doors. Many other big subjects of appropriation are in contemplation under the federal horticultural board. The work of the board has developed into a whole lot of big enterprises, and it takes a lot of hard work to carry them out. I wish to say also in relation to the board's work, that the men on it are working without one cent of pay for all this part of horticultural work, due to the fact that in the law itself, congress provided that the men appointed should serve without pay in that capacity. It does not mean one cent to us; it simply means a prodigious amount of work. I am very glad to give you this little bit broader view, because I think this may have some effect in giving you a knowledge of the scientific work, and the problems which we have to meet.

State Inspection Fails.

Now as to Quarantine Ruling No. 37, the bone of contention with which you are especially interested. I have already told you that the Quarantine Act brings under its range all of these foreign countries, and has resulted in the establishment of a system of inspection officers in all these exporting countries. We hoped that this would be a sufficient protection, that by demanding foreign inspection and certification, and by continuing the inspection on this side, we could eliminate the danger and allow business and trade with foreign countries in plants to continue. We have tried that out now for seven years, and it has not worked out as well as we had hoped. But it has done a tremendous amount of good; instead of thousands of gypsy brown-tail moths coming in in a single year, we have not over 150 or so in seven years, but there has been that 150. I do not know how those were discovered by state inspectors nor how many others were undiscovered by them. The system requires that imported stock coming here, be certified and inspected abroad, and then the state examiner inspects it, and after he has passed it, he reports to that effect to us in Washington. If we have not the system, we have not the money to do all that inspection ourselves; to find the check is on the state man. We know enough about state men to know that it is not a very safe check. Some of the states have practically no service at all, and write us that they cannot inspect it. We pay the traveling expense necessary to inspect the material, but we cannot get enough trained men in this country to do the work. I confess that the material that comes to Washington, D. C., is checked by our own men, and we find as much in the small quantity that comes into the District of Columbia as is reported from the whole United States. That is a sufficient indication of the value of state inspection. It is perfectly plain, then, to any reasonable man, that the inspection system falls down. It will not work. We are sorry that this state of affairs should have developed, because we had hoped that the system would be sufficient. This knowledge has led to an effort to have excluded all foreign stock. The board has been bombarded for three or four years with requests to put on an absolute exclusion of foreign plants. We have resisted these and have demanded that the subject be investigated, and that the state inspectors and entomologists and other technical men should make a thorough investigation before they advised us. That investigation has been going on for two years. Finally, they made their recommendations, which you all know about, and which I shall not go into; but which were very closely along the lines that are now recognized in this quarantine. On the basis of those recommendations, we made our own investigations, which had been going on all the time contemporaneously. Finally, we called for a hearing. That hearing was held in Washington. After that, we took up the matter again, and investigated it for some eight months before taking action. Men went through the country, visiting various floral establishments, and we were in correspondence with florists and sought to investigate the subject from every angle so far as we could. Then, we provided a provisional quarantine, and sent that broad-cast through the country, had it published, and asked for a conference with the trade. Unfortunately, influenza came about that time, and comparatively few men were in attendance, but the florists were represented.

Order Result of Long Investigation.

Finally, the quarantine order was promulgated. It was the result of long preparation, long investigation, it was not done in a hurry. There has been some criticism that the programme and announcement for these various hearings and conferences did not represent the quarantine as it was ultimately promulgated. I think that is more of a theoretical than a practical objection. The programme that we presented was merely a tentative one with the statement that the board and the department would not necessarily be held to that recommendation, which was simply presenting the idea for discussion. During the discussion at the time of the hearing, we covered the entire subject. However, this particular programme provided for the exclusion of everything after 1925, but it provided immediately for the exclusion of most of the things which are now excluded, and which were excluded the first of June of this year. It provided for a graduated exclusion of the rest.

What have we done? We have excluded June 1, the following year, the things that were provided for immediately. The great bulk of the ornamental stock, all that which comes in with earth about the roots. We have provided for entry, and perpetuity so far as I know, of a great deal of what we saw no necessity for the exclusion of, such as rose and fruit stocks, certain bulbs, seeds, etc. I think, if you will balance the two things, you will find you are better off now than you were under the original programme. I think you will find that there is no material difference, and if there is any advantage, the advantage is on the side of the men who wish to import classes of things that may now be imported.

Of course, any quarantine action must hit somebody, and it hits importers. I am very sorry that it does affect them injuriously. I do not blame them for criticising the board; that is an American's privilege. I have no doubt that if I were an importer, and my business was being affected, I would be probably as boisterous as any of the importers, and as bitterly opposed to it. That cannot be helped, that is part of the business. If we were only to do the things that would hurt nobody, very little would be done in this world.

Risk in all Imports.

I do not wish to go into an elaborate discussion on Quarantine Ruling No. 37. I think you know the principle on which it was based, simply this, that everything that comes in from abroad, has a risk attached to it. I do not suppose that there has been a single importation of any sort, which if examined by competent inspectors, such as we have in Washington, would not have been found to contain something that we do not want, some insect or disease. Therefore, the object of the quarantine was to recognize that fact and exclude everything that was not necessary. In determining what was necessary, it was based on the question of whether it was available in this country, or could be made available. Our information on that was obtained from our experts. We may have received wrong information; they may have advised us wrongly. If that is the case, the quarantine will be corrected in those lines, it is not the final word, and to that extent, it is subject to correction. But, we base the thing upon that principle that we would admit only those things that are believed to be essential to the floriculture and horticulture of this country, and exclude all the rest. Now the things that are abundantly available in this country do not need to be imported, and things that we can get along without, do not need to be imported.

S. A. Anderson, Buffalo, N. Y.

Disinfection of Earth Not Effective.

The great bulk of the things that are excluded, the great value of which I have no doubt, are things that come in with earth about the roots. I do not care to go into a discussion on that: it has been discussed in your papers. There is no human means of disinfecting the earth about roots, and earth is one of the principal things in bringing in pests, such as the clover weevil, the Japanese beetle, the European earwig, and soil diseases. You may bring in the potato wart in earth, and it may remain there forever. If you bring in earth from England, you may bring in the potato wart and other diseases. There is no means of finding them, no means of disinfecting and killing them, except absolutely exclude all earth from entering. That affects most of the things that you need, azaleas, boxwoods, etc. The other things excluded are on the general principle that I have mentioned, those things that are not absolutely necessary, that we can get along without.

Ruling Not Prohibitive.

Now I wish to say, what you all probably know, that under this quarantine, no plants are absolutely barred from the United States. The great point has been made in the criticisms on the quarantine, that America had isolated herself from Europe and the Old World, and would never again get any of the floricultural and horticultural productions of the experimentors and specialists there. That is not true. No plants are barred by this quarantine. Provision is made for the entry of any foreign plant that is desirable or necessary; any new thing that is discovered or created by foreign plant men, can be brought into the United States in sufficient quantities, not necessarily limited. Fifty thousand may be brought in if necessary, or in sufficient quantities to establish that plant on a production basis in the United States. Nothing on the face of the earth is excluded by this quarantine except those things that are barred by special quarantine. Even those can be brought in under such safeguards as the department may place about them, when it is necessary to bring them in.

This importation can be made by any person. It involves a little trouble and explanation. Most of such importations have been published and described by the department of agriculture, and it would take some time to explain them here. But many new things can be brought in. It will not cost much more, and there will not be any more delay than can be possibly helped. We are perfecting plans for the handling of this material, by which it can be brought in promptly by the hands of expert gardeners, who will be gathered from the interior. We are getting a number of requests for these special permits to introduce new things or stock not available in this country to establish production enterprises in the United States. We hope by this means to safeguard the entry of the necessary things, and yet to make them available to any grower who wishes to go into the business.

I wish to speak of another phase of that matter in a few moments, as to the future of your business. In all these particulars, we are much more liberal than Europe. For many years,

Wallace R. Pierson, Cromwell, Conn.

Europe has had an absolute embargo against all American plants. If you have succeeded in getting any plants into France, Holland and Belgium in the last 20 years, you have smuggled them in. Some florists have told me that they got them in. I asked them how, and they did not tell me. But we are much more liberal than are the European countries in regard to American plants.

Bulb Ruling Doubtful.

Now one subject, in regard to which the board is somewhat in doubt at present, as to the legitimacy of the quarantine, is the subject of bulbs. I wish merely to say now that we are looking into the matter of bulbs, and we will be glad to have your bulb men come in committee or conference at any time at Washington. We would like to go over the whole subject of bulbs, because if there is any weak spot in the quarantine, it is in the matter of bulbs. As I said before, the board does not know one bulb from another. I scarcely know a gladiolus. I would hardly recognize it if I were to see it while walking down the street. We take an interest in horticulture; we are not specialists by any means. This bulb matter was discussed by our bulb specialists for weeks and months before they finally submitted lists to us. We have had information from the outside, and we are somewhat in doubt as to whether our specialists may not have been too strict and gone wrong. We are perfectly willing to correct anything in the quarantine that is unnecessary, and the bulb matter may be one of those. The department permits the entry of 88 per cent of the bulbs that were formerly admitted in bulk and value; it excludes about 12 per cent, if my informant is right, and I think he is about right. The bulbs excluded are bulbs that are supposed to be ordinary and available in this country. I think those bulbs are abundantly available in the United States. It excludes also a large variety of bulbs that were supposed to be little commercial importations that came from out of the way places where we know nothing of the enemies or diseases of the countries, or which, from their very nature, were such as could not be properly cleaned and disinfected. If there has been an error in that respect, we would be very glad to correct it. This quarantine is not necessarily final; but it is final, in my judgment, as to the main lines or recommendations in regard to bulbs. We cannot take further action until we get final and full information.

Desires to Co-operate.

I wish to say, that as a board, we do not resent criticism; we welcome it. If any of you have been rather strong in your criticisms, it has not hurt us a bit. We are getting no money out of it. You cannot cost us anything. If we lost our heads, we would be happier; we would have a great deal less to do; we could take some summer vacations; but I think we are all friends in this matter, that we all have a common purpose, and that is, the benefit to and improvement of American floriculture and horticulture. The department of agriculture is an agency established by the government for the benefit of the people of the United States who are engaged in cultivating anything that

John E. Lager, Summit, N. J.

comes from the ground, and we want to work together, we want to co-operate, we want to work for the benefit of all America. We have found that spirit of co-operation often. I gave several instances of it at Chicago before the nurserymen. We have had occasions where dangers have arisen, and where immediate action was necessary, and we could not take quarantine action in time to do the work. It takes time. We require notice of a hearing promulgated and other details which we cannot do in a minute; it may take weeks, and months. In one instance, we had occasion to appeal to the horticulturists and nurserymen throughout the country, and we had thousands of replies, endorsing the thing, and agreeing not to make shipments, especially of plants, throughout the country. Thus the nurserymen and horticulturists practically applied a quarantine to themselves in co-operation with the board, which we appreciated.

Research Appropriation Asked for.

The nurserymen opposed the enactment of this legislation for a number of years, but when it came down to getting the law, they joined us in putting that law through congress, and withdrew their opposition. The department of agriculture has promised to establish a research office if an appropriation can be secured from congress for that purpose. I hope you gentlemen will back that idea in order to determine the best methods and the best situations of soil and climate in this country for the production in the United States of all those things that are now excluded. This big research proposition is of great interest to you, and to the whole country. I hope you will join the department in that.

Not Tariff Measure.

Criticism has been made that this measure is a tariff measure; that it has been drawn for the purpose of protecting certain persons who are engaged in raising home products. I think from what I have said, that you will know, without my adding anything further, that the protection side of it is accidental and incidental. The idea was to protect from pests. If you gentlemen, and others, get protection in your local production business enterprises, that is something that we could not help, but at the same time we are glad you are getting it. We have cut off by this action, a lot of material which was formerly obtained from Europe. Where are we going to get it? We expect you men to produce it. I have been advised from one end of the country to the other, that it can be produced in this country. I have had endorsements from Maine to California. I was in California a few months ago. I have seen in that state a magnificent horticultural development on the Huntington estate of hundreds of acres. The superintendent in charge is one of the leaders in his craft in this country. I have seen there the most magnificent production of plants that I ever saw in my life, including one of the finest collections of cacti in the world, certainly in the United States. He showed me azaleas the finest I had ever seen. I should have said rhododendrons; he showed me them as high as your head, and he said they could be produced in unlimited quantities, but it takes time.

Put America in Independent Position.

I believe the United States can be sufficient for itself; that is my personal opinion from what I have seen in going about the country, and what I have been told. It may take a little time but I believe we can make this country independent of foreign countries. If we have to give up a few things for a little while, we can make good on other things. I got something out of the paper this noon, and some of your members were making statements similar to that, that this country can be made sufficient unto itself.

Gentlemen, I have given you a very crude and hasty—I do not know how hasty—a discussion of the Federal Plant Quarantine Act and Quarantine Ruling No. 37. I wish to say that I am very much obliged to you for the attention you have given me. I wish you to feel that the department of agriculture wants to help you. We do not want to feel that you are antagonistic to us, and that you feel that we are trying to hurt you, but we want to appeal again to you for American horticulture and American floriculture.

Gentlemen, I thank you.

THE DISCUSSION.

C. L. Washburn, Chicago.

"Let me tell you our experience in importing seeds. We are growers of palm seeds and palms at Sierra Madre, in southern California, a little town between Los Angeles and Riverside. When Quarantine No. 37 was passed and went into effect, we had orders for a large quantity of palm seeds to be imported from Australia. I wish to give you some idea of our business dealings with the federal horticultural board. We wrote immediately to the board and asked, in case we could not get our seeds in before June 1, what instructions we would have to send to Australia in order to bring them in? We received a prompt reply saying that our letter had been referred to the gentleman who was the chairman of the restricted importations, and in a few days we received a letter from him, telling us how to have the material in which the seeds would be packed, sterilized by heat, and stating that we would be required to get a permit. We were uncertain whether to get the permit in Portland, by way of San Francisco, or Los Angeles, so we asked for two permits, and received them both. Our business dealings with the board have always been very prompt. They have answered our letters without delay. Their restrictions were very simple. We ordered about $2,000 worth of seed that we were unable to get in until after June 1 and the cost of sterilizing the packing material was less than $30, which is a very small amount.

"Regarding the growing of palms, the present price is very high due to the shortage, but southern California is an ideal place to grow them and this business is increasing wonderfully there. As soon as the production is such that growers can provide palms to sell, prices are going to drop, and they will be lower than they have ever been before. Southern California can produce palms and turn them out cheaper than Belgium, and climatic conditions there are such that they grow very rapidly.

"There is no question but what this new industry is greatly encouraged by this quarantine, and the quality of the palms which will be turned out from California should be very much superior in the way of scale to those that have been imported from Belgium. There is very litttle scale on the plants in California; you can almost say that there is no scale. Our firm has probably between 300,000 and 400,000 palms there, and I do not think we have 25 that have scale on them, which is a neglible quantity.

"As regards transporting palms from California to the east, this will have to be done in carlots, and the freight does not cut much of a figure; it only amounts to 25 to 30 cents per plant, so that California will eventually be the place that will produce the palms in this country. The Japs there have embarked in the palm business, and when they start at anything, they can grow cheaper than anybody else, and they are going to push their product along.

"I think Quarantine No. 37 is one of the best things we have. We all know what it is to try to grow sick plants and get them well. It is the most expensive thing that a grower can indulge in. It eats a hole in your pocketbook quicker than anything else, trying to cure diseased plants. The importations we received after the quarantine was in effect, showed much better quality than anything we imported during the last five years. It would seem as though the exporters of these palm seeds were getting a training, you might say. They have to give a better grade of seed; otherwise they are afraid that the custom-house will not permit entry under the horticultural board's ruling, so they gave us a very much better class of seed after the quarantine was enforced than we received before. I think that this quarantine is going to be the best thing that the florists have ever had. I think that we should co-operate with the board, and do all in our power to help. It is going to put big money in our pockets by giving us good, strong, healthy seeds, which is the greatest asset that we can have. I am a grower, and have been a grower for the last 27 years, and in this business I know what it is to try to grow poor stock—you cannot make it pay. You need the very best stock to start with that is available, and the board is helping us to get good stock. That is the main point. We should recognize them, assist them, and co-operate with them all we can."

Prof. H. B. Dorner, Univ. of Illinois.

"I am here as a representative of the University of Illinois. I wish on this occasion to go on record as expressing personal views, and not those held by the institution from which I come. I was very much interested in hearing Dr. Marlatt on this subject. I wish to say that I am also in favor of quarantine, but I am in favor of a sane quarantine. There are two or three points he brought up that were very much against him. The speaker said that the board consulted people all over the country, in all our states,

Chas H. Grakelow, Philadelphia, Pa.

and he mentioned the entomologists, but I have not, as yet, been able to find one case where a man in the horticultural department, who was not an entomologist, has been consulted. He says that they consulted the entomologists, and later on, he told us that they were so incompetent, that in the District of Columbia, they could find as many insects on the importations coming in there, as was done by all the rest of the country put together.

"There has been published, as the speaker said, a list of all the insects that have been found on the importations that have come into this country. There is one peculiar thing about that list, however; if there is a horticulturist connected with our experiment stations, who wants to secure that list, he cannot do it. I have seen the list, because we happened to get hold of it through the entomologists' library. We could not get it into our own college library."

Dr. Marlatt: "They have been given to everybody who applied for them regardless of who they were."

Prof. Dorner: "We have not been able to get it so far."

Dr. Marlatt: "Then you have not applied."

Prof. Dorner: "I have not, but others have. The statement was made also that a copy of the quarantine was sent broadcast throughout the country to everybody that was interested. The University of Illinois has 28,000 square feet of glass; we have the largest horticultural equipment or floricultural equipment in the country for experimental and teaching work. When we wanted a copy of that, we had to write to Washington for it. No members of the department, at least I nor any of my associates in floriculture, received copies of that quarantine.

"The speaker also says that he receives no pay. He may have had those duties thrust upon him, but he is being paid no doubt by the government just the same; if not, from the same fund. If I am sent out to a certain piece of work that is not directly connected with mine, I am still being paid by the fund as usual, but perhaps not from the new funds.

"The speaker also says that the cotton men are very well satisfied with the way that the cotton quarantine is handled. We also would be very well satisfied if we could get into the country, and get into our trade, the material that we want. The cotton manufacturer may have had to pay for the inspection of that cotton, but when he got through he did not have to grow the cotton. He had it. The two cases are not the same.

"Another point. He says that they had to determine what we can get along without. I want to say something here, not for the florists, but I want to say it for the people who enjoy these things, the millions of people in the country who are directly interested, perhaps. The speaker says that he does not know the difference between a gladiolus bulb and other plants, and he is not sure whether those are gladioli on the desk there, He also says that the other members of the board knew very little about it; yet here are five men—five—who are telling the millions of people in this country what they have to get along without, and without giving them any voice in the matter. I thank you."

J. K. M. L. Farquhar, Boston, Mass.

"I have been living with this quarantine question ever since it started. I should not have come to this convention, because I was not feeling as I should, and I was also very busy, but I did not want to let the people in the section of the country east of us, go

Jos. Manda, West Orange, N. J.

by default as the nurserymen did. We expected to get, as our president told us at the beginning, a good deal of enlightment from this talk. Most unfortunately, the enlightenment does not go very far. We did not get enough enlightenment to see how to arrange the conduct of our business, 12 months hence. We are groping. So far as I know, the federal horticultural board, or perhaps I should say the federal anti-horticultural board, is groping just as much as we are; but we are groping as the result of their groping. Groping with them—well, according to how things are done evidently does not seem very much; it is a matter of no pay, no loss. It seems to be all very well, but that, is not our case by a long way. The cotton men paid probably two or three dollars on a bale of cotton worth $100 or more; two or three per cent. If we could get our plants, we would gladly pay a much larger percentage than that. I went to that meeting on the 28th day of May, 1918, and it was fairly well understood, given out and acquiesced in by the board at that meeting, that we should have a number of years in which to adapt ourselves to this severe measure. What did we get? Some high officials in the department of agriculture advised us that this board meant to do on the 28th of May just what it said it would do, but that they got the war fever, if you please, to do things in a sweeping manner, and they took the advice of those entomologists that are associated with them, and are a part of their organization, and they practically laid it down and finished it.

"Dr. Marlatt told us today they would permit entry of a certain number of plants. They let in hyacinths, which are the most dangerous thing, and which are more likely to carry infestation than snowdrops, scillas, chionodoxas, bulbous irises and 40 or more other bulbs and tubers heretofore imported, which are now excluded. All tubers cannot come in. Who ever found anything in the scillas? The irises are not infested, but they cannot come in. They are just as clean as the tulip. The Spanish iris, the New Holland iris and the irises from Levant are all as clean as the tulips. They say we get in so many plants. Gentlemen, we receive hyacinhts, tulips, daffodils and lilies; we get in one crocus, while all the other corms are shut out. The freesias, ixias, sparaxis, cyclobothra, bessera, gladiolus, watsonia and other corms are shut out, from which there would be no more danger than in admitting crocuses. We import lily of the valley, which is a fibrous rooted plant. They say we get in other plants, such as roses and fruit stocks. Why, those are not plants, they are the roots—they are only the roots of things that we are going to grow.

"Then look at the price since this went into effect. The price next year will be six and a half cents apiece, and before they were about half a cent. It does not seem to me that there is any good reason for these officials in Washington excluding bulbs by wholesale. If they had been reasonable, or as our friend, Mr. Dorner, from Urbana, says, 'sane' in their action, we might have obtained all the bulbs, tubers and fleshy roots that are free from soil. They object to the soil, but they say that we can get in almost anything that we want to. What is the matter with getting in azaleas with the soil washed out? What is the matter with getting in small conifers with the soil washed out? There is plenty of sterile material; there is plenty of peat moss which is dug out from 40 to 50 feet below the surface of the soil, and I do not believe there are any insects down there, Mr. Chairman. I do not believe there is any fungus down there. I be-

Prof. H. B. Dorner, Urbana, Ill.

lieve, that is the very material that will preserve azaleas and plants of that kind by which they can be safely brought here.

"I am not going to talk long, but I understand these people tell us that this quarantine may be amended. We have had different statements from the department of agriculture as to that. A high official of the department was in Boston last spring, and he told us that this quarantine had come to stay, and stay forever. We are told today, in principal, that it will stay forever, and then we are told that it is subject to amendment. We have been told that by the gentleman today, and I have been so informed by other officials of the department, but we get no intimation as to the character of the amendment. There are many amendments necessary, it would seem to any reasonable horticulturist with any kind of sane views; there are innumerable things that may be safely admitted, and which would be of great value to horticulture here. It is said that they are permitting entry of 88 per cent in bulk, or in value of the bulbs. That might have been so at the time that computation was made, but I question if such a statement would apply now.

"We know that a great advance in horticultural interest is due to the garden clubs of America, and to the ladies who have organized to conduct them. Their interest is not largely in greenhouse plants, because they go to their estates in the spring, and they remain there during the summer, and they want all the little bulbs that the florist perhaps does not want. They want 40 odd varieties that we used to catalogue, that we now have to eliminate, little things such as the Spanish iris that comes first in the spring, and a number of other irises. They want them because of their beauty.

"I would say, Dr. Marlatt, that unwittingly, perhaps, you have struck the science and the art of horticulture the hardest blow that it has ever received. Horticulture has begun to take hold of the people all over the wolrd. You can see even in their little windows in Switzerland, where there are so many rocks that they cannot grow anything but in window-boxes, what an interest they are taking in flowers. If the interest in horticulture, due to the vicissitudes of war, is to continue in this world, America must take it up. America must carry it forward. We have the organization, we have the amateur interest in gardens, in horticulture, and in civic beauty, all of which have tended to improve our national character, and to elevate the desires, the tastes and the morals of our people through the flowers they plant in their gardens and which beautify their homes. But you, Sir, have struck this the hardest blow that has ever been struck since the Pilgrims landed 300 years ago on Plymouth Rock.

"I would like to talk for about half a day on this subject, but I am not going to. But I do say that this board, whether intentionally or not, has seemed autocratic in its action in cutting off everything and disrupting our business which we have spent our lives in building up. The manner in which this has been done seems to me very cold-blooded, and if amendments are coming, as some of the officials in the department of agriculture suggest to us, and lead us to hope, we trust that such amendments will be sufficiently comprehensive. We cannot ask these men to repeal or rescind what they have done, because gentlemen that would show them up as foolish. The trouble is, in considering an amendment, they look upon the amendment that they will give us as in a degree an admission of error in their judgment in applying this quarantine; and if the amendment balances the degree of error in judgment, it will have to be enormous. I agree with Mr. Dorner, that if they did consult, they have not followed the advice given as the result of the consultation. One of the ablest horticulturists who has been maligned by this board is J. D. Eisele. He is a good fellow.

"There is no use in my continuing. I have no feeling nor a word to say against the personnel of this board; but as an administrative body, I must say that I must severely criticise the whole conduct of the federal horticultural board; and this is not propaganda. I have done no propaganda. Mr. Eisele has tried to do it, but with me, this is not due to Mr. Eisele's propaganda. I think one of the unfairest statements ever made was the circular of the federal horticultural board regarding J. D. Eisele. To my mind, it amounted to almost percecution. What we want are amendments, substantial amendments, that will help us in our business, and we want to know something about them soon, so that we may not get relegated out of business before them come."

Chas. H. Grakelow, Philadelphia, Pa.

"At a meeting of retailers, I was asked to speak on this subject, if I thought it advisable. Talking of bugology, reminds me of a family in the central portion of Pennsylvania, who entertained an entomologist for a three or four weeks' vacation. When he went home, the farmer was heard to exclaim, "Thank God he went! He showed us bugs in the vinegar, and in the water, and he took half the pleasure out of life on the farm." I am afraid that the entomologist who is dealing with one subject continuously, is very much like the surgeon, who, after he has operated along surgical lines for a number of years, reaches the definite and positive conclusion, in his own mind, that it is impossible to cure or rectify any physical ills without the aid of the knife and the ether cone.

"The retailers, in their conference, asked me if I deemed it advisable to submit two questions that they would like to have answered. The first one was if the bugs that come in on plant importations are so destructive as they are pictured to be, how does the board explain the luxuriant condition of the vegetation in the countries from which importations are made? The second point that they wanted to know is this: Why, on the board, there is not a fair representation of the growers who have spent a lifetime in their endeavors? Why are they not represented there, and given the opportunity to give the board the benefit of their practical experience? Is it possible to conceive that you men, and those whom you represent in the organization, have accumulated the money that you have and built up the business you have, as the result just luck and ignorance? Should you not by this time know something about growing plants; and if legislation is to be promulgated and put into effect, which is as drastic as this, should you not, at the time, be consulted, instead of allowing it to be left entirely in the hands of a man, or a committee, who in turn, designate one man—with all due respect to the Doctor—to present their side of the case, who says that he hardly knows one bulb from another? I want to say in conclusion, that if you want a suit of clothes, you do not go to a tinsmith, for if you did you would have to use a can-opener to get in and out of it."

President Ammann: "Gentlemen, let us confine our remarks, and make them as short as possible, because we want to get through this afternoon."

Dr. Marlatt: "I have to catch the 6:20 train, and if I am to answer any of these remarks, I must do so soon."

President Ammann: "Make it brief. We want to give the Doctor an opportunity to be heard."

John E. Lager, Summit, N. J.

"Some time ago, I had an interview with the federal horticultural board in Washington, in regard to orchids. The board was very courteous to me, so far as that is concerned, and I asked several questions as to the reasons for the total exclusion of orchids, and also asked if the board knew of, or had ever found any dangerous insect pests being introduced on orchids? To that I obtained no reply. It finally came out at the end of the conference, that the little red ant was being introduced into the United States. It is quite possible that some of those red ants would come in on orchids, but it is also possible that they come in on everything that comes from the tropics, and so far as I am concerned, that is of very little significance. That was one reason given. The most important reason, so far as I could make out at that time, and also from what I gather here from the Doctor, they considered in making up this Quarantine No. 37, what was essential, and what was non-essential to horticulture, and unfortunately for me, orchids, in general, with their hundreds of thousands of ramifications and species, were classed just in one lump as non-essential. I do not know what led the board to take such a view, that orchids more than anything else were non-essential. Who is going to tell what is essential and what is non-essential? We are free men, and we demand that we be allowed to exercise our rights. Who is going to tell us what we are going to grow, or are not going to grow? This the board has done. The Doctor has said that the reason why orchids, or anything else, were excluded, was because they were not essential. Now assuming that all these things that they have said are non-essential, have never brought any insect pests into the country, would that be a good reason to exclude them because they are non-essential, when they have never found a dangerous insect pest on the same? Apparently, that is where the orchids are placed. They cannot prove that any insect pests have been spread by them, and it is not likely, because they are purely tropical plants, and such insects would not live in our climate. If we were to take up this whole matter seriatim, item by item, we might possibly put things in this quarantine that it is perfectly justifiable to put there, and which if the members of this society, or the country at large, want excluded, by all means do so; but to arbitrarily cut out everything because these five members of this board say they are non-essential, when they do not know whether they are so or not, is not right. In talking to the board, I asked them not to be offended with what I was going to tell them, because I was going to speak to them very frankly, and one member of that board said at that time, as the Doctor said here, that he welcomed criticism. I said very nearly everything I had to say. I told them I would not speak behind their backs. Two days after, I received a circular from the secretary of agriculture stating that the thing had been put through. Why did they grant me an interview at all two days before? It was cut and dried beforehand.

"Now, another matter in regard to these non-essentials. They excluded orchids from all the central South American and East Indian ports because they are non-essential; then they admit from all South American ports, bananas by the ship-loads, not even fumigated. They come in by the cargo, at least hundreds of thousands of them every year. How can you reconcile these things? Bananas are taken from the plantation and carried right to the steamer and shipped to New York without being either inspected or fumigated; but the poor orchids that come from the healthiest

regions, where they grow, are put in boxes and fumigated until 50 per cent of them are killed, and the other things come in without any fumigation whatever, although they come from the same parts of the world. Is there not something there that is worth taking up and doing right?

"I was told by the federal horticultural board, that orchids can be raised from the seed. This is true to a certain extent, but it takes too long, and the board apparently thinks that cattleyas are the only orchids there are, or hardly any others have been or are being raised. Where or how are we going to get such species as vandas, oncidiums, dendrobiums and many more for which we have a market? I also told the board that our stock of cattleyas for cut flowers was depleted, and that it would be impossible to replenish them in the short time allowed by the board. To this statement the board asked why we could not propagate from the old stock on hand and thus fill our houses? This suggestion being so absurd, I did not attempt to answer it, and I am not going to attempt to do so now. Therefore, I believe this body should have representatives on that board who would understand the different branches of the trade. I do not say the board acted with any bad intentions; probably their intentions were good, but they made a mess of it, and as for my business, they have created havoc."

President Ammann: "I think we ought to give the Doctor an opportunity to answer a few of these questions that have been asked. We ought to have both sides of this. The Doctor wants to make his train. We want to cut our remarks short."

Dr. Marlatt: "If I can get hold of a telephone, I will have my transportation countermanded. I want to hear all of this. I do not want to cut it short."

President Ammann: "There is a great deal of repetition which I do not think is necessary. We can get through here very readily so that the Doctor can make his train."

Dr. Marlatt: "I think I will give up my train, Mr. Chairman, with your permission."

Jos. A. Manda, West Orange, N. J.

"I will be as brief as possible. My subject covers the same ground as Mr. Lager's, namely, orchids. During the great war that we have gone through during the last two years, there was not an orchid imported into this country; an embargo was put on their importation, which we were willing to suffer under the circumstances. After the war was ended, and the armistice was declared, then we had a perfect right to import plants again into the country. We could not import orchids, of course, except during two months in the year. I wrote to Washington and asked them what their ruling would be in case orchids, then ordered, did not come through by June 1. I received a very short reply from them saying: 'If you want to import nursery stock, and get it in before June 1, you must get it by June 1.' I got back at them. I wrote to that gentleman: 'Do you not know the difference between nursery stock and orchids?' But, as was admitted here by the Doctor, they did not know.

"I have spent considerable time in studying this quarantine law. I want to say, like my friend, Mr. Dorner, that I believe we can grow the greater part of the excluded stock in this country, but, for heaven's sake, give us a chance to get ready for it. They told us orchid men, we could raise them from the seed. Doctor, do you know how long it would take an orchid to produce a flower? If I would start to try to do that after I arrive home, do you know how long it would take?"

Dr. Marlatt: "Five years, I guess."

Mr. Manda: "Well, you can just double that, and then I will not guarantee one flower on five per cent of them. I think a great injustice has been done to the orchid men especially, because absolutely no avenue has been left open for us. They say, 'Raise orchids.' What are you going to raise them from if you do not have the species? What are you going to raise them from —cucumbers, or watermelons? With the condition that existed during the war, we are in bad shape. How many plants are in flower today? At one time, I had the largest lot of them in the country. Now I have just 16 plants. Fortunately, one of them is coming into flower. The injustice to us is in the fact that we have absolutely no avenue left to get on our feet after living through this terrible war. I am speaking for myself. My line of business is to cater to private estates, and during the war, 90 per cent of them were closed down, and the other 10 per cent were not in the market for anything. I said: 'I am willing to sacrifice everything if I can get my good boys back from the war. I can get on my feet again as soon as the country gets normal.' I was just beginning to get on my feet, when this quarantine came along and killed all but five per cent of my business.

"They tell us we can grow hybrids. We cannot grow hybrids unless we have the species. I will guarantee if you have 100 plants, you cannot figure on getting 200 blooms from them at Christmas. I will guarantee there is not a man in the country that can produce 25 blooms from 25 hybrids of any given variety. I quite agree with Doctor Marlatt that there are certain things that can be grown, if they would give us time, say two or three years; but they should give us a chance in this reconstruction period to get upon our feet after we have gone down. There is not an industry in this whole country that suffered as much as the florist industry during the war. I will defy anybody to name one. I think that justice should have been done to us; we should have had an opportunity to get upon our feet. As I said, it is all right to put an embargo on anything that we can produce, but there are certain things we cannot produce in this country, and orchids are one of them. I thank you."

E. G. Hill, Richmond, Ind.

"I want to say that I went to Washington, and was in favor of combatting the department, and opposed to the enforcement of this prohibition against the importation of plants, but after I had listened to the arguments, I was convinced that there were two sides to this question. I weighed the matter, and while I do not endorse all the provisions of Quarantine No. 37, I do say it has in it elements of good for the florist trade of this country. I have listened to the arguments put forth here, and many of them seem to be very childish and far-fetched. You have not met the propositions put forth by Dr. Marlatt. You have forgotten one great fact that he has put before you, namely, that the agricultural interests of corn and wheat and cotton in this country are far greater than our interests. Sometimes, as we had to do in the past war, we have to give up some of our interests that are very dear to us. Now I feel sorry for the orchid men. I think they have suffered great hardships. There is no question about that, but on the whole, a lot of this opposition that has been brought forward against this thing is foolish and childish. When I went to Washington, I heard a statement made there that we could not grow roses in this country, and I thought, "that is a strange statement to make." Furthermore, they said they could not grow palms in this country, but Mr. Washburn has told you how they are doing it. I know one man who has invested hundreds of thousands of dollars in the palm business. We are going to have palms. Another thing. If a quarantine law is good for France and Germany, it ought to be good for us. I have had a devil of a time getting a few roses into Germany. I had to smuggle them in; if that is good for those countries, why is not the same kind of a quarantine good for us over here? That is what I would like to know.

"In regard to Mr. Dorner's statement, I was amazed and surprised that he should get up here and talk as he did this afternoon. He had an opportunity to read that quarantine ruling a thousand times. It has been published in all our journals. Why did he not read it? He says it was not sent to him. He also said that he had not been consulted. I do not know whether he is piqued about it or not, but I know that our entomologist at Indianapolis knew all about it, and he knew about it intelligently. He is an intelligent man. He condemned a year or so ago some 20,000 roses for us, but he was right in a great majority of the cases. These entomologists are right; they are working for our best good.

"Speaking about corn borers, they affect all our western country. How does that immense corn crop, that great industry that extends all over the United States, measure up in importance as compared with Mr. Farquhar's business? We have to give up some things for the greatest good of the greatest number. I am sorry, as I said, for the orchid men, but we all have to submit to those things that are for the greatest good of the nation.

"I am amazed at another thing. That you have tried by sarcasm to discount what the Doctor has said to you. He has talked to you in a plain, straightforward manner. He has not varnished things over at all. How have you met him? You have not met him fairly, not a bit of it. Another thing I object to. It was stated in our horticultural publications that the officers of this society were to be condemned for inviting Doctor Marlatt here; that it indicated that the society did not have confidence in their case, and were trying to work up a prejudice against him. I want the Doctor to understand that the great majority of the florists in the west are with him in the enforcement of this ruling. I believe in it. It is going to win out. Some of these other fellows say that we cannot grow this, and we cannot grow that; they are either prevaricating, or they do not know what they are talking about. I want to bespeak for Dr. Marlatt a hearing. I think he will answer a whole lot of you fellows in a manner that you cannot gainsay."

J. G. Esler, Saddle River, N. J.

"Is it the corn borer that they are so afraid of; a worm that bores in the end of the ear of corn?"

Dr. Marlatt: "It is a worm that has come in from Europe where it has been known for perhaps six or eight years. It is little known here; this is the second year. It works in the corn from the root up to the tassel, and goes out into the ear. As many as 300 worms have been taken from a single stalk of corn, perhaps half a dozen in each ear. It works in the field corn. Fortunately, or unfortunately, it is in the sweet corn country now, and we do not know what it will do in field corn yet; it is too early to say. It may have no relation to horticulture, but it does feed on everything that has a stalk big enough for it to get into. It will get into every one of these flowers in front of me,

which are evidently not all gladioli. I know enough to say that. It will affect any barnyard grass very quickly and florist or ornamental stock that you grow in your garden. It has been found in such stock. We have discovered it in Massachusetts in 48 different kinds of plants. It may have come from Europe in some of these importations that are named or in importations of other things. There is another corn worm that works in the way that you say and is widespread throughout the country."

Mr. Esler: "There are two kinds. One works up through the heart of the corn, the other bores in from the end and spoils the ear. What I want to get at is whether this is a new thing, or an old thing?"

Dr. Marlatt: "Brand-new."

W. A. Manda, South Orange, N. J.

"Personally I want to thank Dr. Marlatt for coming here and being with us. The only thing I regret is that the Doctor, and his associates, have not done so during the many years they were contemplating putting this Quarantine No. 37 in force. I do not want to speak on any special subject, because I am interested in horticulture in general, but I cerainly would reverse myself if I should say that we could not grow most of the things in this country. I said we could before the Massachusetts Horticultural Society and other bodies, and I repeat it today, but I certainly take exception to the statement that we can grow roses. We cannot grow enough roses, either greenhouse or out-door roses. We want time. My father was a florist; I was born on a farm, and brought up under those influences. I was never blessed with great learning, but I had some common sense. I used to watch the swallows looking after their young ones when I found a nest in the fence corner. They used to carefully feed them until their wings had grown and they could fly, and then they had to take care of themselves, and were ready for anything that came along. I agree with the Doctor that we can grow most of these things; we certainly can, but it takes time, and it takes capital. They talk about starting to grow palms in California, but how many years does it take to get a specimen plant that you are proud of? This country has grown by leaps and bounds, and horticulture is keeping pace with its other advancements, and we are eventually going to be able to produce the material that our patrons demand. We have had to get hemlock and a few spruce from Europe, some of which are even native to this country, but which we had no chance or time to grow in sufficient quantities to supply the demand. If this horticultural board had given us four or five years' time, with the restrictions such as they are, we would have no chance to complain. The Doctor admits that some of these insects presumably have been imported with the horticultural stock, but that does not say that we are criminals. There was other stock imported that would bring them into this country. They say that some of them come in with straw. The Doctor will admit that horticulture and floriculture are the most advanced part of agriculture. Why should we be singled out? Why should we suffer to save the main body? I will give you a little experience I had lately." (The speaker here told of the experience he had in sending an exhibit, similar to the one that he displayed at this convention over to Canada, and upon his desiring to bring the exhibit back into this country, he found it was necessary to get authority from the federal horticultural board, and they advised him that the board could not issue a permit for the re-entry into the United States of nursery stock, or any other plants or seeds shipped from New Jersey to the Canadian horticultural convention at Toronto).

Dr. Marlatt: "Who signed that letter?"

Mr. Manda: "It was signed by Mr. Palmer. Now gentlemen, here is the thing in a nut-shell. I was taking plants grown by me in the United States to exhibit in Canada, and why should I not have the right to bring back the same plants that were inspected in New Brunswick and stamped as O. K. on the side of the case? Yet I was not allowed to bring those plants back into the United States. How would the learned Doctor like it, if he had occasion to visit Canada and they permitted him to go in, but when he tried to come out, they would say: 'You are an American citizen, but you may have contracted some germs of small-pox on your trip through Canada and you cannot come back to the United States.' I do not wish to be harsh on the Doctor. I am a man of common sense, I work hard, and have done so for 46 years in this line of business. I fully agree with a good many of the things he said, but I certainly do hope that the Doctor will leave this body with the impression that we are hard-working men, the same as the farmers. We do not want any favors and have never asked for them.

"When I was in Canada, I was asked, 'How do you get on for coal?' I said, 'I have a lot of old mattresses and blankets in readiness so that I can save my stock of coal.' They said, 'How much did you get?' 'Fifty per cent.' 'Oh, we got 75 per cent of your own coal.' Now that does not make you feel good. So I hope when the Doctor leaves this meeting that he will realize that we are a lot of hard-working men, that we are good citizens, and that we do not want to antagonize the learned Doctor or his associates. All we want is fair play. We do not ask favors, we do not ask for discrimination. We want fair play and justice; and I know Uncle Sam will give it to us."

President Ammann: "I think that we might hear from the Doctor at this time."

Dr. Marlatt: "Give them all the chance they want."

President Ammann: "Is there anyone else that wants to make a few remarks in regard to what has been said? Wallace R. Pierson is always a brief talker."

Wallace R. Pierson, Cromwell, Conn.

"First of all, I am an American. I was born in the Connecticut hills. One of the first things that I was taught when I was a child was, that every man is innocent until he is proven guilty, and that American principle I wish you would carry out in your treatment of plants. I heard the plea of the orchid men. I have never heard anyone who could prove that orchids were guilty of bringing any contamination into the United States. I want to say for them, although I am not an orchid grower, that I ask for them the consideration of your board.

"I have heard it stated here that a certain gentleman, who ought to know better, made the statement in Washington that rose stocks could not be grown in the United States. If you remember, I talked with you after that meeting, and you asked me if I would be willing, and be anxious to use American-grown stocks? You remember, I told you, that with the assistance of your board, that we could show the American nurserymen how to grow American stock, and that I would use them in preference to any stocks grown in the world, because I am a thorough American. As to the azaleas, or snowdrops, or tulips, I am not a bulb man, I am as bad as you are. If those bulbs can be brought into the United States clean, and without contamination being proved against them, we, as American citizens, are entitled to them. But, if there is danger to the food crops or to the forest crops, if such danger is proven to exist, I am willing to sacrifice. I am also in addition to being a greenhouse man, a nurseryman to some extent, and I have always believed that we, as nurserymen, are entitled to raw material. I would dislike very much to see anything come into the United States that would carry any danger through soil on the roots. If there is danger to the forest crops, or to the fruit crops, again I am an American, and I am willing to relinquish any desire for that stock. Gentlemen, that is all I have to say. I thank you.'

President Ammann: "Does anyone else want to be heard? If not, we will hear from the Doctor."

F. R. Pierson, Tarrytown, N. Y.: "I want to be heard, but I will give way to the Doctor for the present."

Rebuttal Remarks by Doctor Marlatt.

"Mr. Chairman and gentlemen, I have been very much interested. It is manifest that I cannot cover the whole ground that has been covered in the last hour or hour and a half by the various speakers. I do not know that I am competent to cover the whole ground. I have been criticised as an ignoramus, but I venture to say that on this subject there are very few who have not their limitations. I doubt, even, if every man who is a florist and a member of this society, would be able to identify every plant in the world, but because of that, you would not wish to be shown up as an ignoramus. I know a great deal more about my own specialty than you do. I have spent 40 years studying plant pests and plant diseases, and I probably know something about them. Unfortunately, in this world, we cannot be everything, we cannot be jack-of-all-trades. I cannot know as much about your business as Mr. Farquhar, or Mr. Lager, or all the rest of you. I know my own subject; I do not know your subject, and I accept this criticism that I am an ignoramus in matters of flowers, as a compliment. Mr. Hill really hit the nail on the head. I presented to you our reasons for the quarantine, the necessity of protecting the United States as a whole, its big crops and its big industries from pests. I have spoken to you briefly. I could give you details by the hour. I showed very briefly how the things that you import have brought in these things, some of them, not all of them, a good percentage of them. They practically come in with living plants. That means that these several classes have been responsible for most of these things; they are responsible for the distribution of many of these pests in this country. We have to take the broader view; we have to take in the whole country, and the wealth of the country, its farms and farm products, as well as the wealth of pleasure and joy that comes in your special production. With the exception of a very few of the speakers, they have all dwelt on their personal interests. I do not blame them. That is a large element in any man's mind. I do not blame them at all. That sort of argument and criticism is perfectly natural, and we are glad to have it, because thereby we may be able to make arrangements that will lessen the blow, and we will be glad to do it where we do not increase or assume risk by such action.

"I omitted, I find, from my previous remarks, one little item which I wished

to discuss, and that was the entering into new production enterprises in this country to make good, to make available things that are excluded. I want to discuss the possible future outlook for that sort of business. First, I might say that criticism has been made of the fact that the board might change its mind tomorrow, and that just as you had entered into the new industries, it may rescind the whole business and leave you in the lurch with your money thrown away or that there may be new officials in the agrciultural department. There may be a New Jerusalem some time. I believe that this quarantine is right in its fundamental lines, and that if you men want to get into new production enterprises, you can go in with safety, and with the feeling that the main line is going to stand where it is now.

"We are willing to consider the orchids again. I told an incident in Chicago which I might mention here. Mr. Mann, whom I mentioned, apparently when this campagn against the quarantine law was at its height and congress was being flooded with letters of protest from you gentlemen from all over the country, the matter became of such volume that it came up on the floor of the House, and several men arose and asked what this quarantine was, what it meant, and Mr. Mann, who is a practical grower and has a large garden, said: 'I do not know what it means, (I saw this in the Congressional Record afterward), but I know one of the men who is associated with that work, and I am going to see him tomorrow, find out about it, and let you know.' He came into my office in the very brusque manner that he always has, without saying a word of greeting, and said, 'I want to ask you two questions. One is, have you made provision in that bill for the entry of new things from Europe and foreign countries?' I said, 'We have.' He said, 'I take it for granted that you think that you are right in your grounds for quarantine. I want to know whether you have backbone enough to stand for it?' I said, 'I think we have.' He went on to explain that if many men made investments throughout the country, based on the passage of the bill, and it did not stick, there would be tremendous loss and suffering in consequence. That is the point of view of the board. We believe we are correct in the main lines in regard to this quarantine, and we wish to protect the men, who on the strength of it, go into production enterprises. We have made provision for the introduction from Europe of the necessary réproduction material. I think you all know that if you want to bring in any of the new orchids that are developed in England, you can bring them in for reproduction purposes.

"There has been a great deal of criticism of the board. I thought I explained, and I do not know whether it is worth while to try to do it again. A good deal of ridicule has been heaped on me. I have no hard feelings against any of you florists, because I am not a horticulturist. I was a professor once, but I have forgotten all I ever knew. The board is simply an administrative body. We get our information from the whole field of agriculture. We have in the bureau of plant industry approximately 100 different kinds of plant experts who are all interested in plant-growing. We have several hundred men who are interested in studying plant diseases. We have as many more who are interested in entomology; it is not a case of entomologists, it is a case of expert growers, men who know plants, plant insects, and who know plant diseases. We are in touch with all of the men in the whole United States in the universities and experiment stations. Ours is a board of five men, but we simply record the information and advice which comes from this vast body of men who are informed on the subject. We consulted the plant men. We had a hearing; we had two or three conferences with those men. If they were not there to speak for themselves, it was not our fault. Notices were sent out to the press, and to all the different associations, and publications were made in all the daily papers. Press notices and full information were sent to a very complete list of horticulturists and farm journals. We published many of these things in full. Many of the publications who did not print them in full, made notices of them. We cannot send these notices to every man who is interested, throughout the United States, but we do send the information to every man who applies for it. If you do not get it, let us know, and we will correct our list. We are glad to give everybody, every bit of information that is available and necessary, and to carry on correspondence.

"We would be glad to have all of the board practical floriculturists. The law provides that the board shall be appointed by the secretary of agriculture from inside the bureaus of the department; two men from the bureau of entomology, not more than two men from any one bureau. He appoints two men from the bureau of entomology, two men from the bureau of plant industry, the assistant chief and another, the former being a man without a superior in the plant line, the other man, the leading pathologist in the department. He appoints the fifth man from the bureau of forestry, who perhaps knows more about forest trees than any other man living. That is the board. Although it is a board that has some connection with horticulture, it does not rely on its own information. It gets it from all possible sources. This talk about 'five men'; I thought I had explained that, but apparently my explanation went for nothing.

"I am very sorry that a circular of this department cast any reflections upon Mr. Eisele. I do not know the circular in question, and I would be glad to see it. I am also sorry that the gentleman who took his plants into Canada, Mr. Manda, had difficulty in getting them back. The work of the board has become very heavy, and the chairman does not see all the letters that go through the board. A great deal has to be done by someone more or less blindly, and in this case, may have been done without sufficient thought, or otherwiso I do not think the gentleman would have had that experience, or if the matter had been brought to me, he would not have had that trouble.

"I cannot say anything about orchids. I have already discussed the matter of bulbs, and there is nothing more to be said about that. We will be glad to receive a delegation, with whom we will go over that matter. As to orchids, we acted on information from our expert advisers. If there has been a mistake there, it can be corrected. A number of insects have been found on orchids, and we have called attention to some of them. The little red ant is a very trivial thing and makes you laugh, but when you realize that that little red ant may be the Argentina ant, which is the greatest form of house pest of this country in California, and has already infested the citrus orchards there, that it encourages and harbors all the scale insects and little bugs, then that little ant is no longer trivial, it is a matter of very grave importance. When you know the facts about it, you realize that it is a very important thing. It is known as the Argentina ant, and it inhabits all Central American countries."

Joseph A. Manda: "Is not fumigation supposed to kill all those insects?"

Dr. Marlatt: "Fumigation is the best thing we know, but it is not perfect. I might say that the recommendation in the matter of orchids was simply on the general principle that governed in the establishment of a quarantine. Now, essential, or non-essential, orchids are produced in this country. I remember in the discussion of this quarantine in one of your journals, I saw an advertisement from one of your brilliant writers who waked up in the middle of the night in a cold sweat when he thought of what those radical men at Washington would do with our orchids, and he said, but just about that time, I thought about what my old father told me about raising orchids from seeds, and I got up and started to work, and now I have 30,000, and I can produce as the country needs. That was an advertisement. Whether it is true, or not, I do not know; it is on record and you can look it up. So you see there is some divided opinion on orchids. But we are ready to consider any of these special matters. I cannot make any promises as to what we will do, but I hope we will be fair. I know this, Mr. Farquhar, we are hard-headed men, and you can talk to us until Doomsday and we will not do anything, but we are ready to be shown. The bulb men, themselves, are undecided. We have to restrict these big things that are full of danger, but we will consult you on them. We want to get your views first, and then we want to act as wisely as we can on the recommendations that are made to us by men whom we trust, not on our own fool wooden heads. I hope I have made that clear; that it is not a federal board of five, but it is the department of agriculture, with over 25,000 men all over the United States who are back of us. If we have made a mistake, we want to correct it, but I want to say that we think on the main lines we are absolutely sound. The main trouble is with the great bulk of plants that are earth-carrying plants. If that earth can be removed, that will remove one element of the danger; but we have to consider the whole matter from every standpoint.

"Now, gentlemen, there was one personal matter that I mentioned. I was foolish enough to mention the matter of pay. I would like to withdraw those remarks, but since I mentioned it, I think the gentlemen will remember what I said. I think I said that the law provided for this board, no pay should come to this board for their services as members of the board. That is the meaning of the law; that is not the exact wording. Those men receive certain salaries for their work in the department, and they earn their salary and more too. Mr. Southworth is the head of the bureau of forestry. He certainly earns his salary, and so on with the other members. I will not refer to myself. I probably do not earn mine, but those salaries we had before we were members of the board. We have them still, thank God! but we do not get a cent additional for this work which represents more than one-half of the work that we do and the biggest part of our responsibility. It is provided for in the law. A friendly and generous congress provided that. I do not want any more money than I am getting. I want to do this work. I am sorry I mentioned the matter of salary because it has apparently been made a handle of, but I want you to understand, since it has come up, just what the facts are.

"Gentlemen, I do not want to get into a controversy; if I did, I would get the worst of it. You know more about the subject than I do. I do know more about my own line, and we could not get together on matters of controversy.

I think this discussion has been of use to all of us, and certainly has been of great use to me as chairman of the board. I wish to thank you again. I hope you will feel that you can go ahead and criticise the board in your journals, editorially or by letter, or personally, directly, or to the secretary of agriculture, or to representatives in congress. We give you carte blanche to do it all, and we will not feel any the worse toward you for doing it. It is one of the things that you get through being an American citizen, and we are not going to deprive you of it. If you can show us we are wrong, it will be thrown out, we will have done our damndest, and you will have done yours. I thank you."

Frank R. Pierson, Tarrytown, N. Y.

"Mr. Chairman and gentlemen of the convention, we could continue this argument indefinitely, but the hour is growing late. I do not want to reflect on any of the arguments that have already taken place. We are pretty well familiar with the facts. I want to assure the Doctor at this time that we hold him in the highest esteem personally. I want to give him the assurance that there is nothing personal in our difference of opinion; it is a question of the methods pursued by the horticultural board. We are glad to have him at this convention to put forth the department's side of the question, and I want to say again that we hold him personally in the highest regard. But it is the province of all men to differ. We hold that the board has exceeded its authority under the Act of 1912, which delegated to it specific powers by act of Congress, and that it had no right to read anything into that act. The board is an executive and not a legislative body. In all matters of quarantine, the burden is on the government to prove the necessity for such quarantine; that because they were afraid that injurious insects might be introduced into the country from some place at some time. They should be satisfied as to the necessity for quarantine of any given specific plant; they should not issue a blanket order which would practically keep out the bulk of our plant importations, and there is no proof before this society that any of the injurious insects, which the Doctor is so fearful of, have been imported throuhg our importations of greenhouse plants. The question is, whether their action will produce the results they claim in the way of protection to American products,—whether protection does protect? I know that if the members of this society felt that their importations jeopardized American agriculture, we would subordinate our personal interests to the good of the many, and to the interest of the country and the state. I think I have told the Doctor that already. Finding fault is not the way that this thing is going to be arrived at. The necessity of the quarantine should be proved, and it has not been proved or shown that our importations have been the means of introducing any of the pests complained of. The exclusion of greenhouse products will not accomplish the purpose intended. These insects more readily enter the country through lumber and packing material; bananas, cocoanuts and other tropical fruits, which are brought here by the shipload, are under no inspection, and are infinitely more dangerous as insect-carriers than plant imports from well-known countries like Belgium, England, France and Holland.

I wish to assure the Doctor that the action taken by the tariff and legislative committee was endorsed by the directors at a meeting held in Detroit in January last, and this report was signed by every member of the board of directors. I want the Doctor to understand, that in presenting this matter as we did, that we were accredited representatives of the executive board. A good deal of capital has been made of the fact that we were a luke-warm committee in coming before you at this time, and asking for instructions from this body. Your committee feels that its work in connection with this regulation has not been completed, but before taking further action we request further information. If it is your desire that your committee shall make a satisfactory adjustment, it will greatly strengthen us, and in that view the tariff committtee submit this matter for your instructions.

QUARANTINE RESOLUTIONS.

Following the discussion of Dr. Marlatt's address, S. A. Anderson, Buffalo, N. Y., moved the adoption of the following resolutions which were seconded by W. A. Manda, and duly carried:

"WHEREAS, on June 1, Quarantine No. 37 with regulations, became effective, prohibiting further importation of many plants and plant products and raw materials essential to the conduct and expansion of our business, and places burdensome, expensive, and unnecessary restrictions on the importation of other important classes of horticultural products and

"WHEREAS, the members of this society require, and consider themselves entitled to, real constructive regulation and efficient inspection, and are not satisfied with destructive business-wrecking regulations as a substitute, therefore, be it

"RESOLVED, that the Society of American Florists and Ornamental Horticulturists, at its annual meeting held in Detroit, Mich., August 19-21, attended by 1,500 delegates, unanimously protest against these drastic regulations; also the methods used by the federal horticultural board in promulgating them, and be it further

"RESOLVED, that this convention respectfully offers the following constructive suggestions:

"1. That Quarantine No. 37 with regulations be rescinded, and that in its place, such regulations be made as by correct methods of inspection will, within reason, properly safeguard the country against the invasion of foreign pests and diseases, but which will not unnecessarily interfere with the horticultural interests of the country.

"2. That at least two members of the present federal horticultural board of five bureau chiefs be replaced by practical horticulturists, who will not be entirely out of touch with the horticultural trade and its requirements.

"3. Or that three practical horticulturists be added to the board's present membership of five.

"4. That this reorganized board call hearings at a time when those interested can attend, giving separate hearings to each of these important classifications: (1) orchids; (2) bulbs and roots; (3) nursery stock; (4) roses; (5) dracæna canes and other similar raw materials. And be it further

"RESOLVED, that the secretary be requested to send a copy of this resolution to the members of the house committee on agriculture."

A Modest Request.

One young man who was highly sensitive about an impediment which he had in his speech went to a stammerers' institute and asked for a course of treatments. The professor asked him if he wanted a full or a partial course.

"A p-p-artial c-c-ourse."

"To what extent would you like a partial course?"

"Enough s-so that wh-when I go to a f-f-florist's and ask for a c-c-chrohry-s-s-anth (whistle) e-m-mum, the th-thing won't w-wilt b-before I g-get it!"

THE RETAIL TRADE

Conducted by Robt. Kift, Phila., Pa.

Next Week in the Flower Shop.

It is now time to rush the finishing touch on all work in the painting or other repairs at the store, or the decorative accessories that will soon be called into use. All such work should be finished and out of the way now while there is probably leisure time, which can be turned to much better account later.

From this time on, there should be a persistant bid for business; not just a passive, waiting attitude, with a "It will start after a while; no use to worry," but a determined, aggressive, forward movement, with all departments of the store alert, and ready to take advantage of every opportunity that presents itself. By keeping the best goods in every line to the front, arranging in one way today, and another tomorrow, so as to hold the eye of all who see them; new business may be obtained. Particular attention should be given to the outside front of the store. The pavement display has great possibilities. All kinds of house plants will soon be in demand, and while large purchases are not likely at this time, the well decorated front attracts attention, people stop, look and admire, and seed is sown that bears fruit later. Always have an interesting window. Change the stock frequently. Cosmos is now plentiful. Display a windowful for a day or two arranged in various receptacles to get a decorative effect; a card with the price per bunch will bring the people in. Golden rod is popular; a large basket or vase, filled artistically is sure to be admired. Bunches priced, and a card, "Take home a bunch for the table," is a suggestion that will often make a sale.

Dahlias are now about to have their inning. When at their best in about two weeks, they will occupy the center of the stage. They are a good flower to use in disposing of a lot of small vase baskets that have been left over. A dozen dahlias, a few autumn leaves, and a piece of narrow ribbon of the right color for the combination, will fill a small basket, and may be just what suits the undecided customer. Put pink in a blue and white basket, bronze or red in a green or dark brown. A dozen or two of these in the window, with a price card, will keep things moving.

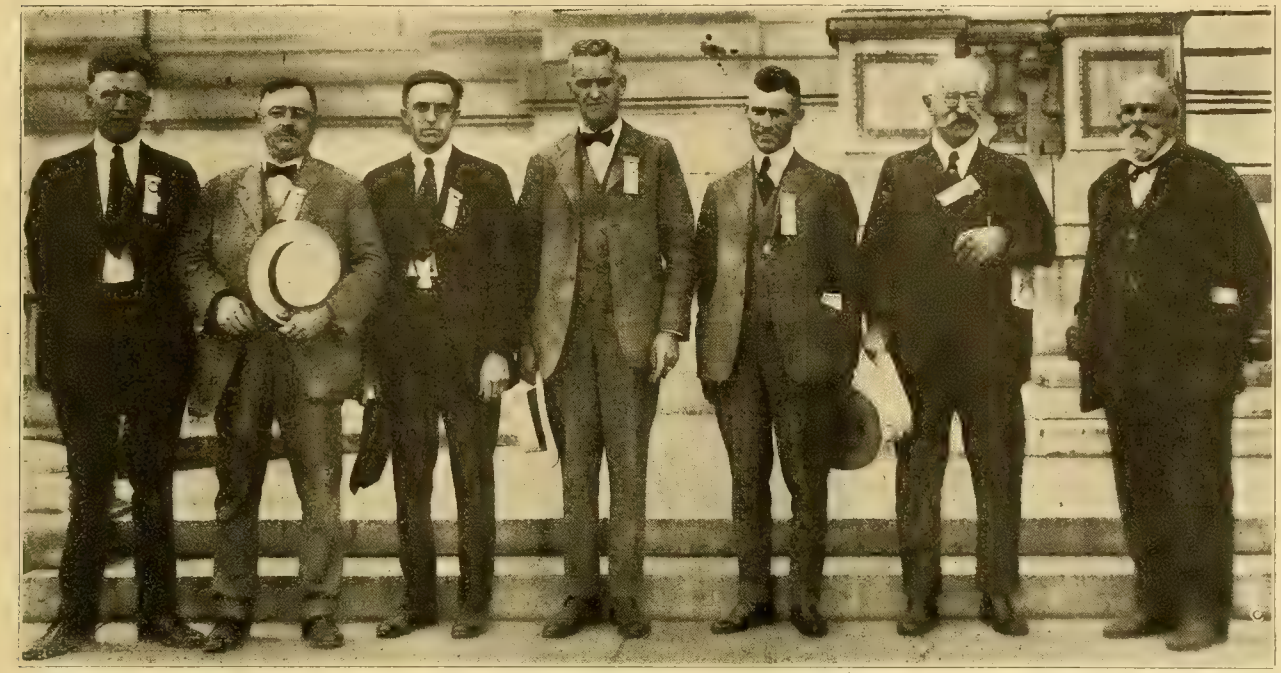
A large wreath of white dahlias makes a good window piece. It must be nicely made, so as to bear close inspection, and stand as a specimen of the store's artistic work. It is not intended for sale, although such window designs are, at times, sold almost as soon as in place, being purchased by someone in a hurry, who left their ordering to the last minute.

Clematis paniculata is now at its best—a wonderfully beautiful flower, splendid for design, basket work or boxes of cut flowers. It will remain fresh several days, if the ends of the sprays are kept in water.

The new crop roses are now being offered in quantity, nice flowers, but many with short stems. Special sales of these, loose in boxes or in tumbler or small vase baskets, if well displayed and advertised, are good "opening of the season" leaders.

Make a feature of the earliest of the chrysanthemums as they appear. A vase filled artistically, with two dozen Smith's Advance, the first of the whites, now about due, is sure to attract attention.

A great help on a busy day is a prepared line of ribbon or chiffon bows. In every shop, there is generally some



SOME PROMINENT MEMBERS OF THE AMERICAN ASS'N OF PARK SUPT'S AT THE HARTFORD CONVENTION, AUGUST 26-28.

Left to Right: Director Lionel Evans, Youngstown, O.; Gustave X. Amryhn, New Haven, Conn.; Director C. A. Bossen, Minneapolis, Minn.; Director G. H. Hollister, Hartford, Conn.; Secretary-Treasurer Emmett P. Griffin, East St. Louis, Ill.; Edward Miller, New York; G. A. Parker, Hartford, Conn.

NATIONAL ASSOCIATION OF GARDENERS' BANQUET, HOTEL HOLLENDEN, CLEVELAND, O., AUGUST 27, 1919.

LEO NIESSEN CO. AND S. S. PENNOCK CO. BASEBALL TEAMS AND THEIR FRIENDS.

one who excels in this rather feminine specialty. Ribbons are now so expensive that they must be measured carefully, so as to eliminate all waste. Short ends may be used in the bows, and even the little matter of tapering the cuts will be found to effect a saving. Bows made in leisure moments, and packed carefully in boxes, will hold their form and be ready for instant use. A white tape or piece of narrow ribbon, the color of the bow, tied in with it, is used to attach it to spray or basket. Wires used in making the bow are also used, but are objected to by some customers. A set or two of shower ribbons and chiffon on hand for the bride's bunch, will make a quick finish when, as it sometimes happens, the work has fallen behind.

Moving the Surplus.

At various seasons of the year there are periods of overproduction when the supply is far in excess of the demand. In the early fall when the dahlias are at their height, the first full crops of roses arrive in quantities and are found difficult to handle. At this time, the fall cosmos, for about 10 days before frost, floods the market. These, together with the early chrysanthemums and other flowers of the season, tax the market facilities to the breaking point, and bring price levels so low that shipments at times do not return the costs of transportation.

In February, when the winter sweet peas are at their height, thousands of these lovely flowers coming in to an already full market, produces a congestion, resulting in the inevitable break in prices. There are then week end clean ups of passe stock to street men at low figures, who by displaying these damaged flowers on thronged streets, manage to get a profit for themselves. We wonder if the commission dealers and the large growers ever stop to think of the great damage that is done to the business by foisting on the public these stale flowers. The street man fixes his stock up to look its best and cries "Fresh Roses," "Fresh Carnations," and while they may look presentable, they are so old as to be almost sure to shrivel up or fall apart the next day. Many purchasers must feel that the amount, small as it seemed, was thrown away, and are not encouraged to buy flowers, as they last such a short time. The street men with permanent stands, situated in selected locations in the thronged retail centers of all our large cities, many having elaborate cases, as large or even larger than are found in quite pretentious retail stores, while always watchful in getting bottom prices, are just as particular in seeing that the stock is fresh. Their supply is kept up daily, and their prices are not much, it any, below those of the stores for the same grade of stock. Such dealers turn over quantities of flowers daily, and as all their transactions are for cash, they are valued customers of the commission houses.

The recognized avenues of the trade for the distribution of flowers are, however, the retail stores; depending on their capacity and business management, they handle in varying qantities, 90 per cent of the production of the growers. It is to them, therefore, in all periods of overproduction, that the market must look for relief. There is no other avenue. Flowers are very perishable; they must be sold within 24 hours, as by this time they begin to take on a passe appearance that greatly reduces their value.

There is but one way to meet increased production, and that is by creating or stimulating an extra demand. A number, but unfortunately comparatively few of the retailers of the country, take advantage of these periods of over production to notify their customers that choice flowers are now to be obtained at popular prices. By keeping a good lookout ahead, they anticipate and lay plans to push the sale and make quick and profitable turnovers of this extra stock.

In all large business enterprises, from three to five per cent of the gross sales, and at times much more, is appropriated annually for advertising. If the plant and cut flower business of the country was controlled by one firm, all productive seasons would be anticipated, and advertised to such an extent that the entire supply would be sold at prices that would leave a handsome margin over the cost of publicity. Large manufacturers of soaps, cosmetics, tobacco, and many other articles that are in common use, send out lithographs and articles planned for special window decorations to display their wares to the best advantage.

If this is found profitable for the sale of one article, why would not some such aid to be furnished at cost to the retail stores, available for use all over the country, help greatly in special drives in times of over production of sweet peas, roses, carnations, chrysanthemums, asters, gladioli, etc.? Window stickers, explanatory and price cards, etc., are useful features as they convey much necessary and essential information, as would also leaflets that could be mailed to customers and others.

There are many who carry on business in a humdrum manner, year after year, being satisfied to take what comes along, and to whom special sales, or any extra investment to stimulate trade, does not appeal. There is nothing like healthy competition to wake up these drowsy ones. With a live shop around the corner, and another further up the street, carrying on successful special sales of surplus stock, they are pretty sure to sit up and take notice, and finally see the necessity of adopting similar methods to hold old or obtain new customers.

Just One Thing After Another.

The J. H. Timm Co., coal dealers, Plymouth, Wis., is undoubtedly like many others these days—somewhat unsettled. A small card which this concern has had printed reads:

IN SYMPATHY.

We have been in this business a good many years. We have been pleasing and displeasing the public ever since. We have been cussed and discussed, boycotted, lied about, lied to, hung up and rubbed down.

The only reason we are staying in business now is to see "what the hell" is going to happen next.

ELYRIA, O.—Hody & Tuleo have opened a flower store at 378 Broad street. Stock is supplied by their range of 30,000 feet of glass.

ITHACA, N. Y.—A movement has been started to secure a new range of glass for the state college of agriculture here, the cost of which will be several thousand dollars.

BELLEFONTAINE, O.—The Stelzig Flower Shop recently arranged a very unique display of flowers in the window of the Western Union Telegraph Co.'s office, calling attention to the Florist's Telegraph Delivery service of the establishment.

CORNELIA, GA.—At the forty-third annual meeting of the Georgia State Horticultural Society, held in this city, the following officers were elected for the ensuing year: R. C. Berckmans, Macon, president; B. W. Hunt, Eatonville, vice-president; T. H. McHatton, secretary; J. B. Wight, Cairo, treasurer.

FLORISTS' FERNS.

Seedlings.

That there is continued development in the fern business is patent to any competent observer, for not only do we see large blocks of the common ferns, such as the several trade varieties of the Boston, melt away in a few weeks, having been absorbed in the regular course of trade, but it is also evident that the public reaches out for the novelties, as they are presented, and cibotiums and Asplenium nidus in well-grown stock, are also rapidly taken up. Of course, there is, and doubtless will continue to be, a considerable demand for small ferns for table ferneries, and in this particular field, there is possibly less change than there is among the larger specimens, the list of varieties changing but little from year to year.

But the production of seedling ferns for florists' use, seems to be getting more and more into the hands of a few large growers, probably from the fact that these specialists have systematized this branch of the business to such a degree that they can produce the stock for a less cost than the small grower is able to do. The latter, therefore, finds it more satisfactory to buy his stock of small ferns in trays, having them delivered to him during the summer at such time as may be convenient for him to pot them off. There is much to be said in favor of this plan from the fact that some species of ferns are much slower than others in the seedling stage of growth, and when the purchaser of this stock gets them in the trays, the ferns are practically all ready for potting off, whether they be pteris or aspidiums.

The holly ferns, as the cyrtomiums are now commonly known, are also among the slow ones in the first stages of growth, and it hardly pays to force them by extra heat, for this fern rather resents too warm a house, and under such conditions, is very likely to develop a good crop of thrips and other insects. And speaking of holly ferns, reminds us that this is a modern trade name for the varieties of Cyrtomium falcatum, and as such has met with popular favor, but it is not quite a correct designation, from the fact that a European fern, Aspidium Lonchitis, was the original holly fern, and is still given this common name in most dictionaries. Anyway, the natural beauty of Cyrtomium Rochfordianum would sell it, but the name holly has a Christmas suggestion, and these things all help in an emergency.

The sportive character of the nephrolepis has been many times referred to in fern literature, and this peculiarity is still adding novelties to the florists' stock, one of the latest being Macaw's variety of this much varied fern, and known as Nephrolepis Macawii. This fern is of the dwarf and compact type, and might be briefly described as an improved form of N. Scottii, the fronds being comparatively narrow, much undulated on the margins, and of a very pleasing shade of dark green. N. Macawii makes a lovely little specimen in a 4, 5 or 6-inch pot, and it seems to be finding a goodly share of recognition in the market.

Seedling variations among ferns are an old story, although they are always of much interest to the cultivator, and as a fern becomes plentiful, there are sure to be found some that vary from the original type, and the glory fern, Adiantum gloriosum or "Glory of Moordrecht," proves to be no exception to the rule, for this fern produces variations that are sometimes quite marked, either in form of growth or in coloring, the latter being in the young fronds particularly, and usually taking the

form of red or pink tips. Such coloring was not unknown in the parent of the glory fern, A. Farleyense, and depended in some measure on the conditions of growth, those plants that were given considerable sunlight, usually showing more color on the young tips.

The various Boston ferns that have been planted out on benches will now be growing rapidly, and should soon be lifted and potted up, thus giving the plants an opportunity to become established in the pots before selling time, for while a newly lifted Boston may make a brave showing in the greenhouse, yet it is in no condition to be turned over to the tender mercies of a confiding customer.

During the hot and frequently muggy weather of August, it is almost impossible to give the fern house too much ventilation, either day or night, and while a good spraying overhead is often very beneficial, yet as autumn approaches, it is better not to do the spraying too late in the day. Moderate fumigation with nicotine paper, or spraying with nicotine solution, will do much toward keeping the ferns free from insects, and if the Florida fern caterpillar appears, give frequent dustings with pyrethrum powder.

PTERIS.

Philadelphia Florists' Club.

The September meeting of the Florists' club of Philadelphia was the largest and most enthusiastic ever held at this season. Nominations for officers to serve for the ensuing year, to be elected in October, resulted as follows: For President, E. A. Harvey; for vice-president, A. A. Niessen and Harry M. Betz; for treasurer, George Craig; for secretary, Robert Kift.

The features of the evening were the addresses of A. A. Niessen, President Harvey, and Charles Grakelow, on the work of the recent S. A. F. convention. Mr. Niessen said it was unquestionably better attended than any previous meeting. He liked the three day limit, and hoped that Philadelphia members would always vote for this period. He praised the hospitality of the Detroit florists, who had outdone themselves, particularly in their entertainment of the ladies. The speaker said he thought that the society's proceedings should be held in the large parlor or ballroom of the hotel headquarters, as the meeting rooms generally next to the exhibition halls, were always so noisy that it was very difficult to hear the speakers. He advocated the appointment of a committee of the local club to carry on its work and keep up the enthusiasm inspired at the local meetings. He thought that there should be formed an organization of associated florists, to push the sale of flowers and back up the national campaign locally. A contribution of only $1 a week from each of the over 300 retail florists in the city would provide a fund, which would give the flower business a great boost. He said he was in favor of inviting the national society to Philadelphia in 1921.

Chas. H. Grakelow spoke of the great hospitality of the Detroit club, and of the close relations that existed there among all members of the trade, and how, in case of any social event or funeral that meant a long delivery, they got their orders together and saved time and expense by making one delivery of the whole lot. There should, he felt, have been a much larger delegation to the convention from Philadelphia, as all would have been greatly benefited. There was a spirit of progressiveness among the florists in the western cities, he had visited recently, which he would like to see emulated in the "Quaker City." The local trade should get together to push and popularize flowers, as they did the great national show, the great success of which was an example of what can be done when all work in unison. There should be a welcome in flowers to every organization that as a body visited this city. It should take the shape of baskets or vases of flowers, accompanied by a card, "Welcome to the City of Philadelphia," signed, "The Associated Florists of Philadelphia," with "Say it With Flowers" on the reverse side. He would be willing to bear half of the expense to try it out. To get people interested in you and your business, you must interest yourself in their affairs, and they will reciprocate. He had found it a good business move to place a "Happy New Year" card in his window at the anniversary of the Jewish New Year. He believed a "Say It With Flowers" week in October would give the business a good impetus. It was about time that the trade got busy and boosted the business and the city. He added he would like to be able to give them some of the optimism he received at Detroit.

President Harvey also spoke along the same lines, emphasizing the great benefits to be received from such a gathering. He hoped to see a record breaking attendance from this city at next year's S. A. F. meeting in Cleveland. H. M. Betz also voiced his great pleasure at being at the convention.

A motion to appoint a publicity committee to push the sale of flowers locally, with Mr. Grakelow as chairman, was passed at which there was much favorable discussion by a number of the members. It now appears as if there was at last to be a real local publicity campaign to be backed by the local trade.

Mrs. B. Hammond Tracy, Wenham, Mass.
New Pres. Ladies' Society of American Florists.

Florist and Botanist.

He: Of course there's a big difference between a botanist and a florist.

She: Is there, really?

He: Yes; a botanist is one who knows all about flowers, and a florist is one who knows all about the price people will pay for them.—Roller Monthly.

Wouldn't Turn Down A Flat.

Romantic Myrtle—"Oh, don't you just long to be a bride and live in a vineclad cot?"

Matter of Fact Polly—"Well, yes; but I wouldn't overlook a chance at a rubber plant flat at that."—Browning's Magazine.

National Publicity for Flowers.

The fall campaign is now about opening and contracts are being placed with a number of magazines for the insertion of a series of advertisements upon which much thought has been bestowed. The Thanksgiving and Christmas advertisements will be particularly striking. Some of the page advertisements will be in color. The magazines selected are: Literary Digest, Collier's Weekly, Outlook, Independent, Life, Metropolitan, American Magazine, Red Book, Sunset Magazine, Everybody's, World's Work, Munsey's, Review of Review's, Scribners, Cosmopolitan and Hearst's, giving a single copy circulation of nearly 18,000,000 or an estimated readers' circulation of 90,000,000, all of the classes from which flower buyers are commonly drawn.

Contracts for some of this advertising are necessarily placed long in advance of the appearance of the magazines. The cost, of course, is heavy, and taxes the resources of our committee, but with what funds are in hand, and what is confidently believed will be forthcoming by the time it is required, the committee has felt justified in going ahead with an appropriation of $20,000.

When the number of florists who are to benefit from our publicity is considered, our fund to-day represents but a very small part. The campaign has been in operation now about 20 months, and have had excellent experience as to its efficacy. We know that we are getting the results expected, that our work has been most fruitful. Leaders in other lines of business have watched our progress and have adopted our methods—outside proof that we are working in the right direction, should such proof be needed.

The question now is: Will this large body of non-subscribers come over and help us? There are few who could not afford to subscribe a dollar a week, although we do not ask that much. Many of our subscribers have pledged themselves for yearly sums which scarcely approach 10 cents a week—less than the price of one good cigar nowadays. A subscription of a reasonable amount will not hurt anybody, and it will remove that feeling that something is accepted for nothing. It is not customary for florists to have that feeling; in fact, florists are looked upon as the most generous of tradesmen. Yet, are they generous to themselves, or their calling, when they hold aloof from a movement which is productive of nothing but good for their industry? If all these non-subscribers would wake up and do what their brethren in the trade expects of them, our efforts could be doubled, and with the increase would come the advantage of two-fold results. Now is the time for the awakening. Let us hear from you.

The following subscriptions have been received and are in addition to those previously announced, annually for four years unless otherwise stated:

The Posy Shop, Fremont, O.	$ 5.00
Helen F. Patten, Toledo, O.	25.00
Wm. F. Krueger, Toledo, O.	50.00
Harry Turvey, W. Toledo, O.	10.00
Otto P. Krueger, Toledo, O.	10.00
George Clay, Elmore, O.	5.00
Woner's Greenhouse, Port Clinton, O.	10.00
Matern Flower Shop, Sandusky, O.	15.00
Wagner's Ghs., Sandusky, O., (add'l)	15.00
Louis Sprankle, Huron, O.	7.50
Hody & Tuleo, Lorain, O.	25.00
F. G. Carek, Lorain, O., (add'l)	10.00
L. C. Hecock Co., Elyria, O., (add'l)	25.00
McCallum Co., Pittsburgh, (add'l)	50.00
Stephen Hyde, Carthage, Mo.	5.00
Mentseke & Sons, Castle Shannon, Pa.	10.00
Harris & Lever, Niagara Falls, N. Y.	10.00
J. C. Moninger Co., Chicago	100.00
A. G. Fehr, Belleville, Ill.	10.00
	$ 397.50
Previously reported	$48454.00
Total	$48851.50

JOHN YOUNG, Sec'y.

Rochester Exposition Flower Show.

The hall which contained the flower show at the Rochester, N. Y. exposition, September 1-6, was decorated with hemlock branches throughout, which formed a background for walls and ceiling and the same material was used on the pillars. The Rochester Rose Society, recently organized, and of which John Dunbar is president, exhibited some excellent roses, among the varieties being Jessie, Baby Doll, Mrs. Waddell, Old Gold, Mrs. Andrew Carnegie, Alex Hill and Pink Radiance. The display was staged primarily to interest local gardeners and rose growers.

James Vick's Sons exhibit, in charge of Messrs. Webins and Case had for its principal features annuals and perennials such as phlox, cosmos, physostegia, salpiglossis, gladioli, hibiscus, hydrangeas, amaranthus, rudbeckia, etc. The mammoth aster display in large beds was the big attraction.

George T. Boucher's exhibit was staged on a long bench which extended the full length of the left side of the hall. Here were a fine collection of fancy crotons, adiantum, palms, vases of gladioli and laurel trees.

Arthur Newborn's display consisted of vases and baskets of various flowers and Chinese lanterns and birch bark boxes filled with dried flowers. Corsage novelties were also attractively displayed.

Hart & Vick had a fine bed of gladioli, 12 feet in diameter, edged with coleus. A rockery also attracted considerable attention here as did the excellent showing of annuals and perennials.

Chas. Schlegel & Son had porch boxes filled with Boston ferns and asters in addition to basket arrangements of helichrysums. James Sproat was in charge here.

W. A. Hallouer, Ontario, N. Y., had between 30 and 40 varieties of dahlias. Some of the new ones were Love Fire, Ashtabula, Grant, Martin and General Weitze.

N. Harold Cottam & Son, Wappingers Falls, N. Y., had a fine exhibit of named varieties of dahlias, both small and wonderfully large flowers.

The park department's display consisted of palms, ferns, Rex begonias, crotons and gladioli, the arrangement being as attractive as in former years.

Jacob Thomann & Sons arranged baskets of pure white gladioli, tritomas, ferns and Oriental grasses.

C. W. Curtis, of Irondequoit, showed many new varieties of gladioli and several vases of good asters.

Walter S. Wright, of Shortsville, had gladioli in baskets, Peace being the outstanding variety.

The Morristone Co. featured bird baths, sundials, benches, garden vases, etc.

J. S. Bryant, of Newark, N. Y., staged gladioli and dahlias.

Margaret Boucher showed gladioli in variety.

CHESTER.

Fort Wayne.

SEPTEMBER BRINGS IMPROVED BUSINESS.

There was a distinct change in the cut flower market last week, due to the very active demand that started with Labor day. The majority of the work was for weddings, although there was a large influx of funeral work the latter part of the week. There was also a good shipping trade. The supply has been excellent, with roses showing marked improvement each week. Asters are at the height of their season, and are bringing $2 and $3 per 100, with the fancy varieties still higher. Gladioli are holding up well in spite of the hot weather. Hydrangeas are utilized to a great extent in wedding decorations. Very few carnations are arriving, but there is practically no call for them, as long as asters hold the stage. The cool weather of the last two weeks of August changed to intensely hot temperatures with the heat very great at night, and these conditions are having a telling effect, especially on the outdoor flowers.

NOTES.

The first fall meeting of the florists' club was held September 8, at 130 West Wayne street, in the headquarters of the Peace Centennial Exposition. The question of having a booth to "Say It With Flowers" at the centennial was discussed and approved, and the matter of Sunday closing was also taken up, but no decision was reached in regard to this matter.

George W. Doswell, of the Doswell Floral Co., was on the sick list last week. Mrs. R. W. Doswell, who has been enjoying an eight-weeks' vacation, has returned to her position at the store. They are receiving some fine asters from their greenhouses, and enjoyed a brisk trade the first week of September.

Shawyer roses are being sent to this market in good shape from the young stock of the W. J. & M. S. Vesey greenhouses.

The Flick Floral Co. has received a large shipment of pottery and baskets, in preparation for the fall trade.

A fine wedding decoration recently was done by Ed Wenninghoff, including the boquets.

H. K.

Boston.

BIG IMPROVEMENT IN TRADE FELT.

Business improved wonderfully during the past week and all of the stores have taken on a fall appearance. Roses are arriving in much better condition and carnations are seen in good supply and excellent quality. Three days of heavy rains have ruined the outdoor stock for the present. Cosmos has had a good season and never sold better.

NOTES.

The retail florists' club held a meeting at the Hotel Bellevue, September 4, at which the principal speaker was Secretary Hicks, of the chamber of commerce. He spoke at length and submitted numerous suggestions which were of benefit to the trade. A committee was appointed consisting of H. R. Comley, William Penn, Harry Quint, Julius Zinn and Seymore K. Grose to meet with the governing board of the chamber of commerce at a later date, at which time it is hoped it will be able to formulate plans for the betterment of retail conditions.

W. W. Edgar reports a fine stock of begonias, cyclamens and chrysanthemums in his plant section making good progress for the fall trade.

John Eiseman, for many years with Penn, The Florist, is now with Gollup Brothers, in the Houghton & Dutton building.

H. S. Rogers, well known to the trade in this city, has opened the Hamlin Flower Shop at 78 Boylston street.

Wm. McAlpine is now spending his entire time at the range at Exeter, N. H., working up new stock.

Andrew Christensen has returned from a month's vacation, spent in Florida and the southern states.

Arthur Carr is spending a month with his family at Portland Harbor.

S. K. G.

San Francisco.

MODERATE DEMAND IN ALL LINES.

The past week has been a fairly active one in all quarters. It is expected that from this time forward, trade will gradually increase until it resumes its normal fall proportions. The most interesting event of the week was the apperance of the favorite chrysanthemum, Chrysolora. When this variety puts in its appearance, it may be fairly said that the chrysanthemum season has begun in earnest, and that the shipping period has opened up. The quality of the offerings of this chrysanthemum were never better, and as is always the case with it splendid prices are being received by both grower and retailer. A beautiful bronze incurved after the style of Clara Wells is sharing the public favor with Chrysolora. Crocus is another standard variety that is in great demand. There is a large supply of Monrovia and Unaka. Some very good Crystal Gem is to be had. It is practically the only white in the market. The out of town demand for the shipping varieties has the market cleaned up in good shape every day. In roses, Mrs. Charles Russell is arriving in larger quantities than for some time. It is improving in quality every day and good stock is bringing top-notch prices. There is a large cut of Ophelia and its sports. There is a great abundance of Hadley, Ulrich Brunner and other reds. Few if any white sorts are noted. Some Irish Elegance appeared during the week and closed out quickly. Cecile Brunner is not in over supply. The same is true of Mrs. Aaron Ward. The aster growers are having a hard time of it this season. Most of the stock arriving now does not pay for the expense of cutting and I am reliably informed that enormous quantities find their way to the garbage wagons every morning. Any old price is accepted for this stock. Gladioli are holding out in great shape and some splendid stock is being sold. All the light colored varieties are in great favor and are proving highly remunerative to the growers. Very few sweet peas are coming in now, their season being about over. There is an ample supply of zinnias although they are not nearly so plentiful as in former years. Good carnations are hard to get. The few offerings of first grade stock are quickly bought up at good prices. There is the usual fall cut of short-stemmed stock coming in, but it does not move at all. Delphiniums are quite popular and are much in demand for decorative work. There is a very heavy supply of dahlias to be seen everywhere. Dr. H. L. Tevis is eagerly taken by the stores as it is the best seller. Very few other sorts are in public favor now that the chrysanthemum is here. There is still a great scarcity of orchids of every variety. Gardenias, too, are hard to secure. Water lilies are to be had in limited quantities and are used only for decorative work. Pot grown celosias of excellent quality are about the only flowering plant offered. Cratægus pyracantha is being largely used and is very attractive, its branches being loaded with orange colored berries. Cratægus crenulata is also popular with its wealth of bright red berries. There are plenty of green goods.

NOTES.

The new wholesale florist establishment of J. A. Axell on Bush street opened for business on the first of the month. This up-to-the-minute store is right in the heart of the wholesale flower market and is well equipped to take care of a large trade. Mr. Axell, the proprietor, needs no introduction to the trade of the west and carries with him the best wishes of all in embarking in business on his own account. He is greatly pleased with the amount of business being done and is making

heavy shipments of high-grade chrysanthemums and other seasonable stock to eastern and northern cities. He will also ship violets on a large scale to distant points when the season opens up.

The Lynch Nursery Company, of Menlo Park, reports that the chrysanthemum shipping trade has opened up in a brisk manner with them. They are daily making shipments to the northern cities of the leading early varieties. They have a large acreage planted to the best commercial varieties this season and expect to be very busy from now on. This firm is probably the largest grower of smilax in the country. They expect to ship over 35,000 strings this coming season.

The chief event of the coming week will be the fourth annual dahlia show of the Dahlia Society of California which will be held in the ball room of the Palace Hotel, September, 4-6. President F. C. Burns says it will be larger and finer than any of its predecessors. All available space has been applied for and every prominent grower in the state will participate. One of the interesting exhibits will be the one sent by the prisoners at the state penitentiary of San Quentin. It is said that some excellent results have been obtained there by the convicts in growing the dahlia. H. Hastings has been appointed publicity man for the show and Angelo J. Rossi, of Pelicano Rossi & Co., is manager.

The Blossom Shop on Devisadero street near Sutter has a very neat little store and are doing a substantial business in this neghborhood. They are receiving some splendid Chrysolora and Crocus which sell readily. Victor Podesta, of Podesta & Baldocchi, says his firm has several large decorations this coming week which promise to keep the force very busy. Large quantities of gladioli and chrysanthemums will be used. They are receiving some very good Russells from their grower. They could handle many more if the supply was larger. They report a steady demand for cattleyas, but are unable to fill many orders for this flower just now.

Among the exhibitors from this city who will display at the flower show to be held in Oakland next month will be Frank Pelicano. He intends putting all his new varieties on show and will include a large exhibit of his Dr. Tevis. The Bessie Boston Dahlia Gardens, R. McWhirter and the Sea Cliff Dahlia Gardens will also make extensive displays. It is also expected that most of our leading chrysanthemum growers will be on hand with a fine lot of blooms. The committee in charge of the affair is working hard to make this a great success as it is the first flower show to be held in this city for years.

A heavy cut of roses is now being sent to the E. W. McLellan Co. store from their greenhouses at Burlingame. Manager Henry Avensino says the stock never looked better than it does at the present time and says there will be heavy cuts throughout the winter months. The Russell stock, which is a specialty with this firm, is particularly good for this season of the year. They have several larger houses devoted to gardenias which will shortly be producing heavily. Several houses are also filled with asparagus. The cut of this averages about 250 each day, all of which is used in their shipping trade.

George C. Roeding, owner of the Fancher Creek Nurseries and also the California Nursery Company, is at Sacramento this week directing the state fair. The different nurseries controlled by him all have very attractive displays of fruit and ornamental trees. Mr. Roeding is president of the state board of agriculture and is one of the most active business men in the trade.

JAMES T. LYNCH.

OBITUARY.

Mrs. Adam Graham.

Mrs. Graham, wife of Adam Graham, the well known florist of Cleveland, O., died September 5, at the advanced age of 80 years. She was born in Scotland and came to this country when about 16 years of age, marrying Mr. Graham in Philadelphia, Pa., where he was engaged in greenhouse work. Later they moved to Cleveland, where they prospered, Mr. Graham retiring from active work about 25 years ago, the business being now conducted by the sons, Adam, Jr., and Charles. Mr. Graham, during the past few years, has been quite successful in real estate transactions, and with Mrs. Graham, enjoyed a life of comfort. They traveled extensively in all parts of the world, and the winters during the past five years have been spent on the Graham ranch on the Isle of Pines.

Mrs. Graham's fine character attracted to her a host of friends to whom her passing will come as a great loss. She is survived by a sorrowing husband, three sons, Charles, Adam, Jr., and Edward, and two daughters, Mrs. Pettibone and Miss Effie Graham. The funeral, which was held September 8, from the family residence, with interment in Lake View cemetery, was largely attended. The floral tributes, numerous and beautiful, brought messages of sympathy and respect from many cities.

C. F. B.

George Arnold.

George Arnold, well known in the florist trade of Rochester, N. Y., as well as to horticulturists generally throughout the country, passed away at his home at Ensenore, N. Y., September 2, age 62 years. For the past two years, Mr. Arnold had been in charge of the estate of Mrs. J. Letchworth at Ensenore, and formerly had been in the employ of James Vick's Sons, Rochester, N. Y., for a period of 12 years, the greater part of which time was spent at the firm's trial grounds at Ogden, N. Y. He had also been in charge of the estate of H. H. Westinghouse. When Spencer sweet peas were introduced, he became much interested in them and grew many of the best known varieties for commercial purposes. A number of years ago, he introduced Primula Superba. Asters were among his greatest favorites and he introduced and improved many strains. It was through his efforts that the upright type was brought to its best.

Mr. Arnold was at one time president of the Rochester Florists' Association, was prominent in fraternal circles and his funeral was largely attended. He is survived by a widow and one son, Schuyler, recently returned from service overseas with the American army.

E. C. A.

James C. Tait.

James C. Tait, president of George Tait & Sons, Inc., Norfolk, Va., one of the best known seedsmen in the south, died at his summer home at Montreat, N. C., August 29, age 60 years. He had been in failing health for some time and had been absent from business for several weeks in hopes that a change might benefit him. Mr. Tait was born in Bladenboro, N. C., but for more than 40 years had been one of Norfolk's best known business men, a highly respected citizen and prominent in church circles. Surviving are a widow and eight daughters.

August Jahn.

August Jahn, a retired retail florist of Brooklyn, N. Y., died at his home in that city, September 6, at an advanced age. He was born in Gotha, Germany, and came to this country when a boy. When a young man, he established a retail florist business on Broadway in the Williamsburg section of Brooklyn, and continued there until about 12 years ago, when he retired. He was a trustee of the Fulton Savings Bank of Brooklyn, and one of the founders of Wyckoff Heights hospital of that city. He was a member of the Masonic order and other organizations. Surviving him are his wife, one daughter and two sons. One son, Hugo, is a prominent Brooklyn retailer, with a store at 710 Nostrand avenue.

A. F. F.

MEDFIELD, MASS. — Peter Pederzini has completed one new house 32x100 feet.

MONTREAL, QUE.—George Eon has added one in connection with his retail store.

ST. LOUIS, MO.—This market is reported badly over-stocked with gladioli at the present time.

CINCINNATI, O.—Alfred Forder and wife after visiting Yellowstone Park, went on to California.

SAN DIEGO, CALIF.—The question of establishing a botanic garden at Balboa park is under discussion.

CLEVELAND, O.—The Heights Garden & Flower Co. has been incorporated by John H. Price with a capital stock of $10,000.

LAWRENCE KANS.—A. Whitcomb & Son celebrate their fiftieth anniversary this summer, almost if not quite a record for this state.

ATTICA, IND.—W. S. Kirchner of the Attica Floral Co. has disposed of his establishment to E. E. and H. A. Francis, of Chicago and Lake Geneva, Wis.

SPRINGFIELD, ILL. — Hembreiker & Cole of this city were awarded eleven first, seven second and two third prizes in the floricultural section at the state fair.

HANNIBAL, MO.—The Hannibal Floral Co. will open a new retail store here in the near future at 403 Broadway. Miss Winifred Nugent will manage the business.

BAKER, ORE.—A. W. Warren, formerly at Port Allegany, Pa., has taken a position with the Baker Seed & Floral Co., the proprietor, Ira B. Sturges, seeking a rest in his seventy-fifth year.

BENTON HARBOR, MICH.—The National Bulb Farms of the General Bulb Co. were awarded the Burpee cup for their exhibit at the Detroit show of the American Gladiolus Society, August 19-21.

LEXINGTON, MASS.—The Breck-Robinson Co.'s nurseries was the scene of the field day of the Boston Gardeners' and Florists' Club, August 28, which was attended by more than 125 members and their friends.

WHITE HALL, ILL.—This city has the largest apple orchard in the world, according to federal investigators. It is owned by A. L. Clay, Sr., and covers 1,400 acres. It is in one body, and the acreage is being increased.

ROSLINDALE, MASS. — The business formerly conducted by A. Leuthy will in future be known as the A. Leuthy Co., J. T. Slayter, M. I. Cunniff, Louis Nelson and W. Rosenthal, all well known in the Boston trade, having become associated with the firm.

THE AMERICAN FLORIST

ESTABLISHED 1885.

Subscription, United States and Mexico, $1.50 a year; Canada $2.00; Europe and Countries in Postal Union, $2.50.

When sending us change of address always send the old address at the same time.

Advertising rates on application.

From the first issue THE AMERICAN FLORIST has accepted only trade advertisements.

Advertisements must reach us Tuesday (earlier if possible) as we go to press Wednesday.

We do not assume any responsibility for the opinions of our correspondents.

THE AMERICAN FLORIST,
440 S. Dearborn St., CHICAGO

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Personal.

E. G. Hill and wife, Richmond, Ind., are on a trip to the state of Washington and the Pacific coast.

Rasmussen-Voyles.

Anders Rasmussen, well known grower of New Albany, Ind., and state vice-president of the Society of American Florists, and Miss Elizabeth Voyles, daughter of the late Dr. David A. Voyles and Mrs. Susan A. Voyles of that city, were united in matrimony, September 6.

Society of Iowa Florists.

At the annual meeting of the Society of Iowa Florists, held at Des Moines, August 28, announcement of which, with programme, appeared in our issue of August 30, page 338, the following officers were elected for the ensuing year: William Goos, Bettendorf, president; C. W. Davidson, Des Moines, vice-president; Wesley Greene, Des Moines, secretary-treasurer. Directors: James Denmead, Marshalltown; M. Rocklin, Sioux City; J. Aldous, Iowa City; Roy Holt, Des Moines. J. T. D. F.

Belgium Hardships of Plant Quarantine.

Sander & Sons, of St. Albans, Eng., and Bruges, Belgium, write as follows, August 4, to a well known American house:

"The plant prohibition does not seem to us to be for the benefit of large numbers in the United States, and it is certainly very hard on the Belgian nurserymen who have, in many cases, saved their bays, azaleas and palms, during the German occupation, at a very considerable sacrifice, with the idea of trading with America after the war.

"Had we ourselves known what was coming, we should without the slightest hesitation have thrown half or more of our bays away. The Germans commandeered all our bay sheds for their horses, and we, by the kind permission of the bishop of Bruges, carted our big ones to the town and housed them for many months in the Notre Dame cathedral. You can imagine the work and expense. It would give us much pleasure and satisfaction if you would be kind enough to let us know your ideas on this prohibition, and the prospects for the future."

American Dahlia Society Show.

The fall show of the American Dahlia Society will be held at the Engineering building, 25-33 West 39th street, New York, September 23-25, in conjunction with the American Institute of the City of New York. A list of special premiums has been announced in 21 classes in addition to the prizes offered by the American Institute in 45 other classes. The schedule is general in range with classes for displays occupying 50 and 100 square feet of space, vases, baskets and hamper decorations, premiums for the best showings in the various types, with divisions for commercial growers only, gardeners and amateurs only and 33 classes for entries in vases open to all.

Among those who have offered prizes in the special premium classes are the following: Leo Niessen Co., Philadelphia, Pa.; Henry A. Dreer, Inc., Philadelphia, Pa.; A. H. Langjahr, New York; A. L. Miller, Jamaica, N. Y.; Peter Henderson & Co., New York; S. S. Pennock Co., Philadelphia, Pa.; Stumpp & Walter Co., New York; W. Atlee Burpee Co., Philadelphia, Pa.; Richard Vincent, Jr. & Sons Co., White Marsh, Md.; Richard Appel, White Plains, N. Y.; Mills & Co., Mamaroneck, N. Y.; Geo. L. Stillman, Westerly, R. I.; John Lewis Childs, Flowerfield, N. Y.; American Dahlia Society; P. W. Popp, Mamaroneck, N. Y.; Lord & Burnham Co., New York; W. E. Marshall & Co., New York; C. Louis Alling, West Haven, Conn.; Bessie Boston Dahlia Farms, San Mateo, Calif.; Henry F. Michell Co., Philadelphia, Pa.; Mrs. C. H. Stout, Short Hills, N. J.

Shipping Box Nailing Defects.

Observations of shipping packages and packing boxes which have failed in service and in the tests conducted by the forest products laboratory, Madison, Wis., have shown that the most common defect in box constructon is inadequate nailing. Attempts to strengthen boxes by the use of thicker lumber without regard to nailing often only wastes material. The extra wood may not be needed so much as a few more nails.

As an aid in determining whether a box is adequately nailed, the laboratory has drawn up a series of tables of woods commonly used in box construction grouped according to nail-holding ability, of the size of nails to be used with various species and thicknesses of wood, and of the spacing of nails for various uses, whether holding the end or side of grain.

These tests have also shown that cement coated nails have a holding power from 10 to 30 per cent greater than uncoated nails and that smooth nails are more effective than barbed nails. Even with proper nails and spacing, the nailing is still the weakest point of the ordinary box.

These tables may be secured by request from the laboratory.

Club Meetings Next Week.

[Secretaries of clubs and societies are requested to send notice of change in time, date and place of meetings.]

Boston, Mass., September 16, 7:30 p. m.—Gardeners and Florists' Club of Boston at Horticultural hall. Wm. N. Craig, Faulkner Farm, Brookline.

Helena, Mont., September 20.—Florists' and Nurserymen's Association of Montana. E. A. Calmettes, secretary, Helena.

Lake Geneva, Wis., September 20.—Lake Geneva Gardeners' and Foremen's Association at Horticultural hall. F. Brady, secretary, Lake Geneva.

Lancaster, Pa., September 18, 8 p. m.—Lancaster County Florists' Association at Chamber of Commerce. Albert M. Herr, secretary, Lancaster.

New Orleans, La., September 14, 4 p. m.—Gardeners' Mutual Protective Ass'n at 114 Exchange place. John Parr, secretary, 4532 North Rampart street, New Orleans.

Orange, N. J., September 15, 8 p. m.—New Jersey Floricultural Society at J. O. W. A. M. hall. George W. Strange, secretary, Orange.

Grand Rapids, Mich., September 15.—Grand Rapids Florists and Gardeners' Club at office of member. Edward Freyling, secretary, 1057 Wealthy avenue, Grand Rapids.

Philadelphia, Pa., September 16, 3:30 p. m.—Pennsylvania Horticultural Society at Griffith hall, 1420 Chestnut street. David Rust, secretary, 606 Finance building, Philadelphia.

Portland, Ore., September 16, 8 p. m.—Portland Floral Society at Masonic temple. F. A. Van Kirk, secretary, 64 East 50th street, Portland.

St. Louis, Mo., September 15, 8 p. m.—Retail Florists' Association of St. Louis at members' place of business. Charles Young, secretary, 1406 Olive street, St. Louis.

Toronto, Ont., September 16, 8 p. m.—Gardeners' and Florists' Association at St. George's hall. A. Simpson, secretary, Toronto.

Chicago, September 18, 8 p. m.—Commercial Flower Growers of Chicago at Randolph hotel. Otto H. Amling, secretary, Maywood, Ill.

Wants, For Sale, Etc.

Small Type, 12 Cents Per Line, Each Insertion. Display, $1.50 Per Single Column Inch, Each Insertion. These prices are net, cash with order. For Plant Advs., See Ready Reference Section.

Where answers are to be mailed from this office enclose 10 cents extra to cover postage, etc.

Situation Wanted—By experienced grower of roses, chrysanthemums and pot plants. Single. Address
Key 417, care American Florist.

Help Wanted—An experienced store clerk and designer. Address
CARL C. RECK,
Care John Reck & Son,
Bridgeport, Conn.

For Sale—50 boxes greenhouse glass, 18 inches wide. A. double strength, $4.50. Address.
Key 413, care American Florist.

For Sale.—A retail establishment of 8,000 feet of glass; with store. Everything in first class condition. Address
Key 405, care American Florist.

For Sale—Two greenhouses, two acres of land with 80 bearing fruit trees and eight-room residence. $6,000; will pay for itself in three years. Retiring. **Wm. Kage, Petoskey, Mich.**

HELP WANTED

A qualified florist, experienced in landscaping, pot plants, ferns, roses, chrysanthemums, etc. Good salary. Permanent position. Board and lodging if single; cottage if married. In own hand, give education and experiences. Furnish recently written letters of reference, character, habits and ability in above lines.
EAST LOUISIANA HOSPITAL FOR THE INSANE
Jackson, Louisiana

Help Wanted

A qualified florist as assistant, experienced in carnation houses and also pot plants. State wages and references in first letter. Address
Key 419, care American Florist.

HELP WANTED

Two young men who have had two or three years experience in designing and selling in some first-class retail store in the west, middle west, or Pacific Coast cities. Should be of good appearance, cheerful disposition and speak good English. Wages $35 and $40 a week and good opportunity for promotion and advancement in wages.
MILLER FLORAL COMPANY
10 East Broadway, Salt Lake City, Utah

Wanted--Lady Bookkeeper

For a leading retail store of New York city. Permanent position and good salary to the right party. Address
A. F. F., care American Florist,
57 West 27th Street, NEW YORK CITY

FOR SALE

Bargain, greenhouses for sale at Summit, N. J., 45 minutes by rail from New York City; dwelling house, barn and large potting sheds:

1 house, 26 x 200 ft.
1 house, 20 x 200 ft.
3 houses, 18½ x 125 ft.
2 houses, 20 x 150 ft.
2 houses, 20 x 125 ft.

hot water heat; 8 acres of land around the place; selling price, $16,000; $6,000 cash, balance on easy terms. Apply to
CHARLES H. HAGERT, Dingman's Ferry, Pa.
or E. L. McKIRGAN, Attorney,
Littell Building, Summit, N. J.

Situation Wanted

By good all-round grower; single, have 24 years experience. Address
Key 415, care American Florist.

BOILERS = BOILERS

ALL SIZES.
Selected Boiler Tubes, all sizes, for greenhouse piping and **Retubing Boilers.** Thoroughly cleaned like **New** and trimmed. Complete stock of **New** and **Second Hand** Pipe, Valves, Fittings, etc.
LEVINE & CO.
3738 South Halsted Street, CHICAGO, ILL.
Phone Boulevard 9354.

FOR SALE

Three ranges of glass near Chicago. One planted with carnations and the other two with roses. Each range is separate and located in different localities. Do not answer this if you have not $50,000 for each or can place $20,000 down. These are bargains.
Key 416, care American Florist.

FOR SALE

Two Greenhouses,
Seven-room Cottage,
Five Acres of Land.

No competition. Reason for selling, death of owner. Will sell for part cash, balance in easy payments. Everything in tip top condition. If interested, write soon to the
Plemen Floral Company
STAPLES, MINN.

Wanted To Buy

A Retail Flower Store

Must be well located in one of the Eastern states. Apply to
The Washington Florist
577 Broad St., Newark, New Jersey

OFFICIAL S. A. F.

Shipping Labels

Actual size of leaf 2¾x5¾ inches

FOR CUT FLOWERS: in two colors, gummed paper; your card, etc., in black and leaf adopted by the S. A. F. in red. Prices: Per 500, $3.35; per 1000, $5.00. Samples on request. Electro of leaf, postpaid, $2.00. Cash with order.
AMERICAN FLORIST CO.
440 S. Dearborn St., CHICAGO

New Business

There are many new men in the trade and they want to know now where to

LOOK FOR STOCKS

The best way to tell them is by regular advertising in these columns.

The new conditions of business demand special effort on the part of those who have goods to sell.

AMERICAN FLORIST CO.
440 South Dearborn Street
CHICAGO

Send for It Today

Our New Thirty-two Page Illustrated

FALL AND XMAS CATALOGUE

FEATURING

Prepared Foliages

Baskets and Flower Stands

Ribbons and Chiffons

Wreaths

Novelties

Artificial Flowers

General Supplies

THE OVE GNATT CO., Inc.

Quality Merchandise. Prompt Service.

No P. & D. Charges.

LA PORTE, INDIANA

SEND THIS COUPON TODAY.

The Ove Gnatt Co., La Porte, Ind.:
Gentlemen: Kindly send me your new Fall and Xmas Catalogue.

Name .....

City .....

State .....

Indianapolis.

IMPROVED SUPPLY MEETS READY SALE.

A few heavy rains have brought a decided improvement in market conditions. The supply of all kinds is more ample, but with a good demand from all parts of the state, stock not consumed locally is in demand by out-of-town buyers. Roses are becoming plentiful with quality much improved. Asters have been numerous the past week but the grade is not of the best. They are, however, in great demand for funeral work as carnations are still scarce. Gladioli are bringing excellent prices and clean up readily each day. This flower is growing in popularity each year and a number of local growers are planning to make double plantings next season. A few tritomas, a small quantity of cosmos and physostegias were also available last week. Greens are in limited supply and sell quickly.

NOTES.

Henley Bros., of Terre Haute, are getting their range, formerly known as the Terre Haute Rose & Carnation Co., in excellent shape. The houses have been completely remodeled and will be devoted to roses, carnations and a small percentage of chrysanthemums and miscellaneous stock for the local market. Henry B. Henley is in charge of the range. His brother, R. M. Henley, is conducting an establishment at Hartford City, Ind. Both, who were among the first graduates in the course in floriculture at the University of Illinois, are making a creditable showing in their profession.

Hartje & Elder, who have taken over the commission business known as the Florists' Supply Co., report trade very satisfactory. Henry Kiel, whose thorough knowledge of all branches of the business and courteous treatment and manner have won him many friends, is retained as manager.

The Pahud Floral Co. has opened a store in the new Lyric Theater building, a very good location. Extensive improvements are being made at the range. All plantings are to be increased 20 per cent in anticipation of a heavy fall demand from their retail stores.

Baur & Steinkamp, E. E. Temperly and the Roepke Floral Co. were among the principal exhibitors at the state fair. The honors were about evenly divided. The floricultural display was a creditable one and was staged under the direction of Adolph Baur.

Theodore Dorner, of the F. Dorner & Sons Co., Lafayette, Ind., is driving a new "Buick Six." The houses at this progressive establishment are in excellent condition for the coming season.

Bertermann Bros. Co. is much pleased with the new Foley house at their uptown establishment. The retail store is now being redecorated and will soon be in tip-top shape for the fall season.

Anders Rasmussen, of New Albany, is making regular shipments of Columbia and Premier roses, exceptionally good for the season.

Len Elder is active in the management of the new wholesale establishment and is a familiar figure in the downtown district.

The Smith & Young Co. have begun to cut good stock at their Cumberland range and are making shipments to this city daily.

Morris & Son, of Bloomington, Ind., have been heavy shippers of gladioli to this market during the past three weeks.

STATE FLORISTS' ASS'N MEETING.

The monthly meeting of the State Florists' Association of Indiana will be held at Crawfordsville, September 16. Members will assemble at the store of McDonald & Co., 126 West Main street, at 10:30 a. m. A. H. Nehrling will pilot the visitors to Turkey Run, one of the state's beauty spots. Frank Hasselman will have luncheon ready when the party arrives. All who have not visited this part of the state, should arrange to be present at this meeting. A cordial invitation is also extended to florists in neighboring states.

A. H. N.

Rochester, N. Y.

IMPROVED TRADE AND COOLER WEATHER.

With the arrival of September and cooler days, business has brought some improvement in all branches. Roses and carnations show the effect of the better conditions. Asters are also much improved after the August dry period. Royal is showing excellent form and Schwaben and America are seen in good condition. Gladioli are arriving now in great quantities.

NOTES.

Frank J. Mahoney had charge of the decorative features in the paddock at the recent horse show. The jumps were made of gladioli in red and pink, arbor vitæ hedges being used for distance markers.

H. E. Wilson arranged an immense horseshoe of gladioli in his window during horse show week. This establishment has been quite busy with wedding orders.

Palmer Taylor, of Buffalo, N. Y., was a visitor at the flower show in connection with the exposition last week.

Edwin Wilson, Jr., and family have returned after a delightful stay of two weeks in the Adirondacks.

Tom Sullivan, of George B. Hart's staff, has returned from his outing.

CHESTER.

The Approaching Season

has already cast its shadow.

Have you made connections that will assure you of an adequate supply?

We grow the flowers we sell in the largest range of greenhouses in the country, and with the aid of every modern appliance together with a large corps of long experienced growers, each a specialist in his own particular line, we are enabled to produce "Flowers of Superior Quality" of every commercial variety—Flowers that satisfy.

Price List Sent on Request.

"The Nation's Most Expressive Flowers"

POEHLMANN BROTHERS COMPANY

66-74 East Randolph Street,

Chicago, U. S. A.

The Largest Growers of Flowers in the World.

Pittsburgh.

DEMAND SHOWS SOME IMPROVEMENT.

While business is on the increase, it is not enough to absorb the great amount of flowers that are now flooding this market. Asters, especially, are in heavy supply, and while the best are sold at list prices, the balance find their way either to the street men or rubbish barrel. The American Beauty supply has been heavy, with very little demand. Roses move slowly with the exception of a few better varieties, such as Russell, Columbia, and Scott Key. The supply of gladioli still continues heavy, but it looks as though the season was nearly over for this popular summer flower. The first of the New Jersey dahlias have arrived, but the weather has been too warm for them to be at their best. Carnations and sweet peas are seen in small quantities, but there is no demand for them.

NOTES.

Mrs. E. A. Williams has been featuring water lilies and dahlias in her window displays, while the A. W. Smith Flower Stores Co. are showing some fine gladioli from their farm in Ohio.

The McCallum Co. held its second annual corn roast at Riverview park Septemuber 2. A very enjoyable evening was spent. A dance was held after the roast.

Albert Brigg, of the North Side, has been kept on the go with several large wedding decorations, and reports four more booked for this month.

J. C. Wally, foreman of the McCallum Co.'s greenhouses, and family, have just returned from a two weeks' automobile trip through the east.

Gilbert Ludwig, of the Ludwig Floral Co., has been confined to his home with a bad cold for the past two weeks.

M. McMillan, of J. M. Johnston's Braddock store, has returned to work after three weeks' illness.

The Pittsburgh Cut Flower Co. reports a very heavy cut of roses at the present time. M.

MARSHALL, TEX. — George Witherspoon is building an extensive range here, which he will operate under the name of Beatrice Floral Co.

SPRINGFIELD, ILL.—H. L. Phelps, the veteran florist of this city, who was injured by being struck by an automobile two months ago, has sufficiently recovered to be removed to his home from the hospital.

GOOD STOCK

BOUGAINVILLEA, 4 inch pot plants, several times pinched and well shaped specimens, $4.75 per dozen; $35.00 per 100. Extra large specimens, 5 inch pots, $12.00 per dozen.

GENISTA, 4 inch pots, will make up to 6 inch size by spring, pinched back several times, $3.50 per dozen; $25.00 per 100.

FERN DISH FERNS, 2¼ inch pots, all standard varieties, $6.00 per 100; $50.00 per 1000.

ASPARAGUS PLUMOSUS, 2¼ inch, very bushy, $5.00 per 100; $45.00 per 1000.

FERNS, bench grown. **Boston,** very bushy, 5 inch pot size, $4.75 per dozen; $35.00 per 100. **Verona,** extra value, very bushy, 5 inch pot size, $5.50 per dozen; $40.00 per 100.

The Storrs & Harrison Co.

PAINESVILLE, OHIO

ABUNDANCE OF STOCK

	Per 100	Per 1000
2¼-inch **Smilax** plants	$ 2.75	$25.00
2¼-inch **Snapdragons,** white, pink and yellow	5.00	48.00
4-inch **Marguerites,** white and yellow	15.00	...
25,000 **Vincas,** field grown	8.00	75.00
10,000 Bench **Ferns,** 5 varieties, per 100.	$25.00 and	$30.00

Packing free of charge. Liberal extras.

Alonzo J. Bryan

Wholesale Florist

Washington, New Jersey

WE ARE RECEIVING A

FINE SUPPLY of ROSES

FOR THE FALL TRADE

The cool nights have improved the quality of our stock wonderfully, and you will find that our Roses are unsurpassed for quality in this or any other market.

BUY DIRECT FROM THE GROWER.

We Are Rose Specialists, and Are Cutting from 245,000 Rose Plants.

These are all our own growth, guaranteed fresh cut and packed to arrive in good condition.

PRICE LIST

RUSSELL and COLUMBIA

at the following bargain prices:

Long	per 100,	$10.00 to $12 00
Medium	per 100,	6.00 to 8.00
Short	per 100,	4.00

ASSORTED ROSES—Our Selection

In lots of 300 or more; all choice, fresh cut stock.

Short lengths.....at the rate of $25.00 per 1000
Medium lengths.....at the rate of 50.00 per 1000

When ordering, please state grade wanted.

OPHELIA, HOOSIER BEAUTY, WHITE KILLARNEY

Extra long, $8.00 per 100; Medium, $6.00 per 100; Short, $4.00 per 100.

Gladioli and **Asters** at market prices
New Fancy Ferns.....per 1000, $2.00

Adiantum.....per 100, $1.00
Galax, bronze.....per 1000, 2.00

Asp. Sprays.....per 100, $2.50 to $3.00
Sprengeri.....per 100, 2.00 to 3.00

All seasonable flowers not grown by us will be procured for our customers. A trial order solicited.

In buying direct from the grower you are assured of fresh stock at all times and the most even run of quality possible.

NOTICE—We close at 5 o'clock week days and all day Sunday. Week Days 8 A. M. until 5 P. M.

BASSETT & WASHBURN

LONG DISTANCE PHONE:
CENTRAL 1457.

OFFICE AND STORE
178 N. Wabash Ave., CHICAGO, ILL.

Greenhouses: Hinsdale, Ill., and Greggs Station, Ill.

Mention the American Florist when writing

Chicago.

STOCK IS VERY PLENTIFUL.

Stock is very plentiful at this writing, and has been moved in large lots at bargain prices the past week by some of the houses. Gladioli are in heavy supply, and considerable pushing is needed to move them at reduced prices, although some of the stock offered is of splendid quality. Asters are seen in quantity, but are moving slowly except in the fancier grades which command fairly good figures, considering the general market conditions. Carnations are more plentiful, but are cleaning up nicely every day at satisfactory figures. American Beauty roses are holding their own, and the same holds true for Mrs. Chas. Russell. Columbia is selling well and so is Premier. Some good Killarney Brilliant are attracting the attention of the buyers, and the same holds true of Sunburst. Ophelia, Milady, Hoosier Beauty, Killarney, White Killarney, Ward, My Maryland, Champ Weiland and some of the other varieties grown for the market are included in the shipments; also, a fair supply of Cecile Brunner. A few early white and yellow chrysanthemums are being offered. Lilies and callas do not appear to be any too plentiful. Snapdragons, calendulas, lily of the valley, dahlias, orchids, daisies, candytuft, gypsophilas, statice and other misellaneous seasonable stock offer the buyer a chance to make a fairly good selection for window display purposes. Business has been rather quiet this week, but the sales for September, so far, compare favorably with those of other seasons, although some of the retailers claim they are running a little better.

FOUNDED BY FLINT KENNICOTT 1st

A
SYMBOL
of
PROTECTION
to
GROWER and
RETAILER—

REAL REFORM BEGAN with the GROWERS' PETITION of 1916.

KENNICOTT BROS. CO.
Chicago's Exclusive Commission House

Mention the American Florist when writing

A. T. PYFER & CO.

WHOLESALE FLORISTS

164 North Wabash Avenue, CHICAGO

Mention the American Florist when writing

NOTES.

The baseball fans in the trade are taking it for granted that the White Sox will participate in the world series this year, and are already figuring out how they are going to cop the flag. Some of the boys are complaining of not feeling well, so they are liable to be quite sick about the time the contest starts.

Fine Supply of Roses

Order what you need from us

RUSSELL — **$5.00 to $15.00 per 100.**

COLUMBIA — **$6.00 to $15.00 per 100.**

Killarney, White Killarney, Killarney Brilliant, Milady, My Maryland, Ophelia, Sunburst and Champ Weiland.
$3 00 to $8.00 per 100. Our Selection, $4.00 per 100

Carnations, $2.00 to $3.00 per 100.

Complete Line of GREENS at Market Prices.

PETER REINBERG

Wholesale Florist

30 East Randolph St., LONG DISTANCE PHONES CENTRAL 601 and 2846 **CHICAGO**

A. L. VAUGHAN & Co.

NOT INC.

PHONES:
CENTRAL 2571 - AUTOMATIC 48-734 - CENTRAL 2572
161 North Wabash Ave, Chicago

Roses - Asters - Gladioli

IN QUANTITY

Complete Line of Other Seasonable Stock

Get the best. Place your order with us. Great care is taken in the execution of every order, so that all stock will reach you in the best possible salable condition.

We also have a Complete Line of Greens

Your customers will always appreciate the service you render if you supply them with our high quality Cut Flowers.

JOSEPH FOERSTER CO.

WHOLESALE FLORISTS

160 N. Wabash Avenue, CHICAGO, ILL.

Mention the American Florist when writing

WIETOR BROS.

WHOLESALE FLORISTS

30 East Randolph St., L. D. Phone Randolph 2081 CHICAGO

Leo Wietor, eldest son of N. J. Wietor, is learning the growing business at Wietor Bros.' greenhouses from the ground up. He is starting in the carnation range, and has been devoting most of his time so far to cleaning up under the benches.

Paul Klingsporn, Frank Schramm, Fred Schramm, August Priebs, George Weiland, Ed Muret, Fred Stielow and George Ball motored out to Charles McCauley's home at Lake Geneva, September 7, where they held a basket picnic.

Philip Schupp, of J. A. Budlong Co., and wife, are expected home from their vacation next week. Roswell Schupp is looking after his father's duties while he is away.

A. L. Vaughan & Co. are handling quite a supply of asters and gladioli, which are moving nicely, considering the large quantity offered in this market.

Abraham Iralson has re-opened his store at 356 East Forty-third street, to good business. He filled several large orders for the Gentleman funeral.

O. O. Schrock, of Ligonier, Ind., spent a few days here this week. He is quite a baseball fan, and saw the Sox win their September 7 game.

It is rumored that Sam Seligman, who covers this territory for an eastern ribbon house, was married last week.

Eddie Hunt, with the Chicago Flower Growers' Association, joined the ranks of the benedicts, September 10.

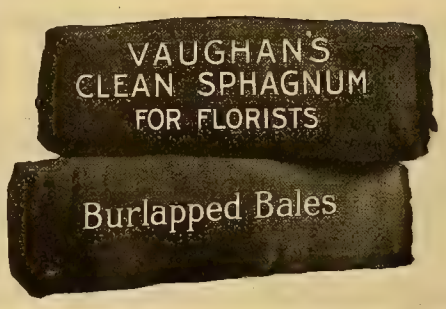
William Langhout, with the American Bulb Co., is back from a business trip to the Pacific Coast.

Luke Schrer is the latest addition to the force at the Chicago Flower Growers' Association's store.

Joseph Ziska, Jr., of Joseph Ziska & Sons, underwent an operation at a local hospital this week.

John G. Poehlmann, of Poehlmann Bros. Co., is on a fishing trip in northern Wisconsin.

CAR LOADS ARRIVING



SPHAGNUM MOSS AND GREEN SHEET MOSS

For Florists For Nurserymen

Wired Bales Cheaper

For SPOT SHIPMENTS or contract. Write us.

CHICAGO: 31-33 W. Randolph St. NEW YORK: 43 Barclay St.

VAUGHAN'S SEED STORE

Mention the American Florist when writing

CUT TUBEROSES

FOR IMMEDIATE SHIPMENT

Write, wire or phone.

IMPERIAL GARDENS, Sugar Land, Texas

Mention the American Florist when writing

The Chicago Flower Growers Association

WHOLESALE GROWERS of CUT FLOWERS and PLANTS

182 North Wabash Avenue L. D. Phone, Randolph 631 CHICAGO

Fancy Gladioli

You cannot help but secure the best trade in your vicinity if you handle our supreme quality stock.

Francis King, America, Halley, Chicago White
$3.00 per 100; $25.00 per 1000.

PENDLETON
$4.00 per 100; $35.00 per 1000.

SCHWABEN
$5.00 per 100; $45.00 per 1000.

CHOICE ROSES

ROSE PREMIER
$4.00 to $20.00 per 100.

RUSSELL
$4.00 to $25.00 per 100.

COLUMBIA
$4.00 to $18.00 per 100.

MILADY
$4.00 to $15.00 per 100.

OPHELIA
$3.00 to $10.00 per 100.

KILLARNEY BRILLIANT
$3.00 to $8.00 per 100.

WHITE KILLARNEY
$4.00 to $10.00 per 100.

MARYLAND
$4.00 to $8.00 per 100.

SUNBURST
$3.00 to $8.00 per 100.

WARD
$3.00 to $8.00 per 100.

Extra Special Roses billed accordingly.

Mention the American Florist when writing

R. E. Williams, of Williams & Co., South Bend, Ind., was in the city this week buying stock for the Carlisle wedding, which he has booked for September 17. Large quantities of lilies and yellow chrysanthemums will be used in the church decoration.

Zech & Mann are doing a good September business, and disposing of a large supply of stock. The shipping trade is very good at this establishment, and the local demand is improving.

Peter Reinberg reports a good demand for roses, especially from out-of-town points, with a strong call for Mrs. Chas. Russell.

Tom Fogarty is back at work at O. J. Friedman's after enjoying a well-earned vacation, part of which was spent in Michigan.

BASKETS
Write for Catalog Now.
RAEDLEIN BASKET CO.
713 Milwaukee Ave., CHICAGO, ILL.

REFRIGERATORS
COMPLETE FIXTURES
CENTRAL REFRIGERATOR & EQUIPMENT CO.
Estimates submitted.
155 No. Clark St., CHICAGO

GREEN SHEET MOSS
Fadeless, per bag, $3.50
Natural, " " 1.75
KNUD NIELSEN
Evergreen, Ala.

Mention the American Florist when writing

YOU CAN ALWAYS RELY UPON US FOR YOUR SUPPLY OF

CUT FLOWERS

Remember when ordering that our line is so complete that it includes every item offered in the Great Chicago Market.

ZECH & MANN

30 E. Randolph St.

CHICAGO

Long Distance Phones { Central 3283 / Central 3284

Our Offerings Include:

ROSES.

COLUMBIA

RUSSELL

White Killarney

Pink Killarney

Milady Sunburst

Killarney Brilliant

Ward Ophelia

MINIATURE ROSES

Cecile Brunner

CARNATIONS

MISCELLANEOUS

ASTERS

Valley Cattleyas

Calendulas

GLADIOLI

GREENS.

Plumosus Sprengeri

Galax, bronze. Galax, green

Ferns

Adiantum Smilax

Mexican Ivy

Boxwood Leucothoe

Mention the American Florist when writing

C. L. Washburn, of Bassett & Washburn, and wife, will leave for California, September 13, and will spend considerable time at Pasadena and San Francisco, returning home early next month.

Jack Byers, of the Zech & Mann force, is again on duty after enjoying a fishing trip in Wisconsin. He brought back a string of fish for his friends.

John Walsh, formerly with the Chicago Flower Growers' Association, is now with the Joseph Foerster Co.

The Grove Floral Co., 130 North Wells street, has increased its capital stock from $2,500 to $10,000.

Visitors: Otto Lang, Dallas, Tex.; John and Henry Staack, and wives, Moline; Theodore Meyer, Waukegan; Miss Britz and Miss Gibson, Danville; F. C. Schaefer, Aurora; Wm. Metzger, Wenona, Ill.; Chas. M. Vander Vort, Battle Creek, Mich.; S. Holmes and wife, San Francisco, Calif.; A. W. Warren, Port Allegany, Pa.; Morris Levine, with Lion & Co., New York; W. Gentemann, of the Gentemann Floral Co., Quincy; Morris M. Cohen, New York.

Albany, N. Y.

"SAY IT WITH FLOWERS" WEEK PLANNED.

Discussion of a "Say It With Flowers" campaign to be conducted in October, and a club show to be held in November, were the principal subjects taken up at the September meeting of the Albany Florists' club, held at the establishment of F. A. Danker at 744 Central avenue. In regard to the "Say It With Flowers" campaign, the secretary read two letters from Z. D. Blackistone, president of the Florists' Club of Washington, D. C., in which President Blackistone called attention to the efforts being put forth by the florists' club of the nation's capital to institute a "Say It With Flowers" Week, October 5-11, in the principal cities of the country, and asked for the co-operation of the Albany club. President Blackistone said in part: "We in Washington are very much in earnest about this proposition, and feel that we are right in thinking it is a big thing. It will be a great deal more effective, however, if we can have all the leading cities of the country take it up and open their floral season with a 'Say It With Flowers' week. We believe that in starting this the first of October, we are going to give an early impetus to the business, and that we will begin to get our good business a month earlier than usual. If we can do this, it surely will be a big thing for the florists all over the country."

After discussion by the members, President William Newport named a committee to consider a "Say It With Flowers" week in Albany, made up of the following: Frederick A. Danker, chairman; Edward P. Tracey, Thomas F. Tracey, William Holmes, and William C. Gloeckner. The chairman was authorized to appoint other members on the committee as needed, and later announced that every grower and retailer in the city and vicinity would be added. The chairman called a meeting of his committee for organization on the night of September 8 at 611 Broadway, Albany.

The club decided to hold a flower show for the members on the night of November 20 and to invite the wives and women friends of the members. The entertainment committee will provide refreshments and a programme of some interest will be prepared. It was decided also to offer a few prizes to the private growers for exhibits of chrysanthemums and other seasonable plants and flowers.

Louis H. Schaefer, chairman of the entertainment committee, submitted a report on the club clambake held August 23, at Newtonville. There were 94 men, women, and children present. The receipts were $273.05; expenses, $247.47, leaving on hand $25.58, which was turned over to the club treasury.

Two new members were elected: John J. Jennings, of West Sand Lake, Rensselaer county, and William McGinn, of this city. William Christie, of Menands, who was discharged from the army last July, was present for the first time in over two years. Mr. Christie was drafted early in 1917, sent to Camp Devens, Mass., where he was trained with the 303rd Infantry, sent to France in July, 1918, and assigned to the hospital corps. He was stationed at Clermont, Puy-de-Done, France, nearly all the time he was abroad. He had excellent opportunities for observation, and some things struck him as unusual. For example, he saw azaleas growing in half barrel casks, sawed in two. The plants were the largest of the kind he had ever seen, and were covered with blossoms. Camelias were grown in the same way. Rhubarb was cultivated in the gardens, not for the stalks, but as a flowering plant. Cannas were seen growing in beds under glass. Mr. Christie said he was glad to return to the United States. After the meeting, the members enjoyed light refreshments served by the host. Among the visitors was Louis Hanfling, a New York dealer in florists supplies. Before he left the meeting, Mr. Hanfling handed to Chairman Danker a $10 bill to start the "Say It With Flowers" week in Albany.

NOTE.

In a recent letter to Fred A. Danker of 40 Maiden Lane, this city, H. H. Battles, florist, of Twelfth Street, Philadelphia, Pa., wrote that he had decided to discontinue the practice of accepting and allowing trade discounts to florists, as has been his custom in the past. "In the future," writes Mr. Battles, "our orders and deliveries will be strictly net. This will apply also to our Century Flower Shop, 112 South Twelfth street, Philadelphia."

R. D.

HAVE YOUR CUSTOMERS

Say it With Budlong's Flowers

The Kind that are bound to give satisfaction.

A WORD TO THE WISE—Try Our Stock and Satisfy Yourself on This Score.

We Have as Fine a Lot of Summer Roses of Every Variety

as is coming to this market. We carry a **Complete Line of Roses.** We are exceptionally strong on **Double White Killarney,** the only White Killarney that stays "white" during the hot summer months. **Once used, you will want no other.**

Gladioli **of Quality Stock,** all colors, at reasonable prices.

Asters Heavy supply of **White, Pink, Purple** and **Lavender** of the **large, showy kind** also plenty of the commoner sorts.

Choice Stock of Daisies, Calendulas, Candytuft, Feverfew, Snapdragons, Cornflowers, Gypsophila and all other Seasonable Stock.

HARRISII LILIES are scarce but we can supply RUBRUM and ALBUM.

DON'T FORGET US ON GREENS, AS WE HAVE

ASPARAGUS, SPRENGERI, FERNS, ADIANTUM, GALAX.

If you want good stock and good treatment, buy of Chicago's most up-to-date and best-located Wholesale Cut Flower House.

J. A. Budlong Co.

Quality Speaks Louder Than Prices.

Wholesale Cut Flowers and Greens

184-186 North Wabash Ave., Corner Lake St., CHICAGO

Roses, Valley and Carnations
—Our Specialty—

Prices As Low As Others.

SHIPPING ORDERS GIVEN CAREFUL ATTENTION.

WE ARE CLOSED ALL DAY SUNDAY.

We are in daily touch with market conditions, and when a decline takes place you can rely upon orders sent us receiving such benefits.

Nashville, Tenn.

SUPPLY SHORT IN MANY ITEMS.

With the weather dry and very warm, the demand has been fitful, the greatest call being for funeral work. Flowers have been scarce all summer and frequently the shops had to depend upon shipment from more fortunate localities to fill orders. Roses are beginning to arrive from the new stock of Columbia and Ophelia and some very creditable blooms are being shown. Carnations are also beginning to come in, but much dependance is still placed on the gladioli which are still plentiful. A number of funeral orders from out of town have helped to swell the demand. Schools have opened and numerous wedding announcements have been made which give encouragement. The visitors to the state fair, which opens September 15 will also add something to the sales total for the month, aided by the return of social activity.

NOTES.

Geny Bros. have some good roses and asters. They have had to rely upon outside stock for much of their supply, but conditions are now showing some improvement.

Louis Haury is alone among the stands at the market house, but he has excellent offerings in ferns, Lorraine begonias and geraniums.

The Joy Floral Co. is cutting some very good Columbia and Ophelia roses and carnations are now coming along nicely.

L. H. Haury & Sons have had good roses and asters as their features.

Visitor: C. E. Falls, representing the Service Co., Chicago.

M. C. D.

Cincinnati.

MARKET SUFFERS FROM OVERSUPPLY.

There is an oversupply in the market, but the surplus consists only of short stock and the poorer grades. All choice offerings continue to sell readily. Prices are fair. The supply of roses is better than it has been for some time. The stems are longer, while the average quality is much higher than it was. Some carnations are coming into the wholesale houses. These are selling readily. The choice asters find a good market. Good gladioli prove good property. The receipts in dahlias are becoming large.

NOTES.

C. C. Murphy, an old-time grower of this city, and a great uncle of Miss Laura Murphy and W. Ray Murphy, passed away September 8.

The William Murphy Company have been getting in some Columbia roses that are exceptionally fine for the time of the year.

C. E. Critchell has been receiving some splendid dahlias from John Rutenschroer.

Sphagnum Moss

Direct from the Producer to the Purchaser.

We ship all orders burlaped, except carload lots.

TRIAL ORDER WILL CONVINCE YOU

that you can **Save 25 Per Cent** buying from us.

J. B. Kinsey Sea Moss Co.

Warehouse: High Point, N. J.
Philadelphia Office: 222 Vine St.

Visitors: Sam Seligman and bride, New York; I. Bayersdorfer, of H. Bayersdorfer & Co., Philadelphia, Pa.; O. J. Honaker and wife, Lexington, Ky., and Ted Wetterburn, representing The Quality Brands Company, Cleveland.

H.

1919

Will be the greatest years in the history of the floris

buy your CUT FLOWERS &

GROWTH

The Boston Floral Supply Co. is glad to greet you once more. We are glad to be able to sincerely thank our hundreds and hundreds of customers for their co-operation during the past season. It is only through the co-operation of our patrons that the Boston Floral Supply Co., has been able to increase its business more than 300 %. Our increased business has made it necessary to increase our facilities in manufacturing. Our new methods have taken the place of some of our older ones in the production of crepe flowers, wax flowers, baskets and in the preserving of cycas.

Why is it that so many florists are talking about the Boston Floral Supply Co? Because in a little over four years we have grown to be the largest producers of wax flowers for florists use in the world. Why is it that the demand for wax flowers, wreaths, sprays, etc., is greater today than ever? Because the Boston Floral Supply Co. has created this demand by manufacturing an article which is both practical and within the reach of the mass of the people.

Hundreds and hundreds of florists throughout the country have taken advantage of the popular demand for our artificial flowers, wreaths, sprays etc. It would surprise you if you knew how many florists have established themselves permanently in the artificial flower business together with their regular florist trade, and it is nothing but natural that this should be the outcome, as a combination of our artificial flowers with the natural flowers produces a pleasing and lasting effect.

Why can the Boston Floral Supply Co. save you from 25 to 33%. The Boston Floral Supply Co. has answered this question.

1st. We manufacture our own wax flowers, wax designs, baskets, boxes, wire frames and preserve our own cycas. We are large manufacturers and buy our raw material in large quantities.

2nd. Our main object is to manufacture on a large scale. This helps us to reduce the cost of production. We depen

OUR CUT EVERGREEN

YOU can save a goodly sum placing your orders for Cu

Why? Because running with a successful supply house duction. You derive the be concentrating your purchases express charges. By buying will reduce much delay and t

Then again you may telep drop us a postal, for your want to a free call if we get his trad

Place your orders with us and have no regrets. We ca Carnations in all colors, A flowers. Our stock of Everg etc., is as good as the best.

WAX FLOWERS

WAX ROSES, Pink, White, Yellow, Golden Gate.

	Per 100
Very Large Size	$3.50
Large Size	2.50

CREPE ROSES, Pink, White, Golden Gate and Russell color. Per 100 ..... $2.50

CARNATIONS, Pink, White, Golden Gate. Per 100..... $2.50

SWEET PEAS, Pink, White, Lavender. Per 1,000..... $5.50

EASTER LILIES, per 100.... 4.00

CALLA LILIES, per 100..... 4.00

ORCHIDS, 3 colors, per 100... 4.00

CYCAS

Size	Per 100
8-12	$ 3.25
12-16	4.00
16-20	4.75
20-24	5.75
24-28	7.00
32-36	9.50
36-40	11.50
40-44	13.25
44-48	15.00

We preserve our own cycas. They are handsome, pliable, and do not mold.

MAGNOLIA LEAVES.

Best quality. Per carton..... $1.75

MAGNOLIA WREATHS

Beautifully decorated with Roses, Carnations, Sweet Peas, Lilies, Etc. Each wreath securely packed in a telescope box.

10-inch Frame, per doz	$10.00
12-inch Frame, per doz	13.00
14-inch Frame, per doz	17.00

WAX DESIGNS

8-inch	Each $ .75
10-inch	Each 1.10
12-inch	Each 1.35

SPRAYS

Tinfoil wrapped, made of Roses, Carnations, Sweet Peas, Etc. Prices, each..... $0.75, $1.00, $1.50

PRICES SUBJECT TO

BOSTON FLORAL

Wholesale Florists and Dealers in Cut Flower
Manufacturers of Artificial Flowers, Wax Designs,

Office-Salesrooms: 15 Otis St., 96 Arch St., BO

1920

business. Stop to consider, Mr. Florist, before you SUPPLIES for this season.

OWER AND EPARTMENT

ney before the season is over by **rers** and **Evergreens** with us. lower department in connection s us to reduce the cost of pro- You derive further benefits by place. This will reduce your owers and supplies together, it save many disappointments. telegraph us at our expense, or feel that a customer is entitled

t Flowers and **Evergreens** ll line of Roses in all lengths, Gladioli, and other seasonable such as Plumosa, Maidenhair,

upon a large volume of business, adding only a small profit to the manufactured article. You buy direct, this eliminates the middleman's profit.

3rd. Very often we have large raw stocks on hand. Our prices are based principally upon the cost of the raw material. In this way you are protected against a rising market.

4th. Our service is prompt and courteous.

5th. We are not only anxious to have you co-operate with us by buying our goods, but we also want you to co-operate with us by your criticisms. It is only through criticism of others that we can expect to grow.

DISPLAY

We believe there is nothing that goes so far to encourge buying and stimulate trade as a display of merchandise. No matter whether you have a large business or a small business you should always have a display in your windows, on your wall or on your shelves. If we had no display, we could not sell much of our goods.

We believe there is nothing more beautiful than a display of a few of our magnolia wreaths, wax designs, sprays, etc., in your window. Do not you think you should look into the matter of giving us a trial order amounting to $25.00, more or less, and seure some of our wax flowers, foliage, ruscus, wire frames, moss, cycas, etc., and make up a display yourself in your own store? If you feel that you are not expert enough to make up a beautiful spray or wax design, such as a cross, anchor, star or wreath, we will gladly send you the designs already made up. Think it over, and see if this small investment is not a most appropriate one for you. We have suggested this to many florists and they have thanked us for doing so.

We also think you ought to have an assortment of our baskets amounting to $25.00.

MANILLA BOXES

CUT FLOWER BOXES.

Size	Per 100 2-in. Lids	Per 100 Full Telescope
18- 5-3½	$ 2.75	$ 3.75
21- 5-3½	3.50	4.50
24- 5-3½	4.25	5.00
28- 5-3½	5.00	6.00
21- 8-5	5.00	6.00
30- 5-3½	5.40	6.75
24- 8-5	5.80	7.00
28- 8-5	6.40	7.75
30- 8-5	8.80	10.00
36- 8-5	9.75	11.75
30-12-6	11.00	12.75
36-12-6	11.50	13.50
36-14-6	13.50	15.00

Printing free on lots of 500 or more. In smaller lots, $1.25 per 100; gold ink, $2.50.

WREATH BOXES.

Size	Per 100 2-in. Lids	Per 100 Telescope
16-16-5	$ 8.50	$ 9.50
16-16-7	9.25	11.00
18-18-6	9.50	12.00
18-18-8	10.50	13.50
20-20-6	11.50	14.50
20-20-9	13.00	15.50
22-22-6	13.00	16.50
22-22-9	16.50	18.00

BOUQUET BOXES.

19- 9-8	$10.50

ANGE WITHOUT NOTICE

SUPPLY COMPANY

d Hardy Cut Evergreens and Florists' Supplies
kets, Boxes, Wire Frames and Preservers of Cycas

ON, MASS. **Telephones Main 2574-3525.** **Unknown Customers Kindly Send References or Cash with Order.**

ERNE & COMPANY
—WHOLESALE FLORISTS—
30 E. Randolph Street, L D. Phone, Randolph 6578. CHICAGO, ILL.
Mention the American Florist when writing

E. F. Winterson Co.
166 North Wabash Avenue, L. D. Phone Central 6004. CHICAGO
We offer the best Gladiolus on the Chicago market in quantity; also Asters, Roses, Carnations, Adiantum, Fancy Ferns and Smilax by the case. Our supply department is complete. Ribbons, Chiffons, Boxes and Wire Work are our main items. Try us.

Milwaukee, Wis.

HEAVY SUPPLY IN ALL LINES.

Market conditions, as to supply and demand for the past week, were no improvement over that a week previous. Asters, gladioli and other outdoor stock still continues in large supply. The same can be said of roses, which show the effects of the unusually hot weather the last few days. September 7, the official thermometer registered 90 in the shade, and with a hot south wind, it was indeed "good old summer time."

FLORISTS' CLUB MEETING.

It certainly must have made a good impression on President Kennedy to greet nearly half of the total membership at the meeting, September 4. Some of the local boys who attended the Detroit convention were on hand, but left it to C. C. Pollworth to give the report of their trip; the very successful way the Detroit florists had of making this convention the most enjoyable and instructive one held for many years past, and that our bowling team was second best on the list (reading backward), undoubtedly due to the fact that some our best bowlers were not there. Due to the energetic and painstaking work of the club's state fair committee, the flower beds and numerous boxes are in fine shape at this time. In trying to boost the exhibition end, the chair appointed a committee of six to visit the trade, especially the retailers, in order to get this department to make a better showing than ever before. The fair dates are September 8-12. It might be added that the members of the florists' skat club are now numbered among the regulars.

NOTES.

The Holton & Hunkel Co., and the C. C. Pollworth Co. were busy staging their exhibits at the fair grounds, Sunday, Sept. 7.

Besides a good daily cut of Premier, Columbia and Ophelia roses, the Cudahy Floral Co. is consigning a heavy cut of American Beauties to Gust. Rusch & Co.

Visitor: M. Dale, Houghton, Mich.

E. O.

St. Louis.

TRADE CONDITIONS CONTINUE SLOW.

The market has been rather quiet during the past two weeks, with no unusual demand to strengthen the situation. Gladioli are arriving in good supply and the better grades bring fair returns. A few very fine asters are offered and meet with good sale. Roses have been arriving in good condition, but the demand has been nothing unusual. Russell and Premier are the leaders. Dahlias are beginning to make a showing, and a few weeks will see them in plentiful supply. Greens are sufficient to meet all needs.

NOTES.

L. P. Jensen received a surprise a few days ago when he was elected president of the National Association of Gardeners at the Cleveland convention of that organization. We congratulate him on the honor, and know he will make a good presiding officer. The post also carries with it a seat on the board of directors of the Society of American Florists.

The annual Veiled Prophets' ball, abandoned the last few years on account of war conditions, is scheduled for October 7. It will probably be a greater event than ever, and is always a source of good business to the florists. Thousands of corsages are used for this occasion.

The new home of the St. Louis Wholesale Cut Flower Co. is fast nearing completion. When finished, it will be one of the finest establishments of its kind in the country.

W. A. Rowe reports his foreman, Gerard Denys, on the sick list. That means more work for W. A., but he says he likes it. More power to him.

The Windler Wholesale Floral Co. reports a good call for asters. Al. Gumz, manager, has been on a short vacation, an auto trip to Kansas City, Mo.

Wm. C. Smith's rose growers are beginning to cut quite heavily. From the present outlook, stock should be both good and plentiful.

C. A. Kuehn has been receiving very good asters and liberal shipments of roses which are moving freely.

The visit of President Wilson used up vast quantities of roses and the downtown stores reaped a harvest.

J. J. W.

Kansas City, Mo.

LOCAL SUPPLY INCREASES SLIGHTLY.

There has not been much change in market conditions during th past week other than a slight increase in the home grown supply coming to this city. Asters are much improved and are leaders in the sales. Gladioli are plentiful and are also making a better showing due to the cooler weather prevailing. Ophelia, Russell, Premier and Columbia are the quality roses and the supply is more plentiful than at any time since last spring.

NOTES.

H. Kusik & Co. report good business and the demand is met daily with a good supply of gladioli, roses and asters. The wire department is busier than usual.

William L. Rock and wife have returned from a vacation spent at northern points of interest. They report a most delightful trip and splendid weather.

T. J. Noll & Co. report stock more plentiful and improved in quality which cleans up unusually well with a good local and shipping demand.

W. J. Barnes reports wedding orders are beginning to arrive. The call for funeral flowers has been moderate.

A. Newell has his force busy with strawflower arrangements. He reports fall trade opening well.

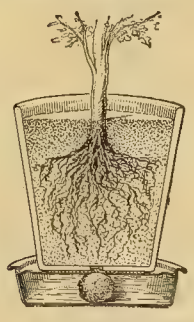
Charles Thomas, of the Rosery, has finished alterations and re-decorating at his store.

Visitors: Robert Newcomb, Burlington, Ia.; James Karins, Philadelphia, Pa.; Julius Dilloff, New York. E. J. B.

— THE —
Meyer Florist Thread

Comes put up 16 oz. of actual thread to the lb., 2 oz. to the spool. Compare our thread with any other you are using and you will see a vast difference in the quality as well as the price and yardage of each spool.
— Manufactured by the —
JOHN C. MEYER FLORIST THREAD WORKS
1500 Middlesex Street, LOWELL, MASS.
Mention the American Florist when writing

Sell More Potted Plants



You can easily double your plant trade by showing your customers how easy it is to grow potted plants with a
Little Wonder Plant Irrigator
They keep your plants watered just right. Wholesale price, $20.00 per 100.
If your supply house does not carry them send us their name with your order.
Sample by mail, 35c
The Wonder Plant Irrigator Co.
2544 N. Clark St., CHICAGO

John Kruchten Co.

30 East Randolph Street, WHOLESALE FLORISTS L. D. Phone Central 8016-8017. CHICAGO, ILL.

Mention the American Florist when writing

E. C. AMLING CO.

The Largest, Best Equipped, Most Centrally Located

WHOLESALE

CUT FLOWER HOUSE

IN CHICAGO

169-75 N. Wabash Ave., CHICAGO

L. D. Phones

CENTRAL 1977 and 1978

Mention the American Florist when writing

MILLER & MUSSER

Wholesale Florists

179-181-183 North Wabash Avenue, CHICAGO

Mention the American Florist when writing

A. L. Randall Co.,

Wabash Ave. and Lake St., CHICAGO, ILL.

Wholesale Cut Flowers, Florists' Supplies.

Mention the American Florist when writing

WEILAND-RISCH CO.

FLOWER GROWERS

TELEPHONE CENTRAL 879 154 N. WABASH AVE. CHICAGO ILLINOIS

Mention the American Florist when writing

George Reinberg

WHOLESALE FLORIST

Extra fancy Ophelia, Sunburst, Columbia, Russell, Milady, White Killarney and Killarney Brilliant Roses. All orders given prompt attention. Try us.

162 N. Wabash Av., CHICAGO

1920 Catalogue

48 Pages for Florists

Sent free on request.

THE JOHN HENRY CO.

LANSING, MICH.

Mention the American Florist when writing

Wire Hanging Baskets

Price List, 1919. Plain Wire Hanging Baskets.

10-inch	$1.75	14-inch	$3.00
12-inch	2.25	16-inch	4.50

SHEET MOSS in bags, per bag, $2.00

Our Sheet Moss is the best value for the money in the market.

Michigan Cut Flower Exchange, 264-266 Randolph St., DETROIT, MICH.

Mention the American Florist when writing

Wholesale Flower Markets

Chicago.

CURRENT PRICE LIST.

		Dozen	
Roses,	Beauty	$ 1.50@	$ 5.00
		100	
"	Mrs. Chas. Russell	5.00@	20.00
"	Columbia	5.00@	15.00
"	Hoosier Beauty	4.00@	10.00
"	Killarney Brilliant	3.00@	10.00
"	Killarney	3.00@	10.00
"	White Killarney	3.00@	10.00
"	Richmond	3.00@	10.00
"	Prince de Bulgarie	3.00@	10.00
"	My Maryland	3.00@	10.00
"	Mrs. Geo. Shawyer	3.00@	10.00
"	Milady	3.00@	10.00
"	Sunburst	3.00@	10.00
"	Mrs. Aaron Ward	3.00@	10.00
"	Hadley	3.00@	10.00
"	Ophelia	3.00@	10.00
"	Double W. Killarney	3.00@	10.00
"	Mrs. Moorfield Storey	3.00@	10.00
"	Champ Weiland	3.00@	10.00
"	Stanley	3.00@	10.00
"	Francis Scott Key	3.00@	10.00
"	Bayard Thayer	3.00@	10.00
"	Cecile Brunner		3.00
"	George Elgar		3.00
"	Baby Doll		3.00
"	Nesbit		3.00
"	Our selection		4.00
Carnations		3.00@	4.00
Cattleyas, per doz.		10.00@	12.00
Daisies		1.50@	2.00
Gladioli		4.00@	6.00
Valley		12.00@	15.00
Calendulas		2.00@	4.00
Callas			15.00
New Ferns	per 1,000		3.00
Galax	per 1,000	1.50@	2.00
Leucothoe		1.00@	1.25
Mexican Ivy	per 1,000	5.00@	6.00
Plumosus Strings	each	.60@	.75
Smilax	per doz.	2.50@	3.00
Sprengeri, Plumosus Sprays			3.00
Boxwood, 35c per lb., per case			9.00

ZECH & MANN

WHOLESALE FLORISTS

30 E. Randolph St., CHICAGO

Telephone Central 3284

Mention the American Florist when writing

THE CHRYSANTHEMUM MANUAL

By Elmer D. Smith

FOURTH EDITION

Price 60 Cents. Cash with Order.

American Florist Co.

440 S. Dearborn St., Chicago

Tonner Wholesale Florists

Dealers in Supplies Chicago Ill.

30 East Randolph Street.

Mention the American Florist when writing

Percy Jones

INC.

Wholesale Florists

30 E. Randolph St., CHICAGO ILL.

Mention the American Florist when writing

DAHLIAS

They have their season now and you cannot afford to omit them from your daily display. We have Dahlias for every purpose. For: Funeral work—Decorative purposes—Basket work. And there is nothing in the market at this time of the year that will make a better showing and that you can find quicker sale for.

Start the season right—make a Dahlia show. It will pay you.

THE LEO NIESSEN CO., 1201 Race St., Philadelphia, Pa.

Philadelphia.

BIG SUPPLY OF FINE QUALITY.

The past week in the flower market was a period of continuous oversupply. The quality of the stock has never been excelled, if equalled, for the season. Quantity features were fine indoor asters, good new crop roses and quantities of gladioli. There were Easter lilies, as well as rubrums and a few cattleyas. Golden Glow chrysanthemums are also offered. Field-grown asters, larkspurs, clematis, white hydrangeas, single and double cosmos and dahlias were also offered in large assortments. The demand was light; better than last year, perhaps, but there is unquestionably more stock on hand than at this time a year ago. Prices are holding fairly steady, particularly for all high-grade stock, while inferior qualities are sold in quantity lots at very low figures. It is thought that asters will be out of the market in from a week to 10 days, giving a little more elbow room for the dahlias, sales of which will start in earnest about September 15. Premier and Columbia roses are now coming strong. Russell is also plentiful, but like the others, mostly short stemmed, although there are specials of all three to be had. Those who have planted heavily of Premier, will be on the anxious bench for the next month or so, by which time it will have so far advanced as to demonstrate its worth locally as a forcing variety.

PROBLEM OF MOVING SURPLUS STOCKS.

In speaking of the difficulty of handling or moving surplus stock at this time, one of the large wholesalers ventured the opinion that the retailers had made too much money the past season, and some of them were still too busy spending their last season's profits, to buckle down to business. He said this was proverbial of many of the street men, who when they had a good Saturday, would not try to follow up their advantage, but enjoyed what to them was a good time, as long as their money lasted, when they would then come around again, looking for bargains, and try and recuperate their fortunes.

GROWERS OPTIMISTIC

The plant growers are taking a rosy view of the future as scarcely any of them, from the orders already received, feel they will have stock enough to last the season through. There has never been a better stock of ferns of the nephrolepis varieties than is offered this fall. Palms there are, but all growers of kentias, arecas and phœnix are very chary about taking large orders, preferring to make as large a distribution as possible. The retailers who want cyclamens, poinsettias and begonias for the coming holiday seasons, should place their orders very soon to avoid dissappointment.

NOTES.

W. A. Hansen, representing the E. C. Amling Co., Chicago, made a flying visit Saturday last. Mr. Hansen thought Chicago took better care of the rose growers, than did the wholesalers of the Quaker City. They did this, he said, by holding up the price of the outside and other flowers, with the result that more roses were used. When reminded of the rose situation in Chicago last May, when they were jobbed out so low to department stores, he said that was owing to special weather conditions. He was much impressed with the appearance of the H. H. Battles store and Century Flower Shop.

"Say it With Flowers" week is being pushed by the local florists in no uncertain manner. There is to be a general decorating of all the shops and a parade of the florists with autos decked with flowers and carrying the slogan is to be a feature October 8. The Milwaukee plan to obtain funds for advertising is to be adopted and a special meeting of the trade to consider details has been called for Monday, September 15, at the Adelphia hotel.

EDWARD REID

Roses, Asters, Gladioli. All Seasonable Flowers.

This is the exclusive shop, only one block from Express Depots.

1619-1621 Ranstead Street, PHILADELPHIA, PA.

Wholesale Flower Markets

BUFFALO, Sept. 10. Per 100

Roses, Beauty, Special	30.00@	40.00
" Fancy	20.00@	30.00
" Extra	10.00@	20.00
" 1st	8.00@	10.00
" Killarney	3.00@	5.00
" My Maryland	3.00@	8.00
" Sunburst	3.00@	8.00
" Ward	3.00@	4.00
" Columbia	6.00@	15.00
" Ophelia	3.00@	10.00
" Russell	6.00@	10.00
" Shawyer	3.00@	10.00
" Bon Silene	2.00@	3.00
Cattleyas	85.00@	100.00
Sweet Peas	.50@	1.00
Asparagus Sprengeri	.35@	.50
Ferns per 1,000	2.00	
Calendulas	2.00@	3.00
Smilax		25.00
Gladioli	2.00@	4.00
Asters	1.00@	3.00
Japan Lilies	8.00@	10.00
Auratum Lily		15.00
Pond Lily	2.00@	3.50

BOSTON, Sept. 10. Per 100

Roses, Beauty	12.00@	25.00
" Killarney Queen	2.00@	6.00
" White & Pink Killarney	2.00@	6.00
" Double White Killarney	6.00@	12.00
" Killarney Brilliant	2.00@	8.00
" Hadley	6.00@	12.00
" Mock	2.00@	4.00
" Mrs. Chas. Russell	6.00@	12.00
" Taft	2.00@	8.00
" Milady	2.00@	8.00
" Ward and Hillingdon	2.00@	8.00
" My Maryland	2.00@	8.00
Carnations	12.00@	15.00
Easter Lilies	10.00@	20.00
Valley	6.00@	10.00
Gladioli	4.00@	8.00

CINCINNATI, Sept. 10. Per 100

Roses, Killarney	4.00@	12.00
" Mrs. Chas. Russell	6.00@	18.00
" Ophelia	4.00@	10.00
" Richmond	4.00@	10.00
" Sunburst	4.00@	10.00
" Shawyer	4.00@	10.00
" Columbia	6.00@	18.00
Lilium Giganteum	12.50@	15.00
Cattleyas	1.00@	3.00
Carnations	4.00@	12.00
Callas	10.00@	12.00
Calendulas	1.50@	3.00
Easter Lilies	12.50@	15.00
Sweet Peas	.50@	2.00
Tulips	4.00@	8.00
Daffodils	5.00@	6.00
Iris Tingitana	12.00@	15.00
Jonquils	4.00@	6.00
Snapdragons	6.00@	10.00
Gladioli	3.00@	5.00
Asters	2.00@	4.00

Write For Our

Price List

On Cut Flowers

H. G. BERNING

1402-4 Pine St., St. Louis, Mo.

Mention the American Florist when writing

BERGER BROS.

Roses, High Grade Asters, Zinnias

GLADIOLUS

1225 Race St. Philadelphia, Pa.

Pittsburgh Cut Flower Co.

WHOLESALE FLORISTS

116-118 Seventh Street,

PITTSBURGH, - PA.

Growers of Quality Flowers.

MASTICA

Used for glazing greenhouses. Put up in gallon cans.....$2.25

Rubber Putty Bulb (12-oz. size)..... 1.25

Geo. H. Angermueller Co.

Wholesale Florists, 1324 Pine St., ST. LOUIS, MO.

Wholesale Florists' Supplies

THE HOUSE OF MERIT

Staple Baskets and Seasonable Novelties in Quantity.
Send for Our Catalogue.

JOS. G. NEIDINGER CO.

1309-1311 N. 2nd St., Phila., Pa.

Wm. Dych, the enterprizing North 2nd street retailer, has purchased the property at No. 1414, next door to his present location, which he is remodeling. As the work is about finished,

C. C. POLLWORTH CO.
EVERYTHING in the line of Cut Flowers, Plants and Florists' Supplies.
MILWAUKEE, WIS.

HOLTON & HUNKEL CO.
462 Milwaukee St., Milwaukee, Wis.
Wholesalers and Growers of Choice Cut Flowers and Greens

H. Bayersdorfer & Co.
The Wholesale Supply House of America . . .
EVERYTHING THE BEST IN FLORISTS' SUPPLIES
1127 Arch St., Philadelphia, Pa.

he has moved in, and will have, when his new fixtures are in place, an up-to-date flower shop. A small greenhouse is to be erected in the rear, which will add greatly to his facilities. K.

Pennock-Niessen Baseball.

The return baseball match of the employes of the S. S. Pennock and Leo Niessen companies was played Saturday, August 30, at Richboro, Montgomery county, Pa. Elmer W. Gaehring had invited the boys to his country place so that he could entertain them after the game, which he did most bountifully with a sumptuous country dinner, followed by an hour of selected moving pictures, all of which was very much enjoyed. A fife and drum corps helped to enliven the occasion with patriotic airs.

Mr. Gaehring welcomed his guests in a neat speech, referring to the spirit of comradeship as shown in the clean game that had just been played by employes of rival firms. He then introduced Charles H. Grakelow, who, in an inspiring address, pictured people of this country village, in his comparison of city and country life; that each had its advantages to be equally enjoyed by those loyal to their community.

The game was very interesting, being much closer than the first contest a week ago. The Pennock team had much the same line up as before, but the Niessen nine had been considerably strengthened, the principal addition being a new battery, which kept the heavy hitters of the opposing nine guessing. After the disasterous third inning, in which the Niessens scored six runs, Kilgallen was relieved by Russell, who only allowed two more runs. There were several close decisions which Umpires Angele and Gannon handled like veterans. The Pennocks played a good uphill game, making several promising rallies, but the hit that was needed never came and the Niessens won, the score being 9 to 6.

Box Score

Leo Niessen Co.	R.	H.	S. S. Pennock Co.	R.	H.
Ewing, lf	1	3	Doughten, 3b	0	0
Klinger, s.s	1	0	Swan, c	2	1
Mayer, 3b	1	1	Killgallen, p	1	1
McLoub'n, 2b	2	0	Cox, 1b	0	1
Higgins, c.f	3	3	Davis, lf	1	0
McMann, r.f	1	1	Russell, s.s	1	1
Ruley, 1b	0	0	Kenneday, 2b	0	0
Birnbauer, p	0	1	Gave, rf	0	1
Lee, c	0	1	Culbertson, cf	1	1
	9	10		6	6

	1	2	3	4	5	6	7	8	9
NIESSEN	0	1	6	2	0	0	0	0	x—9
PENNOCK	1	1	0	1	2	0	1	0	0—6

GUST. RUSCH & CO.
Wholesale Florists
Jobbers in FLORISTS' SUPPLIES.
Phone Main 1245. P. O. Box 206
444-446 Milwaukee St., Milwaukee, Wis.

Wholesale Flower Markets

PHILADELPHIA, Sept. 10. Per 100

Roses, Beauty, special	30.00@	40.00
" " fancy	15.00@	20.00
" Mrs. Chas. Russell	6.00@	20.00
" Killarney	2.00@	6.00
" Hadley	6.00@	15.00
" Sunburst	4.00@	10.00
" Wards	3.00@	6.00
" Ophelia	4.00@	12.00
" Columbia	6.00@	20.00
Easter Lilies	20.00@	25.00
Snapdragons	4.00@	6.00
Calendulas	2.00@	3.00
Adiantum	1.00@	1.50
Smilax		.25
Asparagus Strings	.50@	.75
Asparagus bunches		.50
Dagger and Fancy Ferns, per 1,000	3.00@	4.00
Gladioli	2.00@	6.00
Dahlias	2.00@	6.00
Tritomas	4.00@	6.00
Chrysanthemums, Golden Glow		25.00

ST. LOUIS, Sept. 10. Per 100

Roses, Hadley	2.00@	6.00
" Killarney	1.00@	4.00
" White Killarney	1.00@	6.00
" Hoosier Beauty	1 50@	10.00
" Russell	2.00@	15.00
" Ward	1.00@	3.00
" Mrs. Shawyer	2.00@	8.00
" Sunburst	2.00@	6.00
Ferns	2.00	
Carnations	1.00@	3.00

PITTSBURGH, Sept. 10. Per 100

Roses, Beauty, special	25.00@	30.00
" " fancy	15.00@	20.00
" " extra	8.00@	12.00
" " No. 1	3.00@	6.00
" Hadley	4.00@	15.00
" Killarney	3.00@	10.00
" Sunburst	3.00@	10.00
" Mrs. Aaron Ward	3.00@	8.00
" Russell	4.00@	15.00
" Columbia	4.00@	15.00
" Ophelia	4.00@	10.00
" Hilda	3.00@	10.00
Carnations	2.00@	3.00
Cattleyas		50.00
Ferns, per 1,000	2.50	
Sweet Peas	1.00@	2.00
Gladioli	4.00@	6.00
Phlox	3.00@	4.00
Delphinium	4.00@	6.00
Daisies	1.00@	2.00
Asters	2.00@	4.00
Galax	1.50	
Plumosus	.35@	.50
Sprengeri	.35@	.50

WINFIELD, KAN.—H. L. Cain, of Wichita, has purchased the Vaughan Flower Shop, including greenhouses. He will take charge immediately.

FANCY FERNS (Special Picked) Leave us your order for regular shipments.
C. A. Kuehn, WHOLESALE Florist
All Seasonable Cut Flowers | Mfr. and Dealer in "Florists" (Brand) Supplies
1312 Pine Street, ST. LOUIS, MO.
Mention the American Florist when writing

McCALLUM CO
Florists' Supplies
PITTSBURGH, PA.
Mention the American Florist when writing

Philadelphia Wholesale Florists' Exchange
Roses, Dahlias, Gladioli
Up-to-the-Minute Service. Satisfaction Guaranteed.
1615 Ranstead St., Philadelphia, Pa.

MINNEAPOLIS, MINN.
RICE BROTHERS
Wholesale Florists and Supplies
218 North Fifth St.
Send list in for quotations.

MILWAUKEE, Sept. 10. Per 100

Roses, Killarney, W. Killarney	3.00@	8.00
" Ward	3.00@	6.00
" Mrs. Chas. Russell	6.00@	15.00
" Ophelia	3.00@	8.00
" Columbia	6.00@	15.00
" Hoosier Beauty	4.00@	8.00
Carnations, assorted	2.00@	3.00
Cattleyas, per doz.		9.00
Gladioli, per doz.	.50	
Gypsophilia	.25@	.35
Rubrums	4.00@	6.00
Asters	2.00@	3.00

New York.

DULL PERIOD BELIEVED AT END.

It is now believed that the past week brought business dullness to its limit, and that there is now about to be an upward turn. The first indications of an improvement, though slight, occurred September 5-6. The previous days of the week had been shockingly dull. Nothing is ever expected of Labor day, and this year confirmed precedents. The next three days were rainy and generally disagreeable. An immense stock of asters, dahlias and gladioli kept pouring in; a little would sell in the morning, and the problem was, what to do with the surplus. There was also an oversupply of roses, though it was not as great as in the above mentioned stocks. The number of carnations also increased, and a limited supply of chrysanthemums are now seen. In roses, there is now, for the season, exceptionally fine stock of Columbia. This rose, if it keeps its present gait, is bound to be a winner. It makes fine stems and has fewer thorns than some other varieties. It is prolific, and as it opens up, shows fine color. The retailers agree—and they should know—that it is a good keeper. These seem to cover the main points for a good rose. Leaving out American Beauties and Francis Scott Key, Columbia is now the only rose on the market that is showing good specials in quantity. There has been some increase in the supply of orchids, but they are yet held at stiff prices. One may reasonably expect them to keep well up in price for the season soon to open. Numbers of plants will go into private collections, and unless the quarantine is relaxed, none can be imported. A light supply of lily of the valley is on the market. Occasionally, a small lot of Easter lilies come in, and sell at 25 to 30 cents per flower, but there are too few to be able to call them factors. There is quite a stock of rubrums, and they are slow. White bouvardia moves fairly well. A miscellaneous stock consisting of gaillardias, zinnias, delphiniums, tuberoses and other flowers, is on the market and has some call.

September 8.—With a heavy supply of stock, a high temperature and humidity, the market is stagnant. Unless the weather turns cooler, there is no prospect of relief.

FLOWERS' PLACE IN PERSHING WELCOME.

Just what part the florist business will play in the great celebration in honor of General Pershing, which, beginning September 8, will continue for three days, cannot now be stated. A story has been published that a young lady will "strew flowers in his path," and that she is so beautiful that she has already had over one hundred offers of marriage. One may doubt whether that story was published to honor the general, or put the young lady in the spotlight. Mayor Hylan, who in general has no use for "magnates," particularly street railway magnates, cannot get along without some of them in an event like this. So on his hand-picked committee of reception, Rodman Wanamaker—a clever gentleman, we believe—has been given a prominent place. On the evening of September 8, Mr. Wanamaker gave a dinner at the Ritz-Carlton hotel to the General and his staff. On the evening of September 10, there will be a dinner given to the General at the Waldorf, at which Mr. Wanamaker will be toastmaster and at which General Pershing, Secretary of War Baker and Mayor Hylan will speak. At both these events, we have reason to expect that elaborate floral decorations will be seen. A woman, Lillian Bell, has written an article for the Tribune, which expresses a deeper sentiment than usually pervades an applauding throng. We quote in part:

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No connection with any other concern.
Prompt and careful attention to Mail, Telegrah and Telephone Orders.

"Throngs will press him on every side. Flowers will be strewn in his pathway. Women and men will shout his name and wave flags and cheer and applaud him. And he will bow and smile. But his smile will be grave and his face will be sad, for he will know that he is facing us—the women whose sons and brothers and husbands and sweethearts lie dead on the other side of the world. We are scattered from Maine to Texas and from Washington to Florida. In spirit, we will be thronging his pathway, reaching out our empty hands to him, and crying: "Those gallant, laughing boys, splendid and unafraid, whom we trusted to your care? How did they die?' And he will be saying: 'They died as soldiers should. They were true and brave. They were true to the training of American mothers, true to their country, true to the traditions of our pioneers. Facing forward they died—always facing forward!' "

NOTES.

J. Spiro, for several years past, buyer for Charles Abrams, of Brooklyn, has resigned the position, and about October 1, will open his own store at Fifth avenue and 47th street, this city. He is a clever and popular young man, and will doubtless make a success of the venture.

Ralph Armstrong, wife and daughter, have returned from Newport, R. I., where they spent the summer. C. F. Dailey, who has been in charge of the store during their absence, now takes his vacation.

A. T. Bunyard spent several days of the past week in this city, and also arranged an elaborate wedding decoration in New Jersey. He returned to Newport, R. I., September 4.

President Kessler, of the florists' club, who, with his family, went to the Adirondacks after the Detroit convention, has returned, and is now buckling down to business.

Mrs. Leikens, who has been attending to her Newport, R. I., store during the summer, recently made a short visit to this city. The Newport season is about ended.

William Hanft, for many years well known in the retail trade of this city, now has a good position with A. Meyer, Madison avenue and 80th street.

August Jahn, one of the older florists of Brooklyn, died September 6. Further details will be found in the obituary column.

Paul Rigo, manager for the Henshaw Floral Co., recently returned from a month's camping and fishing in Maine.

George I. Laird, of Fulton street, Brooklyn, is patronizing the noble art of I. Walton on the Long Island Coast.

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Consignments of Cut Flowers Solicited.

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Everything in Cut Flowers
Consignments Solicited.

Alfred Kottmiller and wife have been spending a part of the summer at their country home at Manhasset, L. I.

Andrew Scott, of Wadley & Smythe's staff, has just returned from a vacation spent in the Catskill mountains.

Sidney Hoffman, of Boston, Mass., spent the first part of this week in this city.

A. F. F.

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" " extra and fancy	8.00@	10.00
" Hadley	2.00@	10.00
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" Columbia	2.00@	10.00
" Prima Donna	2.00@	8.00
" Alice Stanley	1.00@	6.00
" Double White Killarney	2.00@	8.00
" Killarney	1.00@	5.00
" " Queen	1.00@	5.00
" " Brilliant	1.00@	5.00
" Aaron Ward	2.00@	8.00
" Ophelia	2.00@	8.00
" Sunburst	2.00@	6.00
" J. L. Mock	2.00@	6.00
" Mrs. Chas. Russell	4.00@	15.00
" Premier	4.00@	10.00
Cattleya orchids, special	50.00@	100.00
Carnations	.75@	1.50
Adiantum Croweanum, and Hybridum	.50@	.75
Sweet peas	.50@	1.00
Gladiolus	.50@	3.00
Asparagus Plumosus, doz. bchs.		2.00
Smilax, doz. strings	1.50	
Delphiniums, per doz.	.10@	.15
Bouvardia, white, per doz.	.35@	.50
Asters	.50@	1.50
Lilies, Rubrums	3.00@	4.00
Dahlias	1.00@	4.00

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450 SPECIOSISSIMA	275 PERCIVALIANA	120 HARRISONIAE
417 GASKELLIANA	315 LABIATA	516 SCHROEDERAE
40 VANDA CAERULEA	50 DENDROBIUMS	546 SPECIMENS

Prices per plant, all varieties, each $1.50, $2.50, $3.50, $5.00 and $7.50.

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New York Florists' Club.

The first meeting of the New York Florists' Club after an intermission of two months, was held September 8. The day would have been called a scorcher in midsummer, and the evening was no great improvement, but regardless of the heat, there was a good attendance and much interest was manifested in the proceedings. Various reports were heard from members who had attended the Detroit convention. C. H. Totty made pleasing remarks on the unity of the club members at the convention and introduced the president-elect, A. L. Miller, who was heartily congratulated for fighting "a good fight," and winning out at Detroit. He received an ovation on entering the hall. Later, at the close of Mr. Totty's remarks, he took the platform and in a neat speech, gave credit to the club members for their unwavering support and promised to use his best efforts as president of the S. A. F. F. R. Pierson spoke at some length on the features of Quarantine No. 37, reciting a number of the hardships it imposed on the trade. The next appeal for relief is likely to be made to congress. Joseph A. Manda spoke along the same line. C. H. Totty followed in agreement with the previous speakers, and proposed that the club indorse the resolutions adopted by the Detroit convention relating to Quarantine No. 37. That was done by a unanimous vote.

Max Schling made a lengthy address in favor of the publicity movement, and was active in pushing for contributions. A considerable sum was subscribed. C. H. Totty reported for the flower show committee, and asked the members to take a personal interest in promoting the show. Secretary Young also spoke on the flower show.

A. L. Miller reported for the transportation committee to Detroit. A bill of something over $100 had been incurred for entertainment at Buffalo. It was ordered paid.

A. M. Henshaw reported for the committee that has in charge the matter of securing a more suitable meeting place. A good hall can be secured from the Engineers' club, in the Engineering building, 39th street near Sixth avenue. The committee was given full powers to act. The proposed rent will be $25 per meeting.

C. H. Totty exhibited a vase of fine stock of the rose, Frank W. Dunlop.

The house committee furnished an ample lunch, and A. L. Miller supplied an excellent brand of cigars. President Kessler, at the opening, proposed that on account of the heat, members take off their coats, many following his advice, Secretary Young being an exception, as quite sensibly, he did not bring his coat.

A. F. F.

Best Books For Florists.

The following books should be in every florist's and gardener's library. A good book on any subject in which you are especially interested is worth years of experience and should be kept convenient for reference at all times. Send prices quoted and we send the books.

Principles and Practice of Pruning.—By M. G. Kains, lecturer on horticulture, Columbia University. Covering investigations, extending over a number of years, as well as set principles based upon the laws of plant growth. 420 pages, profusely illustrated. Price $2.00.

Cabbages, Cauliflower, Allied Vegetables.—By C. L. Allen. Also contains chapters on seed raising, insects, pests and fungus diseases common to these plants. Price, 65 cents.

The Garden Month by Month.—By Mabel Cabot Sedgwick. A well classified list of hardy herbaceous and other plants arranged for each month. Illustrated. Price, $4.30.

The Orchard and Fruit Garden.—By E. P. Powell. The volume is well illustrated and the author is a practical man who knows his subject. 321 pages. Price, $1.50.

The Book of the Peony.—By Mrs. Edward Harding. A complete history of this flower, charmingly written. 259 pages and 44 illustrations. Cloth. Price, $6.00.

Plant Propagation, Greenhouse and Nursery Practice.—By M. G. Kains. For the practical man, the teacher and the amateur. 342 pages, fully illustrated. Price, $1.75.

Commercial Carnation Culture.—Edited by J. Harrison Dick. A practical guide to modern methods of growing. 262 pages, freely illustrated. Price, $1.50.

Success in Market Gardening.—By Herbert Rawson. No one in the business for profit can be without this latest edition. 271 pages and 22 illustrations. Price, $1.40.

Vines, and How to Grow Them.—By Wm. M. McCullom. A list of varieties for different locations is contained in this book of 300 pages. Illustrated. Price, $1.10.

Chrysanthemum Manual.—By Elmer D. Smith. Fourth Edition. Profusely Illustrated. Price, 60 cents.

Daffodils, Narcissi, How to Grow Them.—By A. M. Kirby. Illustrated. 233 pages. Price, $1.21.

Practical Floriculture.—By Peter Henderson. A guide to the successful propagation and cultivation of florists' plants, illustrated. 325 pages. Price, $1.60.

Landscape Gardening.—By Sam'l Maynard, 338 pages, 165 illustrations. Price, $1.50.

How to Lay Out Suburban Homes.—By Herbert J. Kellaway. Contains many useful hints. 112 pages, 38 half-tone illustrations and 15 plans and maps. Price, $2.00.

Principles of Floriculture.—By Professor E. A. White. Covers the principles of flower growing. 467 pages, illustrated. Price, $2.25.

The American Flower Garden.—By Neltje Blanchan. Well bound, 368 pages and 92 illustrations. Price, $5.35.

Lawns and How to Make Them.—By Leonard Barron. A very useful and practical work. Illustrated. Price, $1.10.

Celery Culture.—By J. C. Vaughan. The subject thoroughly covered. 59 pages, illustrated. Price, 50 cents.

The Principles of Fruit Growing.—By L. H. Bailey. Fruit culture is treated thoroughly. 516 pages. Price, $1.25.

Manual of the Trees of North America.—By Prof. C. S. Sargent. 826 pages, with over 600 illustrations. Price, $6.

The Landscape Beautiful.—By Frank A. Waugh. An interesting book. 336 pages. Illustrated. Price, $2.

Orchids: Their Culture and Management.—By W. Watson. Eight colored plates. 544 pages. Price, $10.00.

Greenhouse Construction.—By L. R. Taft. How to build and heat a greenhouse. Illustrated. Price, $1.75.

Insects Injurious to Vegetables.—By F. H. Chittenden. 163 illustrations in the 262 pages. Price, $1.50.

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Pittsburgh, Pa.—Mrs. E. A. Williams.
Roanoke, Va.—Fallon, Florist.
Rochester, N. Y.—J. B. Keller Sons.
Sheboygan, Wis.—J. E. Matthewson.
Toledo, O.—Mrs. J. B. Freeman.
Toronto—Dunlop's, 8 and 10 W. Adelaide St.
Washington, D. C.—Blackistone, Inc.
Washington, D. C.—Geo. H. Cooke.
Springfield, Mass.—Wm. Schlatter & Son.
St. Louis, Mo.—Grimm & Gorley.
Washington, D. C.—Louise Flower Shop.
Washington, D. C.—Gude Bros.
Washington, D. C.—Geo. C. Shaffer.
Worcester, Mass.—Littlefield, Florist.
Worcester, Mass.—Randall's Flower Show.
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Orders Carefully Executed

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For Central Illinois
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Good Stock and Good Service.

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The Largest Growers of Flowers in the City.

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Mail or telegraphic orders promptly and most carefully executed.
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Exceptional Service

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The name "Malandre Brothers" on a box of flowers is a Guarantee of Quality.
Orders from other cities receive our personal attention.
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Order Your Flowers for delivery in this section from the
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Everything in Flowers
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The Seed Trade

American Seed Trade Association.

E. C. Dungan, Philadelphia, Pa., President; Wm. G. Scarlett, Baltimore, Md., First Vice-President; David Burpee, Philadelphia, Pa., Second Vice-President; C. E. Kendel, 216 Prospect Avenue, S. E., Cleveland, O., Secretary-Treasurer.

The thirty-eighth annual meeting will be held June, 1920.

THE price of bags at Chicago, September 10, was $65.00.

WINTER VETCH price is easier, dry weather preventing seeding.

A. H. GOODWIN, of the W. W. Barnard Co., Chicago, and wife, have been spending a recent vacation at Saratoga, N. Y.

GRAND RAPIDS, MICH.—The A. J. Brown Seed Co. estimates its pea crop short, but expects to deliver bean contracts in full.

CABBAGE SEED.—On the large acreage harvested, both east and west, the total production is the heaviest in the history of the country.

THE death of James C. Tait, president of George Tait & Sons, Inc., Norfolk, Va., is recorded in our obituary column this week.

ANTHONY C. VAN DER SCHOOT, of Hillegom, advises us Mr. Elliott, of the Elliott Nursery, Pittsburgh, Pa., is visiting Holland on his European trip.

THE death is announced, July 13, of Ludwig Heyn, sole proprietor of the business of Conrad Appel, Darmstadt, Germany, in his sixty-first year, after a short illness.

VISITED CHICAGO: A. T. Ferrell of A. T. Ferrell & Co., Saginaw, Mich., S. F. Willard, of Comstock, Ferre & Co., Wethersfield, Conn.; Geo. C. Thompson, of Northrup, King & Co., Minneapolis, Minn.

GRASS SEED.—Prices for grass seed on the Chicago Board of Trade September 10, were as follows: Timothy $9.50 to $11.00 per 100 pounds. September, $12.75 bid; October $11.90 sellers; $12.25 bid for March.

WERNER SCHMIDT has succeeded his father, the late Carl Schmidt, whose death was announced in these columns last June, as sole proprietor of the business of Haage & Schmidt, Erfurt, Germany, which will be continued as heretofore.

GARDEN PEAS.—Michigan, according to the government Seed Reporter, will produce 500 pounds to the acre, Wisconsin 700 pounds, Washington 750 pounds, Montana about 700 pounds. A large acreage has been abandoned in Idaho and 25 per cent in Montana.

NEW YORK importers complain that the federal horticultural inspector is making bulb importation difficult and subject to annoying red tape delays, all of which apparently belong to and go along with such embargoes, the central thought being the embargo and not the facilitation of business.

MINNEAPOLIS, MINN.—W. H. Bofferding has retired as active manager of the W. H. Bofferding Co., Inc., and the business as will be continued by C. W. Armstrong and F. H. Virtue. Mr. Bofferding has bought the Emma V. White mail order seed business, which he will carry on under the name of the Emma V. White Co., Inc., at 3010 Aldrich avenue, south.

Rice's Michigan Seed Crop Inspection.

Seedsmen who visited the extensive seed farms of Jerome B. Rice Seed Co., at Grass Lake, Mich., September 25, advance mention of which appeared in our issue of August 30, page 350, found in addition to the trials, much to interest them in the 1,200 acres devoted to the production of stock seed of beans, sweet and field corn, cucumbers, carrot, beet, turnip and rutabaga as well as more than 200 acres of transplanted radish, muskmelon, watermelon, cabbage, onion, pumpkin, squash, tomato, pepper and mangelwurzel, the crops grown solely for stock for distribution among farmers for the seed crop of 1920. Notwithstanding a prolonged drought, both trials and crops were so interesting that it was difficult to get the visitors to stop long enough for meals. The location is ideal for the work in stock seed selection which is in the capable hands of Superintendent George E. Starr, who is assisted by a number of enthusiastic young men.

Rice's Grass Lake, Mich., Seed Farms.

At Top: Topping Onions. Center: Watermelon Trial. Bottom: George E. Starr, Superintendent and Early White Bush Scalloped Squash.

Among those in attendance were: C. Herbert Anderson, with Frank S. Platt Seed Co., New Haven, Conn.; Merton L. Bamer, with Page-Phillips Seed Co., Toledo, O.; Charles W. Bolgiano, Washington, D. C.; G. F. Bradley and A. J. Crockett, of Templin, Crockett, Bradley Co., Cleveland, O.; David Don and Lee Don, New York; Allan C. Drake, with J. Chas. McCullough Seed Co., Cincinnati, O.; W. A. Hall, of Hall Seed Co., Louisville, Ky.; Harry L. Holmes, Jr., of Holmes, Letherman Seed Co., Canton, O.; F. S. Ingersol, Rocky River, O.; S. F. Leonard, Chicago; Harry Livingston, of Livingston Seed Co., Columbus, O.; Hugh Milloy, with Geo. Keith & Sons, Toronto, Ont.; Capt. J. Ward Nelson, of Sears & Nichols Co., Chillicothe, O.; Wm. Rennie Co., Toronto, Ont.; C. H. Sears, of Sears & Nichols Co., Chillicothe, O.; H. L. Shoemaker, with Page-Phillips Seed Co., Toledo, O.; Wesley D. Simon, Philadelphia, Pa.; S. F. Willard, of Comstock; Ferre & Co., Wethersfield, Conn.; S. A. Wilson, with L. L. Olds Seed Co., Madison, Wis.

Catalogues Received.

Vaughan's Seed Store, Chicago and New York, fall bulbs, seeds and plants, retail, also "Book for Florists"; Peter Henderson & Co., New York, grass seeds; Chas. Niemann, New York, bulbs and plants; A. T. Cook, Hyde Park, N. Y., potato seeds.

Pieters-Wheeler Seed Company
Growers of High Grade SEED
Gilroy, California
Beet, Carrot, Lettuce, Onion, Radish.
Correspondence Solicited.

THE W. C. PRESSING SEED COMPANY
NORWALK, OHIO.
— Growers Exclusively of —
Sweet Corn Seed

Alfred J. Brown Seed Co.
Growers of
Peas and Beans
Grand Rapids, Mich.

The Best Color Chart
For Florists, Seedsmen and Nurserymen
PRICE $1.00 POSTPAID.
AMERICAN FLORIST CO.
440 S. Dearborn St., CHICAGO

Braslan Seed Growers Company
Grower for the Wholesale Trade Only. ONION, LETTUCE, CARROT, PARSNIP, PARSLEY, CELERY, ENDIVE, SALSIFY, NAMED AND MIXED GRANDIFLORA AND SPENCER SWEET PEA AND SUNFLOWER.
SAN JOSE, CALIFORNIA

We are headquarters for the **BEST OF EVERYTHING** in

VEGETABLE SEEDS

With our Stock Seed Farms at Grass Lake, Mich., and our growing stations in every part of the United States where seeds are grown successfully, all in charge of capable and experienced men, we are equipped for and are producing

PEAS, BEANS, CORN and VEGETABLE SEEDS

of all kinds in quantity and of highest quality.

Glad to quote for present delivery or on growing contract for crop of 1919.

JEROME B. RICE SEED CO., CAMBRIDGE, N. Y.

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The General Bulb Company

Established 1883.

VOGELENZANG, HOLLAND

AMERICAN BRANCH

110 Water Street, NEW YORK CITY

Mention the American Florist when writing

Philadelphia Seed Trade.

Holland bulbs are in. The S. S. Sloeterdyk, of the Holland-America line, docked in this city, September 5, direct from Holland. C. W. Gloeckner, head of the bulb department of the Henry F. Michell Co., reports a shipment of more than 700 cases on the vessel. He is especially pleased that they were received direct, as the reshipping from New York always entails more work and considerable expense. The average increase in prices will be about 25 per cent over last year's figures. Frank Ely, for 20 years in charge of the seed department, has now entire supervision of the catalogue and publicity work. C. W. Gloeckner will combine the seed and bulb departments and manage both branches.

Onion Sets.

In the Chicago district, drought continues. The sets so far turned into warehouses on the north side are running only a little better than two bushels to the pound of seed sown, half of the crop being now housed. Independent growers are storing as usual.

The Produce Reporter of September 6, states that buyers are paying 4 to 4½ cents per pound for onion sets in the Louisville market.

Isbell-Kimball Suit.

S. M. Isbell & Co., Jackson, Mich., have begun suit against Kenneth R. Kimball, alleging that the defendant, after selling a number of bean warehouses to the complainant, resumed business in violation of an agreement not to re-enter it for 20 years. S. M. Isbell & Co. obtained an injunction against Kimball, and a hearing recently, asking for a dissolution of the order, was adjourned.

POTATO prices, in the west, depend on rains between now and September 25, severe drought being general.

PEACOCK BRAND SEEDS STANDARD OF QUALITY

Quality Seed

PEACOCK BRAND SEEDS STANDARD OF QUALITY

FOR THE

MARKET GARDENERS

OF

AMERICA

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GROWERS OF SELECTED STOCKS OF

Onion, Lettuce, Radish, Carrot, Sweet Peas, Etc.

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THE

J.C. ROBINSON SEED CO.

WATERLOO, NEBRASKA

ROCKY FORD, COLORADO.

Contract growers of Cucumber, Cantaloupe, Watermelon, Squash and Pumpkin Seed; Sugar, Flint and Field Seed Corn.

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Western Seed & Irrigation Co.

Seed Growers and Dealers

FREMONT, NEBRASKA

SPECIALTIES:

Cucumber, Muskmelon, Watermelon; Pumpkin and Squash; Sweet, Flint and Field Corn.

Write for Special Contract and Spot Prices.

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H. A. PETERSEN, Limited

SEED MERCHANTS

Brisbane, Queensland, Australia,

are Exporters of **Rhodes Grass, Paspalum Grass, Soudan Grass, Couch, Prairie Grass, Red Top Grass.** Correspondence invited.

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Garden Seeds

438 MARKET STREET

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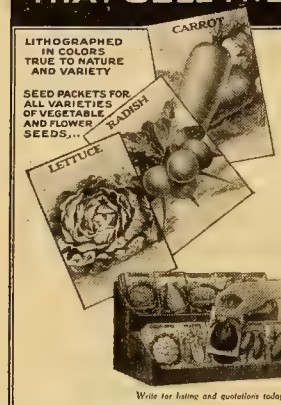
Mention the American Florist when writing

SEED PACKETS THAT SELL THE SEED



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SEED PACKETS FOR ALL VARIETIES OF VEGETABLE AND FLOWER SEEDS...

We also make a Specialty of Seed Catalog Covers, Hangers, Box Labels, Nurserymen's Plates, Lawn Grass and Bird Seed Cartons and Seed Cartons of every description. We always carry a large stock of all items for immediate shipment, and give prompt attention to orders for individual requirements.

Write for listing and quotations today

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Waldo Rohnert
GILROY, CAL.
WHOLESALE SEED GROWER
Specialties:
Beet, Carrot, Endive, Lettuce, Onion and Radish.
Correspondence Solicited.

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Grown for the Wholesale Seed Trade
HAVEN SEED CO.
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R. & M. GODINEAU
SEED GROWERS
Angers, - - France
Specialties: Beets, Mangoes, Carrots, Cabbages, Celeries, Parsleys, Parsnips, Turnips.
Growing Crops Given Personal Attention.

Mention the American Florist when writing

JAMES VICK'S SONS
Growers of
Flower and Vegetable Seeds
Get the benefit of our 69 years' experience.
All seasonable varieties.
Our stocks are very complete.
ROCHESTER, N. Y. The Flower City

Jos. Heacock Co.,
Wyncote, Pa.
Grower of Kentias.

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R. C. McGILL & CO.
WHOLESALE SEED GROWERS
SPECIALTIES IN VARIETY
ONION - CARROT - BEET - RADISH - PARSNIP
CONTRACT PRICES MAILED ON REQUEST
SAN FRANCISCO CABLE ADDRESS, "McGILL-SEED" SAN FRANCISCO CALIFORNIA

FALL BULBS
Paper Whites, 12-15, 13-15 and 14-16 cm.
Callas (white), 1½-2 in. and 2-2½ in. Dutch Bulbs.
Jap. Lily Bulbs. Narcissus, Emperor and Empress.
Paeonies, Raffia, Bamboo Canes, Etc.
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NARCISSUS PAPER WHITE GRANDIFLORA
1300 to a case. WRITE FOR PRICES.
READY FOR IMMEDIATE DELIVERY.
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For SEEDS
Flower, Vegetable and Farm
Send your inquiries to
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152 Houndsditch
LONDON, - - ENGLAND
The Premier British Wholesale and Exporting Seed House
75 YEARS UNRIVALLED REPUTATION

JUST RECEIVED
PAPER WHITE NARCISSUS, 1000 to case.
FREESIA PURITY, ¾ in. and up.
CALLA LILY BULBS.
Prices on application.
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J. M. THORBURN & CO.
53 Barclay Street, thru to 54 Park Place
NEW YORK CITY

GARDEN SEED
Beet, Sweet Corn, Garden Beans, Onion Sets and Sweet Potatoes in variety. Also other items of the short crop of this past season, as well as a full line of Garden Seeds, will be quoted you upon application to
S. D. WOODRUFF & SONS, 82 Dey St., NEW YORK and ORANGE, CONN.

EDGAR F. HURFF
SWEDESBORO, N. J.
Grower of High-Grade Seed.
TOMATO, Pepper, Eggplant, Squash, Pumpkin, Cucumber and Watermelon Seed and Field Corn on contract.
CORRESPONDENCE SOLICITED

Mushroom Growing
By B. M. Duggar
Presenting accurately the requirements for success.
260 pages, cloth, fully illustrated. Price, $1.50.
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ROUTZAHN SEED CO.
Arroyo Grande, Calif.
Sweet Pea and Nasturtium Specialists.
Wholesale Growers of full list of
FLOWER and GARDEN SEEDS

For Your Early Counter Sales

CHINESE NARCISSUS

(JOSS LILIES)

Per Mat, 120 Bulbs for $8.40
Per Basket, 30 Bulbs for 2.40
Write for prices on larger lots.

French Narcissus Paper White Grandiflora

Per case.... .....1250 to case
Per case..... ....1400 to case
Write for prices.

Calla Bulbs

1¼—1½ inch.....per 100, $ 7.00
1½—2 inch.....per 100, 10.00

Lilium Candidum

20—22 ctms .....per 100, $11 00
22—24 ctms.....per 100, 15.00

DUTCH BULBS

ARE AFLOAT

Prices are ready. It is safe to order early. Remember, late orders last year had to accept many subsitutes. Our stocks of **HYACINTHS, Fancy Forcing, Named Forcing; TULIPS, Keizerskroon, Murillo, Flamingo, Coronne d' Or,** as well as all the best **Darwins,** is complete.

PAEONIES will be higher. We have the best florists' sorts at right prices.

Write for our "Fall Book For Florists."

CHICAGO **Vaughan's Seed Store,** NEW YORK

Mention the American Florist when writing

Atascadero Seed Company

ATASCADERO, CALIF.,
Wholesale Growers of
HIGH GRADE SEEDS

We specialize in Beans, Carrots, Lettuce, Onions, Parsnip, Radish, Salsify, Spinach, and Named and Mixed Nasturtiums, and Grandiflora and Spencer Sweet Peas.
Write for Our Growing Contract Price List.

Mention the American Florist when writing

The Everett B. Clark Seed Co.

GROWERS FOR THE TRADE
Beans, Peas, Sweet Corn, Onion, Turnip, Radish, Beet, Carrot, Spinach, Etc.
Branches: Wisconsin, Colorado, Montana, Idaho, Washington. Milford, Conn

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THE C. HERBERT COY SEED CO.

VALLEY, Douglas County, NEB.
Contract Growers of
HIGH GRADE SEEDS
Cucumber, Muskmelon, Squash and Pumpkin, Sweet, Flint and Dent Seed Corn.

BRITISH SEEDS

KELWAY'S

LEADING HOUSE FOR
IMPROVED FARM ROOT SEEDS
IMPROVED VEGETABLE SEEDS
IMPROVED FLOWER SEEDS
Write for Our SPECIAL PRICES, stating, if possible, quantities required. Illustrated Catalogue Free
KELWAY & SON, Wholesale Seed GROWERS **LANGPORT, Eng.**
Cable Address: "KELWAY, LANGPORT."

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If you are interested in
POINSETTIAS
and four and five inch
BOSTON FERNS
for July delivery, write
GEO. A. KUHL, Wholesale Grower, PEKIN, ILL.

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Before Placing Orders for

SWEET PEAS, Spencers, Grandifloras, etc., ASTERS and FLOWER SEEDS in general; TOMATO, LIMA and POLE BEANS, write

JOHN BODGER & SONS CO.,
Contract Seed Growers
LOS ANGELES, CALIFORNIA

Mention the American Florist when writing

Market Gardeners

Vegetable Growers' Association of America.

H. W. Selby, Cambridge, Mass., President; C. W. Waid, Grand Rapids, Mich., Vice-President; S. W. Severance, Louisville, Ky., Secretary; Eugene Davis, Grand Rapids, Mich., Treasurer.

Next annual convention will be held at Detroit, Mich., September 9-12, 1919.

Cabbage Industry in Ohio Threatened.

Reports from different sections of Ohio indicate that the cabbage industry of that state is seriously threatened by yellows, a fungus disease which is capable of living in the soil for an indefinite period. The cabbage growers of Wisconsin have successfully coped with this trouble by the development and use of disease-resistant strains and by practicing longer rotations.

Prices of Indoor Fruits and Vdgetables.

Chicago, Sept. 10.—Cucumbers, Climax baskets, 35 to 40 cents; celery, Michigan, crate, $1.00 to $1.25; leaf lettuce, per tomato box, 12½ cents; radishes, per 100 bunches, $1.50; tomatoes, per box, 40 to 50 cents.

New York, Sept. 8.—Celery, per doz. roots, 20 to 75 cens; cucumbers, 40 to 60 cents per dozen; mushrooms, $1.00 to $3.50 per three-pound basket, tomatoes, per carrier, 25 cents to $1.25; lettuce, per package, 25 cents to $1.50; radishes, per 100 bunches, $1.50 to $2.50.

Vegetable Growers' Ass'n of America.

The eleventh annual convention of the Vegetable Growers' Association of America will be held at the Hotel Statler, Detroit, Mich., September 9-12, the first session being called to order at 10 o'clock a. m. The delegates will be welcomed to the city by Mayor Couzons, following which the reports of the secretary, treasurer and standing committees will be presented and President Selby will deliver his annual address. The features of the afternoon session will inclue a number of timely papers and discussions, among them "Co-operation Among Producers," by Hale Tenant, East Lansing, Mich.: "A Producers' Organization That Co-operates," by Dorr Buell, Cadillac, Mich.: "The Ashtabula Lettuce Growers' Association," by E. A. Dunbar, of that city: "Co-operation Among Toledo Gardeners," by Louis F. Miller, Toledo: "Co-operation in New England," by President Howard W. Selby. In the evening, Alfred Vivian, Columbus, O., will deliver an illustrated lecture on "Vegetable Growing in Foreign Countries."

On Wednesday, the principal speakers will be: Prof. A. H. MacLennan, Toronto, Ont., "Experimental Work in Connection with Ontario Vegetable Growing"; Prof. J. W. Crow, Guelph, Ont., "Developing Improved Strains of Vegetables"; Prof. E. O. Fippin, Ithaca, N. Y., "Use of Commercial Fertilizers and Lime in Connection with Vegetable Growing"; Frank Luce, Ashtabula, O., "Past, Present and Future of Vegetable Forcing"; H. H. Richardson, "Vegetable Forcing at Cleveland"; Mrs. Osborne, Ann Arbor, Mich., "Promising New Crops for Muck Land"; E. L. Woodhand, Mentha, Mich., "Growing Drug Plants on Muck Soil"; Ezra Levin, East Lansing, Mich., "Muck Land Problems"; Prof. E. O. Fippin, "Commercial Fertilizers on Muck Land." In the afternoon, a trip will be made to the trial grounds of D. M. Ferry & Co. Wednesday evening will be theater night. As the programme announces, "Pay your money and take your choice."

On Thursday morning, there will be an inspection of the east market, following which the business session will be called to order at 9:30 a. m. The following papers are announced for the morning: "Development of Vegetable Forcing at Toledo," by George Bayer; "Experimental Work in the Greenhouses at the Ohio Experiment Station," by Prof. W. J. Green, Wooster; "Some Diseases of Greenhouse Crops and Their Control," Prof. A. D. Selby,

Howard W. Selby, Cambridge, Mass.
Pres. Vegetable Growers' Association of America

Wooster; "Growing Celery in the Kalamazoo Region," Ezra Levin, East Lansing; "Onion Growing on Muck Land," C. E. Downing, Vermontville, Mich., closing with a round table discussion on diseases of muck land crops, led by Prof. G. H. Coons, East Lansing. In the afternoon the visitors will be the guests of the Detroit Market Gardeners' Association, the occasion being a boat ride, followed at 6:30 by the annual banquet at the Hotel Statler.

The Friday morning session has been designated as an "all together" meeting, the programme including: "Storage of Vegetables," by Prof. H. C. Thompson, Ithaca, N. Y.; "Extension Work for Vegetable Growers," C. E. Durst, Anna, Ill.; "Possibilities of State Association Work," Prof. L. M. Montgomery, secretary of the Ohio Vegetable Growers' Association, and a discussion of diseases of vegetables and their control, led by Prof. G. H. Coons. In the afternoon the reports of special committees will be heard and officers for the ensuing year will be elected. Saturday will be devoted to an inspection trip to the Jerome B. Rice Seed Co.'s farms at Grass Lake, Mich.

Vegetable Markets.

According to reports to the bureau of markets of the United States department of agriculture for the period September 1-8, no strong trend was shown, but most changes in prices were upward. Potatoes and onions advanced slightly. In the former, small gains continued in most sections and varieties. New Jersey sacked Cobblers strengthened at shipping points to a range of $3.30-$3.50 per 100 pounds as compared with $3.30-$3.35 the previous week. Consuming markets quoted this stock somewhat stronger at $3-$3.75. New Jersey Giants were slightly weaker at shipping points at $2.40-$2.65 and in consuming markets at $2.50-$3.10. Minnesota early Ohios advanced steadily at shipping points, reaching $2.85-$2.90 compared with $2.40-$2.65 f. o. b. last week. Carlots in Chicago advanced to $3-$3.25 per 100 pounds, compared with $2.35-$2.50 last week and with $2.40-$2.50 a year ago. Idaho Rurals strengthened to $3.50-$3.65 per 100 pounds in Chicago and carlots ranged $2.75-$2.90 in Kansas City. California sacked white stock weakened slightly, closing at $2.25 f. o. b. Shipments increased with the appearance of northern harvesting season and more favorable price conditions. Eastern sacked Yellow onion stock was firm in eastern jobbing markets, ranging $3.50-$4, but value weakened slightly in Boston. Various middlewestern yellow and red stock strengthened to a range of $3-$3.75. California yellow onions strengthened to $2.10 f. o. b. shipping points and showed a stronger range in consuming markets also at $2.75-$3.25. Cabbage followed slightly stronger range in consuming markets, but held steady in producing sections.

Rivals.

"My dear," said the wife of the eminent professor, "the hens have scratched up all the egg-plant seed you sowed."

"Ah, jealousy!" mused the professor—and he immediately began an article on the "Evidences of Envy in the Lower Grade of Bipeds."—Boston Transcript.

MIDDLEBURG, O.—The Brooklin Floral Co., has purchased 23 acres of land on Wooster pike.

KENOSHA, WIS.—Henry Meyer, well known florist of this city, who had been in business here more than 25 years, died August 27, age 56 years, following a long illness.

DETROIT, MICH.—There was but little doing in trade circles the past week. There is plenty of stock, but the demand is light. Possibly similar conditions exist elsewhere, as the numerous offers of stock indicate unusually slow business. J. F. S.

Carnation Laddie

Rooted Cuttings, Jan. 1st, 1920, Delivery.
$8.00 per 100; $75.00 per 1000. Order now
A. F. LONGREN,
4249 West Monroe St., CHICAGO, ILL.

Improved Bird's Eye
—AND—
Christmas Joy Peppers
Out of 2¼-in. pots at $6.00 per 100.
Grown from selected stock.
GENISTAS
Very bushy, 3-inch at $25.00 per 100.
4½-inch at $50.00 per 100.
A. L. MILLER, Jamaica, N. Y.

Our Convention Exhibit

Proved our stock to be the best finished and largest assortment of foliage and flowering plants in this country. Quicken your sales with a sample order for the fall opening. **Craig Quality Ferns, Dracaenas, Areca, Crotons, Pandanus** and **Ficus** will bring you profitable business. Order now.

ROBT. CRAIG CO., Branch: Norwood, Pa., **4900 Market St., Philadelphia, Pa.**

BULBS

Paper Whites and Dutch Stock
Write for Prices
Try us for Quick Supply.

The W. W. BARNARD CO.
231-235 W. Madison St., Chicago

Seed Packets

FLOWER SEED SIZES TO CATALOGUE ENVELOPES—RETURN ENVELOPES

Brown Bag Filling Machine Co.
FITCHBURG, MASS., U. S. A.

JUST OUT

BOLGIANO'S 1919 SUMMER AND FALL CATALOG OF "BIG CROP" SEEDS

Special prices for Florists and Market Gardeners. Write for a copy at once—It will save you money.

J. BOLGIANO & SON, Baltimore, Md.

Get Quotations From

LANDRETH

SEEDS WHICH SUCCEED

Bloomsdale Farm. **Bristol, Pa.**

BURPEE'S SEEDS

Philadelphia
Wholesale Price List for Florists and Market Gardeners

GEORGE R. PEDRICK & SON

PEDRICKTOWN, N. J.

Pepper, Egg Plant, Tomato, Okra, Asparagus, Rhubarb, Celery, Spinach, Beet, Onion, Beans, Cabbage, Cauliflower, Sweet Corn and Vine Seeds.
Correspondence Solicited.

WHOLESALE SEED GROWERS

Yokohama Nursery Co., Ltd.

Woolworth Building,
NEW YORK CITY
IMPORTERS
Japanese Bulbs, Plants and Seeds

MICHELL'S SEASONABLE BULBS

	Doz.	100	1000
White Callas (Aethiopica)			
1¼ to 1½ inches in diameter	$1.00	$ 7.00	$ 65.00
1½ to 1¾ inches in diameter	1.30	10.00	95.00
1¾ to 2 inches in diameter	1.75	13.00	120.00
2 to 2½ inches in diameter	2.25	15.00	140.00
Freesia "Purity"			
First Size Bulbs	.35	2.00	17.50
New Giant Colored Freesias			
Blue	1.25	8.00	75.00
Lavender	1.25	8.00	75.00
Pink	1.25	8.00	75.00
Mixed, all colors	.75	5.00	
Narcissus, Paper White Grandiflora			
First size, 13 ctms. up (1250 bulbs to case)	.40	2.50	21.00

Also All Other Seasonable Bulbs, Seeds and Supplies.
Send for New Wholesale Price List if you do not receive a copy.

HENRY F. MICHELL CO., 518 Market St., PHILADELPHIA, PA.

Teddy, Jr. FERNS Scottii

Beautifully finished stock. Ready for immediate sale.

6-in. ..... $1.00 each; $ 90.00 per 100
8-in. (Pedestal grown).. 2.00 each; 175.00 per 100
4-in. **Smithii** ..... 35c each; $35.00 per 100
6-in. **FICUS Elastica.** (Rubber Plant.) 75c

Try a sample order—you will be pleased.

HENRY I. FAUST, Wholesale Grower of Christmas and Easter Plants. **Merion Station, Pa.**

Mention the American Florist when writing

Carnations

ROOTED CUTTINGS OF

LADDIE $8.50 per 100; $75.00 per 1000.

February and early March delivery.

F. DORNER & SONS CO., Lafayette, Ind.

Mention the American Florist when writing

CHRYSANTHEMUM SPECIALISTS

Elmer D. Smith & Co.
Adrian, Mich.

Mention the American Florist when writing

GERANIUMS

S. A. Nutt, at $15.00 per 1000, up to Nov. 1st. Other varieties all sold until then.
Winter prices starting Nov. 1st.

S. A. Nutt and **Buchner**.....at $18.00 per 1000
Poitevine and **Ricard**.....at 22.00 per 1000

ALBERT M. HERR, LANCASTER, PA.

Mention the American Florist when writing

BEGONIAS

Mrs. M. A. Patten, dark pink sport of Begonia Chatelaine, good strong plants from 2¼ in. pots, $15.00 per 100. **Begonia Chatelaine,** strong bushy plants from 2¼ in. pots, $7.00 per 100.
SMILAX, nice bushy plants, from 2½ in. pots, $3.00 per 100.

Cash with order.

John R. Mitchell, Madison, N. J.

Mention the American Florist when writing

SMILAX

Extra Good, Well-Rooted Plants.
From 2-in. pots, $2.00 per 100; $18.00 per 1000.

Boston Yellow Daisies.
A special good strain; from 2-in. pots, $3.50 per 100.

Elmer Rawlings, Wholesale Grower, ALLEGANY, N. Y.

Mention the American Florist when writing

CHAS. H. TOTTY

MADISON, NEW JERSEY

WHOLESALE FLORIST

Chrysanthemum Novelties My Specialty

Mention the American Florist when writing

The Nursery Trade

American Association of Nurserymen.
J. Edward Moon, Morrisville, Pa., President; Lloyd C. Stark, Louisiana, Mo., Vice-President; Curtis Nye Smith, 19 Congress Street, Boston, Mass., Counsel; J. W. Hill, Des Moines, Iowa, Treasurer.
Forty-fifth annual convention will be held at Chicago, June, 1920.

VISITED CHICAGO: C. G. Perkins, of the Jackson & Perkins Co., Newark, N. Y.

ANOTHER English grower says the high price of Manetti stocks is due to labor conditions, that they will not pay expenses even at ten pounds per thousand, and that several seasons must elapse before the prices can become normal.

Pennsylvania Nursery Certificates.

J. G. Sanders of the Pennsylvania department of agriculture has announced that non-resident certificates issued to nurserymen from other states desiring to ship into that state, will expire October 1, 1919. As soon as new certificates for 1919-1920 are received certificates or permits will be sent to anyone expecting to ship into the state who have filed with the state department of agriculture a copy of their state certificate for the coming year. Certificates for Pennsylvania nurserymen and dealers will also require renewal for the year beginning October 1, and both resident and non-resident nurserymen are reminded that it is necessary to send applications in ample time to avoid delay.

Tree Planting Time in Missouri.

The season of transplanting, as a factor affecting the subsequent development of fruit trees, appears to have been the subject of comparatively little experimental investigation, according to the University of Missouri College of Agriculture at Columbia. A summary of the results obtained in the state from the work of the department of horticulture is of interest. Fall planting of hardy fruit trees and the majority of hardy deciduous trees and shrubs has given better results than spring planting. Late fall planting has given better results than earlier in the season and late spring planting has given as good results as early in the spring, provided the trees are kept dormant until they are set out.

Apple trees planted in the fall usually begin new root formation about January 1, from the sides of the lower main roots, after the surface soil has frozen. Early fall-planted trees have begun root growth no earlier than late fall-planted trees. New root growth apparently proceeds slowly throughout the winter, below the frost line. Apple trees planted in early fall dry out more during fall and winter than do those planted in late fall. Young apple trees having their branches pruned back in autumn, make better growth the following season than do trees pruned back in spring. This holds true whether or not the trees are transplanted.

Sour cherries when planted in late fall suffer no appreciable mortality in the fall as compared to a loss of one-third to one-half of the number of trees when planted in spring. Peaches, Japanese plums and other slightly tender species are more safely planted in spring. Pears and plums benefit by fall planting about in the same proportion as apples. Persimmons, native walnuts, chestnuts, hickories and pecans, which do not transplant successfully when dormant, do best when planted in the spring, just as their new leaves are pushing out.

The London Plane.

In a recent issue of the proceedings of the Royal Irish Academy, Prof. A. Henry, in association with Miss M. G. Flood, contributes a very interesting article on the London plane. The mystery which has always surrounded the origin of this tree, known to botanists as Platanus acerifolia. Prof. Henry has done much to solve. Never having been found in a wild state, there only remained for the London plane an origin under cultivation, but whether it was a mere seedling variant of the oriental plane (P. orientalis) or a hybrid between that species and the American plane (P. occidentalis) has for some years been a question much discussed. As recently as 1908, Prof. Henry himself rejected the hybrid theory in The Trees of Great Britain and Ireland, vol. iii, p. 620, and I remember some years ago, in conversation with Prof. Sargent, suggesting that the London plane was a hybrid, and that he disagreed. The habit of the tree, with its clean, stately trunk, and its much less deeply lobed leaves, as compared with those of the oriental plane, are resemblances to P. occidentalis, but the fact that the latter will not, at the present time, live more than a few years in this country, much less attain to the flower-bearing age, made the theory that the London plane is a hybrid descendant of that tree, difficult to accept. P. occidentalis has, of course, been grown in this country in an intermittent sort of way for nearly three centuries (it was introduced in 1636), and in its early years, it may have been free from the fungous attacks or other causes which make it so short-lived now. But I do not know that any positive evidence exists of its ever having reached the flowering state in this country.

The studies that Prof. Henry has made in recent years of hybrid trees, such as Salix coerulea, Lucombe oak, and black Italian poplar, which have added much that is valuable and interesting to our knowledge of those trees, led him also to the study of the London plane. His conclusion is that this tree "is undoubtedly a hybrid, and must have originated as a chance seedling in some botanic garden where an occidental plant and an oriental plane happened to be growing together." The first description of the London plane was published in 1700 by Plukenet, who described it then as bearing large fruit balls. This gives only 64 years for P. occidentalis to have reached the flowering state after its introduction, to have hybridised with P. orientalis and produced P. acerifolia, and for that hybrid to have itself reached the fruiting stage. This, although not at all impossible, strikes one as a very short period, considering all the chances involved, in which this sequence of events must have occurred; and, taken in conjunction with the absence of any proof that P. occidentalis has ever flowered in England at all, enables one to appreciate the reluctance of some to accept the origin of the London plane as a hybrid one.

But after reading Prof. Henry's paper, and all the evidence he adduces, circumstantial though it may be, few probably will fail to be convinced by his reasoning. One of the first proofs of hybridity is in the variability of the seedlings of the London plane, a well-established characteristic of the seedlings of a first cross. This variability is to be noted in the size and depth of lobing in the leaves, in the number of fruit balls on a stem, and in the characteristics of the individual fruits (achenes) that make up these balls, all more or less intermediate between those of oriental plane and American plane.—W. J. Bean in the London Gardener's Chronicle.

Tree Planting at Proper Depths.

The character of the soil and the climate of a region should doubtless govern the depth to which the roots of a fruit tree should be set according to the University of Missouri College of Agriculture at which institution shallow plantings have given better results than those made at greater depth, the tests covering several years, and as a result of observations made in many orchards in the state. Very deep planting has been emphasized in the prairie states of the northwest, where there is danger of root injury by severe winters. Deep planting is also preferred in the plains where rainfall is very limited, and the ground becomes very dry in winter. No doubt the roots should be set deeper in loose, sandy soils than in heavier soils. If trees are set in autumn they may be set an inch or so deeper than they stood in the nursery. The soil at this season is aired and warmed to a greater depth. New root growth starts, in early winter, on the lower roots which become established for early spring growth.

HARRISONS' NURSERIES
Fruit Trees Budded from Bearing Orchards. Peach, apple, pear, plum, cherry, quince, grape-vines, strawberry plants, raspberries, blackberries, evergreens and shade trees. Catalog free.
Harrisons' Nurseries, Box 39, Berlin, Md.

STAR BRAND ROSES
"American Pillar" and nearly every other good hardy climber.
Send for our list.
The CONARD & JONES CO. WEST GROVE PENNA.
Robert Pyle, Pres. Ant. Wintzer, Vice-Pres.

Hill's Evergreens
BEST FOR OVER HALF A CENTURY
Small, medium and large sizes supplied.
Price list now ready.
The D. Hill Nursery Co.
Evergreen Specialists Largest Growers in America
Box 404. DUNDEE, ILL.

Ibolium The New Hybrid Hardy Privet (L. Ibota x Ovalifolium) Now sent out for the first time. Inquire for further information.
One-year field-grown plants, $5.00 each. Summer rooted, frame-grown, $3.00 each. Nov. 25th delivery.
See page advertisement in this issue, page 457.
THE ELM CITY NURSERY CO., WOODMONT NURSERIES, Inc., Introducers of BOX-BARBERRY NEW HAVEN, CONN.

THE ELM CITY NURSERY COMPANY, WOODMONT NURSERIES, Inc., New Haven, Conn.

IBOLIUM

THE NEW Hardy Hybrid Privet

Resembles California Privet in Habit with this added advantage:—

It's as HARDY as IBOTA Privet and will succeed wherever IBOTA thrives.

Name, IBOLIUM, coined thus:—IBO from Ibota and LIUM from Ovalifolium

REGISTRATION

Society of American Florists, April 5, 1919.

IBOLIUM Privet is the product of crossing the California Privet (Seed Parent), with Ibota, the hardy Chinese Privet.

It is similar in general character to California Privet being perhaps somewhat more robust in habit of growth. It is inclined to bush more freely from the base than California Privet, a decided advantage.

It can be propagated with the same ease as California Privet either from hardwood or softwood cuttings and is quite able to withstand the abuse incident to the ordinary handling of a hedge plant, both by the nurseryman and planter, without serious injury.

Its great claim for the public's consideration as compared with California Privet is its **hardiness** taking in this respect from the pollen parent, Ibota, having proven to be perfectly hardy wherever Ibota Privet is hardy. This gives this new hardy hybrid a very extended range of usefulnes

The extreme test as to hardiness was proven out in the winter of 1917-1918, when **IBOLIUM** Privet stood the test without the slighest winter injury side by side with the California Privet, which was not only killed to the ground but in many cases died root and branch.

JOHN YOUNG, Sec'y.

IBOLIUM PRIVET—The above cut is from photo of a plant of IBOLIUM Privet, three years old. Softwood cuttings have been taken from this plant twice this summer. This is the identical plant which was shipped to Chicago for exhibition purposes, was knocking about for at least three weeks and on its return to the Nursery appeared to be little the worse for wear, proving the remarkable vitality of IBOLIUM PRIVET.

CERTIFICATE OF MERIT

American Nurserymen's Association, Chicago Convention, June 27th, 1919.

Report of Committee on Plant Exhibits. JNO. S. KERR, Chairman.

Your committee is pleased to report upon **IBOLIUM** Privet, originated and now introduced by the Elm City Nursery Company, Woodmont Nurseries, Inc., New Haven, Conn.

IBOLIUM Privet is the result of cross breeding between the Ibota Privet and California Privet and combines the hardiness of the Ibota with the fine foliage and growth characteristics of the California Privet. Evidently **IBOLIUM** is quite an acquisition to the privets for northern sections.

Your committee readily commends this new introduction as very meritorious.

JNO. S. KERR,
ROBERT PYLE,
ALVIN E. NELSON,
Committee.

IBOLIUM Privet is ideal for hardy hedge purposes, for training into specimens, general decoration as a tub plant, also in its natural form wherever a tall dignified shrub is desired. It also thrives well in the shade. It produces freely large panicles of pure white flowers followed by clusters of glossy black fruits, making the whole shrub very ornamental. The usefulness of IBOLIUM Privet is almost without limit.

Introduced Now For the First Time to the Trade For Propagating Purposes.
Delivery November 25th, 1919.

PRICES: One year strong field grown plants, each.....$5.00
Summer cuttings, well established, frame plants, each 3 00

No discount on these prices for quantity.

We reserve the right to withdraw this offer after a given quantity is booked up as the entire stock of IBOLIUM Privet at the present time is only about 10,000.

THE ELM CITY NURSERY COMPANY

Woodmont Nurseries, Inc.
NEW HAVEN, CONN.

Originators and Introducers of IBOLIUM Privet.

Also Originators and Introducers of BOX BARBERRY. Well rooted summer frame cuttings BOX BARBERRY, $65.00 per 1000. Fall or spring delivery—No trade surplus of larger sizes to offer.

Ready Reference Section.

12 CENTS, NET, PER LINE.

ALYSSUM.

Alyssum, Double Giant, 2-inch, $2.00 per 100. Elmer Rawlings, Allegany, N. Y.

ASPIDISTRAS.

Aspidistra, green, 10-in. tubs, 20 to 24-in. high, $5 to $8; 12-in. tubs, 22 to 28-in. high, $8 to $10 each. Vaughan's Seed Store, Chicago and New York.

BEGONIAS.

Begonia Luminosa, Prima Donna and Christmas Red, 4-inch stocky plants, ready for five inch, $25.00 per 100. PARK FLORAL CO., Denver, Colo.

Begonias. Xmas Red and Prima Donna, $6.00 per 100; $50.00 per 1,000. Wm. F. Kasting Co., Buffalo, N. Y.

BOXWOOD.

CHOICE BOXWOOD SPRAYS

Write us today for prices on Fall and Winter deliveries. Best merchantable fancy tips Dwarf variety. Quality guaranteed. Satisfatory delivery assured to all parts of U. S. A. and Canada.

PITTSBURGH CUT FLOWER CO.,
116-118 Seventh St. Pittsburgh, Pa.

BULBS.

Bulbs. Freesia Purity (Improved), ½-⅝-inch, $8.50 per 1,000; ⅝-¾-inch, $13.50 per 1,000. Calla Lily, 1½-2-inch, $9 per 100. McHutchison & Co., 95 Chambers St., New York.

Bulbs—Calla, 1¼-1½-in., $7.00 per 100; 1½-2-in., $10.00 per 100. Lilium Candidum, 20-22 ctms., $11.00 per 100; 22-24 ctms., $15.00 per 100. Vaughan's Seed Store, Chicago and New York.

Bulbs, Holland and French. Ask for our quotations. General Bulb Co., 110 Water St., New York.

CALADIUMS.

Caladiums, fancy leaved, 3-inch pots, each, 35c; doz., $3.50. Vaughan's Seed Store. Chicago and New York.

CALENDULAS.

Calendula Orange King, 2½-in., $4.00 per 100. Cash. Fine strain, our own saving. HEITMAN-OESTREICHER CO., 5610 North Ave., Milwaukee, Wis.

CARNATIONS.

FIELD-GROWN CARNATION PLANTS
Order Now! Play Safe! Supply Limited!

	100	1000
White—		
Matchless	$11.00	$100.00
White Pearl	12.50	120.00
White Wonder	12.50	120.00
Crystal White	12.50	120.00
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Nancy	12.50	120.00
Pink Enchantress	12.50	120.00
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Rosette	11.50	110.00
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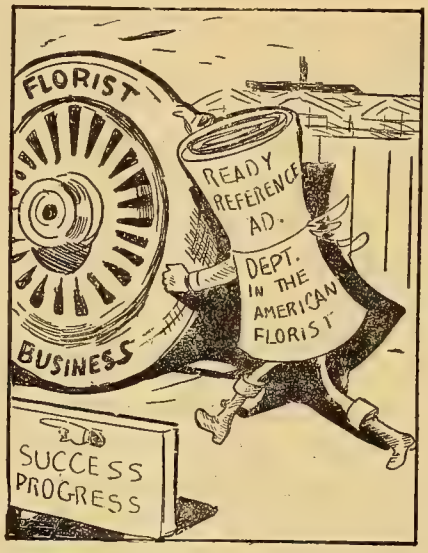

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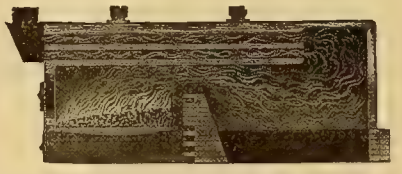

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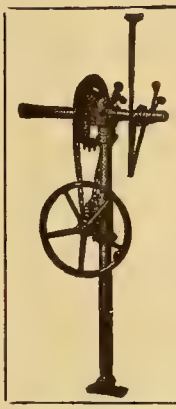

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Vol. LIII. CHICAGO AND NEW YORK, SEPTEMBER 20, 1919. No. 1633

THE AMERICAN FLORIST

ESTABLISHED 1885

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PUBLISHED EVERY SATURDAY BY

AMERICAN FLORIST COMPANY,
440 S. Dearborn St., Chicago.
Long Distance Phone: Harrison 7465.
Registered Cable Address: Ameflo, Chicago.

Subscription, United States and Mexico, $1.50 a year; Canada, $2.00; Europe and Countries in Postal Union, $2.50. Volumes Half Yearly From August 3, 1901. Single Copies, 10 cents.

Address all correspondence, subscriptions, etc., American Florist Co., 440 S. Dearborn St., Chicago

SOCIETY OF AMERICAN FLORISTS AND ORNAMENTAL HORTICULTURISTS.

OFFICERS—J. F. AMMANN, Edwardsville, Ill., President; E. A. FETTERS, Detroit, Mich., Vice-President; JOHN YOUNG, 1170 Broadway, New York, Secretary; J. J. HESS, Omaha, Neb., Treas. OFFICERS-ELECT—A. L. MILLER, Jamaica, N. Y., President; F. C. W. BROWN, Cleveland, O., Vice-President; JOHN YOUNG, New York, Secretary; J. J. HESS, Omaha, Neb., Treasurer. The thirty-sixth annual convention will be held at Cleveland, O., August, 1920.

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Next annual meeting, Cincinnati, O., September 24-26, 1919. OFFICERS: W. H. ATKINSON, Riverview, Trenton, N. J., President; W. B. JONES, Highwood, Pittsburgh, Pa., Secretary-Treasurer.

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Next annual convention and exhibition, New York, November 1919. OFFICERS: WM. W. VERT, Greenwich, Conn., President; C. W. JOHNSON, 2242 W. 109th Street, Chicago, Secretary.

AMERICAN CARNATION SOCIETY.

Next annual meeting and exhibition, Chicago, January, 1920. OFFICERS: THEODORE DORNER, Lafayette, Ind., President; C. W. JOHNSON, Morgan Park, Chicago, Vice-President; A. F. J. BAUR, Thirty-eighth St. and Rockwood Ave., Indianapolis, Ind., Secretary.

FLORISTS' TELEGRAPH DELIVERY.

Next annual meeting, Buffalo, N. Y., October 14-15, 1919. OFFICERS—WM. F. GUDE, Washington, D. C., President; PHILIP BREITMEYER, Detroit, Mich., Vice-President; ALBERT POCHELON, Detroit, Mich., Secretary; WM. L. ROCK, Kansas City, Mo., Treasurer.

Vegetable Growers' Ass'n of America.

Eleventh Annual Convention, Held at Detroit, Mich., Sept. 9-12, 1919.

Interesting Meeting Well Attended.

The eleventh annual convention of the Vegetable Growers Association of America was held at Detroit, Mich., September 9-12, 1919, in the Hotel Statler. At the opening session, over 200 members were present when Vice-President C. W. Waid, of East Lansing, Mich., called the meeting to order. J. Lee Barrett, of the Detroit convention bureau, gave the address of welcome to the visitors. He referred to the beautiful Detroit river, the city's extensive and beautiful park system, and its great auto manufacturing interests, and extended in the name of the mayor, the freedom of the city to the delegates. President H. W. Selby, Springfield, Mass., responded, and said in part: "We meet for the dual purpose of advancing our individual interests, and also to help solve the national problem of high cost of living. We must educate the great masses in production. Inefficiency and lack of production are the causes of high cost of living. Wages, at present, are advanced according to the desires of earners, rather than by their achievements. We must utilize the methods of manufacturing interests, and apply them to our own work. Our problems are very important." Secretary S. W. Severance, Louisville, Ky., read his annual report, which gave the number of members as 469, of which 100 are life members. He referred to the omission of the usual annual convention last year, owing to war time conditions, and thanked the advertisers who patronized the convention programme this year, which fully defrayed the cost of the same.

Prof. T. C. Johnston, Norfolk Va., addressed the members on "Vegetable Nomenclature." He was followed by Vice-President C. W. Waid, chairman of the committee, to report on weights and measures. He said his committee held no meeting the past year and accomplished what they did by correspondence only. He said the standardization of measures is very important in the handling and sale of vegetables, and his committee believed it more practical to accomplish this standardization by measures rather than by weight, and recommended for that purpose a bill now before congress, which it appears, will accomplish the desired end.

F. A. Downing of the bureau of markets, Washington, D. C., said the standardization of containers for vegetable growers, products is a big problem. Growers have made great progress in recent years in cultural methods, but the marketing of the same has not advanced correspondingly. He urged the great importance of uniform containers. He has been told that all growers are in favor of the reform, but the question is what is the form, weights or measures? It is not feasible to use weight. It is not possible to get the weight in a bushel basket to conform with the legal weight. The state department requires the impossible as the present method prevails. The quick handling of these commodities eliminates the practicability of weights. He deplored the present number of over 40 kinds of cabbage crates used, which are not uniform. His committee suggests: "We must determine our requirements, then have laws to sustain them." He suggested a list of sizes of containers, which in practical use, would meet all reasonable requirements. The market basket in five sizes would suffice for all the general purposes and these sizes should be standardized nationally, as state and local standards would not be practical, owing to inter-state shipments. The standard grape basket, as now used, is deemed a distinct success.

C. W. Waid, chairman of the committee on organization, reported that there was no meeting held of his committee, but the individual views of the members declare that the business interests of the members should be better cared for. He thought the business organizations should be more closely affiliated. The transportation question alone, is so important that it could be better handled by this interchange of ideas. He said his committee was supposed to re-write the constitution and

by-laws, but did not do so. He thought previous free discussion of the questions bearing on the work should be had between the scheduled sessions of the conventoin, and the result put in the desired form.

J. H. Rice, chairman of the fuel commission, made a report which included the recital of the trials of his committee late in 1918, which involved little cooperation on the part of government officials, who seemed to know little of the situation, and less inclination to learn. He urged a better work organization that could be able at all times to show the full import of the vegetable growers' industry. He said: "Make the organization so formidable that the department of agriculture at Washington will properly recognize it." He spoke of the railroads going back to private ownership, January 1, next, after which it is reasonable to hope more satisfactory service will be given.

At the afternoon session, the subject of co-operation among producers was discussed. Hale Tenant, East Lansing, Mich., recited the experience of the Berrien county, Michigan, fruit growers, and their trials, and compared their experiences with the present necessities of the vegetable growers. Dorr Buell, Cadillac, Mich., spoke on a producers' organization that co-operates, and told of the work of the Michigan Potato Growers' Exchange, which is composed of 78 local associations operating under one head at Cadillac. He described the marketing methods of these potato growers, and their success under their efficient organization. He referred to the Petoskey, Mich., potato growers, who unite on growing the Golden Russet variety as the most productive and valuable for that district, while the Green Mountain is found best for the upper peninsula. These are all sold through the association in 100-pound sacks, sewed with red twine for identification and to prevent the second use of the sack, it is stenciled with a trade mark. Last year 2164 cars of these were shipped to 186 cities in the United States. This central exchange, he said, charges eight cents per 100 pounds for handling the product of the growers, who are uniformly satisfied with the result. He was followed by E. A. Dunbar, Ashtabula, O., who told of the lettuce growers' association of that city. He interestingly recited the workings of the 18-year-old organization which has been marketing the products of its members during that time, and praised the efficiency of its methods, which were at all times mutually satisfactory.

Louis F. Miller, Toledo, O., followed, and told of co-operation among Toledo gardeners. He gave an interesting account of the vegetable growers of the Ohio city, who are organized and sell through a central medium, the gardeners' exchange. This association, after many trials in its early history, finally adopted methods for disposing of its members' products, which are found most advantageous and satisfactory to all. He stated, however, that by a misconception of its purposes, the members were recently indicted under the technical charge of their restraint of trade, and a hearing set for September the result of which, however, no one fears, as the association operates within legal requirements.

Co-operation in New England was then discussed. Howard W. Selby in a splendid address related the results of the organized farmers of New England, who carry their good work beyond the marketing of their products to the co-operative purchasing of all their requirements, and on fertilizers, alone, save $8 per ton. They operate under the name of the New England Farmers' Exchange, and will this year market 800 cars of potatoes and a similar number of cars of hay. Mr. Selby's address was replete with interesting data and distinct cases of the many advantages accruing to organized effort as exemplified by that association.

Then followed the annual report of Treasurer Eugene Davis, which was omitted at the morning session. It showed receipts during the year of $1410.80 and disbursements $1324.79, the balance, together with Liberty bonds worth $400.00, on hand. The report was referred to an auditing committee to be later named.

In the evening, an illustrated lecture was given by Dean Alfred Vivian, Ohio State University, Columbus. He stated that the city man, unfortunately, does not fully appreciate the actual cost of the farmers' and vegetable growers' products, who bring their commodities to their tables, and highly commended the splendid work of the association. His lecture and pictures covered the agricultural scenes of the Philippine Islands, China and Japan, and showed the crude methods pursued, even in this day of the world's advancement, in these countries, where the low price of labor alone, made possible the continuing toleration of their crude practices agriculturally.

G. V. Branch, market director of Detroit, gave an interesting description of the local markets, and extended an invitation to all to visit the eastern market at 7 o'clock Thursday morning.

Wednesday's Proceedings.

Frank Luce, of Ashtabula, O., on Wednesday morning, presented an interesting and valuable paper on the subject assigned to him, "The Past, Present and Future of Vegetable Forcing." He told of the pioneer days of the industry in his city and the many hardships the growers had to endure, which included the marketing of products. He said: "Those were the days of long hours, and all who had attained success secured it through hardships unheard of today." He asked if any grower present was working under a six or eight hour day, but there was no response. His paper brought a general discussion of the subject and led to many phases of the growing and marketing of greenhouse grown products.

Professor H. C. Thompson followed with an address on "Better Crops for the Greenhouse." He cautioned against experimenting with new vegetables, but urged the improved culture of lettuce, tomatoes and cucumbers. He recommended the practice of each grower relying on his own seed. The discussion led to soil conditions, temperature control, sterilization and drainage as important factors and essential to success. Others on the programme for the Wednesday morning session were: Prof. A. H. McLennan, Toronto, Ont., "Experimental Work in Connection with Vegetable Growing in Ontario;" Prof. J. W. Crow, Guelph, Ont., "Developing Improved Strains of Varieties of Vegetables;" Prof. E. O. Fippin, Ithaca, N. Y., "The Use of Commercial Fertilizers and Lime in Connection with Vegetable Growing;" Mrs. Fred Osborn, Ann Arbor, Mich., "Promising New Crops for Muck Lands;" Ezra Levin, East Lansing, Mich., "Muck Land Problems;" Prof. E. A. Fippin, "Commercial Fertilizers on Muck Land."

There was no afternoon session, the period being reserved for a boat ride on the Detroit river, which was enjoyed by the visitors.

Thursday's Proceedings.

In the greenhouse section of the proceedings Thursday morning, George Bayer, Toledo, O., read a paper on "The Development of Vegetable Forcing at Toledo." This brought about perhaps the most general and interesting dis-

OVAL BASKET OF DAHLIAS.

cussion of the convention, because of its comprehensive nature covering the history and gradual growth of the industry that has now assumed such great proportions. During the discussion, much stress was laid upon the great importance of soil sterilization, which was declared by all present to be so necessary to successful operations with greenhouse crops. The methods of doing this work were found to be varied according to the ideas of the different growers, even in the same locality. The present cost of greenhouse construction was declared to be about 75 cents per square foot, and at such a price, it was found by a direct question, that no one present would advise building even at the present prices of products as these are fluctuating and no assurance can be had as to the future. In this discussion, the depreciation of greenhouse property was taken up at length, which led to the appointment of a committee to draw up a resolution, embodying the sense of the convention, designed to guide all in the disclosures made to the income tax collectors. This resolution, which was adopted, reads as follows:

"Be it resolved by the Vegetable Growers' Association of America, in convention assembled at Detroit, Mich., September 11, 1919, that it is the opinion of the greenhouse growers of the association that a depreciation of 10 per cent per year on greenhouses is a fair depreciative charge."

JOHN S. FRISZ,
FRANK LUCE,
M. E. MOORE.

On Thursday afternoon, as the guests of D. M. Ferry & Co., the visitors inspected the firm's seed farms at Rochester, Mich. Refreshments were served at the greenhouse service building.

The annual banquet was held at the Hotel Statler, Thursday evening, covers being laid for 347. C. W. Waid made an excellent toastmaster. J. Lockie Wilson, Toronto, Ont., who spoke of the deplorable condition that took the productive power of the world away to destroy fellow men, praised the work of the association, saying: "If present high wages and short hours prevail, the product must increase in price. All should work more and work harder. This is no time to loiter." Mrs. Dora H. Stockman, of Lansing, Mich., gave a pleasing address in which she also praised the work of the women of both the United States and Canada who helped win the war. W. P. Hartman, who had for his topic, "The Go-Between," explained the difficulties which the railroads are laboring under in trying to serve the shippers in the movement of their produce, while in reality the blame should lie with the restlessness of the people. Thomas F. Gunson, of the Michigan Agricultural College, East Lansing, spoke of "The Better Things of Life," while "The Spirit of the Hour" received forceful and logical treatment at the hands of Dr. Eben Mumford. Good music and the singing of popular airs by those present added to the enjoyment of the evening.

Friday's Proceedings.

Professor H. C. Thompson, of the state college of agriculture, Ithaca, N. Y., who opened the Friday morning session had for his topic, "Storage of Vegetables. He called attention to the fact that more and better storage facilities meant greater advantages to the grower and consumer alike, through more equitable adjustment of prices and the elimination of loss. He advocated co-operative storage plants and suggested containers be better made to answer their purpose and of proper shape. Bags, he said, were the worst form of package and responsible for much of the damage to contents.

TUMBLER BASKET OF POMPON DAHLIAS.

Thorough maturity of the vegetables to be stored is a most important factor. Professor L. M. Montgomery, of the Ohio State University, Columbus, who spoke on "Possibilities of State Association Work," a most interesting subject, said the local, state and national organizations should be so correlated as to present a solid front when the necessity arises to combat adverse legislation or other dangers. Insect enemies and soil fertility are also great problems, with manures and fertilizers closely following in importance. Seeds, too, are now becoming a vital factor, which should be closely guarded.

Professor G. H. Coons, of the Michigan Agricultural College, East Lansing, who addressed the meeting on "Diseases of Vegetables and Their Control," said in part: "Intensive cultivation increases the dangers of more and more insect enemies. The potato wart was first noticed in a section of the mining region near Scranton, Pa., and was brought from there to the soft coal regions, and thence by a family to Detroit. The causes and remedies should be secured from the agricultural colleges as the practical man learns from the technical man, and the scientist gladly listens to the grower in his efforts to locate the cause of diseases and remedies that will protect his crops."

Resolutions were presented at this session to reduce the constantly increasing list of alleged new and varied types of vegetables by some seedsmen, who at present enumerate more than 7,000 varieties, which according to an investigation conducted by Dr. Tracy should be reduced fully 90 per cent to arrive at really distinct sorts. This matter, after discussion, was referred to the resolution committee.

The nominating committee presenting the following names as officers for the ensuing year, and all were unanimously elected: E. A. Dunbar, Ashtabula, O., president; Louis F. Miller, Toledo, O., vice-president; H. J. Cheney, Grand Rapids, Mich., treasurer; S. W. Severance, Louisville, Ky., secretary. On the committee's suggestion, an organization secretary was added to the list of officers, C. W. Waid, of East Lansing, Mich., being unanimously chosen for the post.

A proposition with a view to forming a new division or section composed entirely of members of the staff of agricultural and horticultural colleges was voted down on the ground of the fear of there being an attempt to remove these men from close relation to the membership, which, however, the proposers assured the convention was not the purpose, but rather to speak and work as a united body to represent colleges, and not so much in the position of individuals as at present.

An invitation to hold the next convention in Buffalo, N. Y., was received and the matter was referred to the executive board with authority to select the 1920 meeting place. The present plan of arranging the programme so that the work is conducted by sections was thought by many to be objectionable, and this matter was also put in the hands of the board.

Many of the delegates visited the Ford automobile plant in the afternoon, and on Saturday, on invitation of the Jerome B. Rice Seed Co., about 75 inspected the firm's farms at Grass Lake, Mich.

The Exhibits.

In the ball room of the Hotel Statler an excellent trade exhibition was staged, included in the displays being implements, fertilizers, greenhouse equipment, well-grown vegetables and canned fruits. Among the exhibitors were the following:

American Agricultural Chemical Co., Detroit, Mich., samples of fertilizers and photographs showing results following their use.

Atlantic Machine Manufacturing Co., Cleveland, O., Mary Garden auto cultivator.

Charles Bock & Sons, Inkster, Mich., well-grown vegetables.

Edward Bohl, Dearborn, Mich., well-grown vegetables.

Barrett Manufacturing Co., New York, sulphate of ammonia.

College of Agriculture, University of Illinois, Urbana, photos and samples of well-grown tomatoes and peppers.

James Dasler, Ecorse, Mich., well-grown vegetables.

Walter Dasler, Dearborn, Mich., well-grown vegetables.

Foley Greenhouse Manufacturing Co., Chicago, greenhouse construction.

Garland Co., Cleveland, O., Permanite and machine for applying.

Hall Canner Co., Grand Rapids, Mich., vegetables canned by the one period cold pack process.

Kroeschell Bros. Co., Chicago, working model of high-pressure boiler.

G. W. Kennedy, Dearborn, Mich., well-grown vegetables.

Lord & Burnham Co., Chicago and New York, greenhouse construction.

Michigan Agricultural College, Lansing, Mich., educational reports relating to the diseases of vegetables.

Louis Miller, Dearborn, Mich., well-grown vegetables.

Everett R. Peacock Co., Chicago, seeds.

Pennsylvania State College, charts showing results of fertilizers.

Ontario Agricultural College, Guelph, illustrations of vegetable breeding.

Skinner Irrigation System, Troy, O., irrigating apparatus.

Stokes Seed Farms Co., Morristown, N. J., samples of vegetables grown from Stokes seeds.

Tyre Bros., Dearborn, Mich., well-grown vegetables.

Universal Bushel Shipping Package Co., South Bend, Ind., shipping packages.

Wulf & Sylvester, Dearborn, Mich., well-grown vegetables.

The Visitors.

G. T. Abbott, Medina, O.
J. W. Aerman, Birmingham, Ala.
D. Affalter, New Philadelphia, O.
E. W. Allis, Adrian, Mich.
T. Alpp, Columbus, O.
H. F. Arnold, Braintree, Mass.
Chas. Aymen, Humber Bay, Ont.
Henry Baar, Grand Rapids, Mich.
D. C. Babcock, Medina, O.
J. Bagner, New Hartford, N. Y.
E. B. Baker, Jackson, Mich.
E. C. Baker, Jackson, Mich.
A. Ballakowski, Dearborn, Mich.
F. H. Bartlett, Marietta, O.
Geo. Bayer, Toledo, O.
J. H. Beattie, Washington, D. C.
R. Beer, Washington, D. C.
C. D. Bennett, Detroit, Mich.
V. H. Bergmann, Toledo, O.
A. M. Bevens, Detroit, Mich.
W. S. Birch, Plymouth, Mich.
Chas. Bock, Inkster, Mich.
C. Borg, Guelph, Ont.
Chas. Breitmeyer, Detroit, Mich.
P. H. Bridge, Troy, O.
Dexter Brigham, Decatur, Mich.
H. A. Brigham, Bowling Green, O.
J. W. Brigham, Bowling Green, O
Henry Broughton, Sarnia, Ont.
W. A. Broughton, Whitley, Ont.
H. D. Brown, Lafayette, Ind.
T. F. Browne, Greenfield, Mich.
L. Bruinslot, Grand Rapids, Mich.
D. Bunte, Indianapolis, Ind.
Chas. Burmeister, Milwaukee, Wis.
John C. Busch, Royal Oak, Mich.
M. D. Butler, Ithaca, N. Y.
M. H. Carmody, South Bend, Ind.
Joseph B. Campbell, Burlington, Ont.
A. C. Carney, Hamilton, O.
E. H. Casler, Ypsilanti, Mich.
H. J. Cass, Chicago.
H. G. Cheney, Grand Rapids, Mich.
H. L. Christenden, Rocky River, O.
C. H. Clark, Romulus, Mich.
E. B. Clay, Marslow, O.
M. Cohan, South Bend, Ind.
C. B. Coleman, Boston, Mass.
D. A. Colman, Waterford, N. Y.
W. Conrad, Toledo, Ohio.
J. H. Connor, Charleston, W. Va.
Eugene Cook, Cleveland, O.
Eugene Cook, Toledo, O.
J. M. Crow, Guelph, Ont.
M. F. Cutting, Cleveland, O.
Eugene Davis, Grand Rapids, Mich.
J. R. Davis, Milwaukee, Wis.
Eugene Davenport, Plymouth, Pa.
R. W. DeBaun, Bridgeton, N. J.
A. De Glapper, Grand Rapids, Mich.
Frank De Haam, Grand Rapids, Mich.
K. De Hamm, Grand Rapids, Mich.
A. V. Dennis, Birmingham, Mich.
C. L. Detal, Marietta, O.
Chas. Dickman, Romulus, Mich.
J. Dickson, Arlington, Mass.
A. Dietsch, Chicago.
J. H. Diller, Port Huron, Mich.
Fred Distlehorst, Columbus, O.
R. Donnan, Toledo, O.
C. E. Downing, Vermontville, Mich.
F. P. Downing, Washington, D. C.
J. H. Draper, Springfield, Mass.
A. B. Driesbach, Buechel, Ky.
A. J. Driesbach, Anchorage, Ky.
E. A. Dunbar, Ashtabula, O.
R. A. Dunbar, Ashtabula, O.
R. E. Dunham, Rocky River, O.
C. G. Durst, Anna, Ill.
W. S. A. Eboraw, Beamsville, Ont.
L. J. Engel, Detroit, Mich.
J. P. Esty, Newton Center, Mass.
W. E. Fiske, Cleveland, O.
J. R. Fitkin, Toledo, O.
W. H. Fitkin, Toledo, O.
Philip J. Foley, Chicago.
L. H. Foote, Cleveland, O.
Peter Fornof, Columbus, O.
J. G. Frisz, Vincennes, Ind.
R. O. Fuchs, Belleville, Ill.
H. B. Fullerton, Medford, N. Y.
Otto M. Gall, Columbus, O.
J. S. Gardiner, State College, Pa.
C. E. Garrahan, Kingston, Pa.
F. C. Gaylord, Lafayette, Ind.
Fred C. Gerlach, Mt. Clemens, Mich.
Henry A. Goetz, Detroit, Mich.
Geo. Goodfleisch, Columbus, O.
L. M. Green, Cleveland, O.
S. N. Green, Barberton, Ohio.
O. J. Gregg, Dearborn, Mich.
W. J. Grets, Detroit, Mich.
M. H. Grosvenor, Detroit, Mich.
F. C. Gunther, Chicago.
C. R. Hall, Binghamton, N. Y.
G. R. Hank, Toledo, O.
Chas. Harper, Indianapolis, Ind.
J. W. Hartway, Aurora, Ill.
Louis Hassenfir, Needham, Mass.
G. F. Hasting, Sandusky, O.
A. G. Heinrich, Cleveland, O.
Frank Held, Columbus, O.
H. E. Hemis, Cleveland, O.
H. T. Hendrickson, Clawson, Mich.
John C. Hertz, Royal Oak, Mich.
D. M. Hills, Kansas City, Mo.
P. S. Hinkley, Cleveland, O.
W. C. Hitzenmann, Chicago.
L. H. Hoyt, Fridley, Mich.
Edward Huth, Royal Oak, Mich.
C. M. Ingersoll, Rocky River, O.
H. E. Ingham, Cleveland, O.
J. M. Ives, Detroit, Mich.
H. Jackson, Royal Oak, Mich.
T. C. Johnson, Norfolk, Va.
H. L. Jones, Minneapolis, Minn.
J. R. Judy, Dover, O.
H. R. Kaeding, Chicago.
B. S. Keller, Toledo, O.
R. J. Kelso, Syracuse, N. Y.
G. W. Kennedy, Dearborn, Mich.
A. R. Keyse, Cleveland, O.
J. A. Keyes, Grand Rapids, Mich.
John W. Kiesling, Logansport, Ind.
L. H. Kirtlan, Mich.
J. H. Kline, Adrian, Mich.
E. F. Kurowski, Chicago.
J. C. Lacekamp, Indianapolis, Ind.
Fred Lautenschlager, Chicago.
J. T. Leedy, Monroe, Mich.
R. Y. Leslie, Redford, Mich.
Walter Levan, Plymouth, Mich.
J. J. Lloyd, Champaign, Ill.
C. F. Lohrmann, Detroit, Mich.
F. Luce, Ashtabula, O.
S. R. McKee, Chicago.
Geo. Marker, Logansport, Ind.
D. McInnes, London, Ont.
J. W. Marsh, Muncie, Ind.
Albert G. Martin, Detroit, Mich.
D. Maynard, Leamington, Ont.
Geo. P. Mertz, Warren, Mich.
W. C. Meyer, Indianapolis, Ind.
M. M. Miesse, Lancaster, O.
F. S. Miller, Columbus, O.
T. F. Miller, Toledo, O.
Arch Minch, Bridgeton, N. J.
L. M. Montgomery, Columbus, O.
H. C. Moore, East Lansing, Mich.
M. E. Moore, Arlington, Mass.
W. F. Moore, Binghamton, N. Y.
A. P. Morris, Crawfordsville, Ind.
F. H. Morris, Chicago.
F. L. Morris, Bloomington, Ind.
J. H. Morris, Frankfort, Ind.
J. Motley, Springfield, Mass.
M. Neptune, Thorntown, Ind.
M. G. Nircon, Waterford, O.
G. H. Paad, London, Ont.
Frank Paetke, Milwaukee, Wis.
E. F. Palmer, Vineland, Ont.
C. H. Patterson, Battle Creek, Mich.
F. W. Peaper, Indianapolis, Ind.
W. E. Peterson, Chicago.
H. W. Pierce, Milwaukee, Wis.
E. Pindum, Dawson, Va.
Elmer Quandt, Dearborn, Mich.
H. E. Reble, Albert Lea, Minn.
F. F. Rees, Humber Bay, Ont.
Frank Reeves, Toronto, Ont.
J. H. Rice, Ashtabula, O.
H. H. Richardson, Cleveland, O.
W. G. Richardson, Cleveland, O.
O. N. Riley, Marietta, Pa.
W. J. Ritterskant, Princeton, Ind.
O. J. Robb, Finland, Ont.
J. T. Rosa, Columbia, Mo.
H. Rosebrock, Indianapolis, Ind.
C. H. Roemer, Ithaca, N. Y.
Howard Ruetenik, Cleveland, O.
Lee Ryder, Plymouth, Mich.
L. G. Schermerhorn, New Brunswick, N. J.
John Schneider, North Detroit, Mich.
A. D. Selby, Wooster, O.
Howard W. Selby, Springfield, Mass.
E. L. D. Seymour, New York.
Geo. Siebold, Peoria, Ill.
C. R. Skinner, Newfield, N. J.
H. H. Smith, W. Springfield, Mass.
John B. Smith, Plymouth, Mich.
S. Stamm, Freeport, Pa.
E. H. Steele, Ann Arbor, Mich.
A. T. Stevens, Storrs, Conn.
Glen Stewart, Dearborn, Mich.
F. C. Stokes, Morristown, N. J.
M. J. Strong, Guelph, Ont.
E. Tevin, East Lansing, Mich.
C. H. Thompson, West Park, O.
H. C. Thompson, Ithaca, N. Y.
H. F. Thompson, Arlington, Mass.
G. L. Tiebout, Baton Rouge, La.
H. E. Truax, Washington, D. C.
R. A. Turner, East Lansing, Mich.
Arthur Twigle, Columbus, O.
Paul Twigle, Columbus, O.
U. G. Twigle, Columbus, O.
C. A. Uthe, Sandusky, O.
E. Vick, Columbus, O.
Alfred Vivian, Columbus, O.
E. C. Volz, Urbana, Ill.
C. W. Waid, East Lansing, Mich.
G. L. Waid, Muncie, Ind.
H. E. Wallace, Wabash, Ind.
W. Wallace, Wooster, O.
W. S. Weiant, Newark, O.
W. H. Weinschank, Newcastle, Pa.
Richard Wellington, College Park, Md.
J. A. Wilson, Lexington, Mass.
J. T. Wilson, Toronto, Ont.
C. Wind, Rocky River, O.
C. H. Wind, Warsaw, O.
H. Wind, Rocky River, O.
C. W. Witbeck, Chicago.
L. A. Woodward, Chicago.
R. Yonkens, Grand Rapids, Mich.
Rudolph Zant, Grand Rapids, Mich.
J. R. Zeeger, Rocky River, O.

The Ladies.

Mrs. D. Affalter, New Philadelphia, O.
Miss Doris Alpp, Columbus, O.
Mrs. T. Alpp, Columbus, O.
Mrs. H. F. Arnold, Braintree, Mass.
Mrs. E. A Baker, Jackson, Mich.
Mrs. A. H. Birch, Plymouth, Mich.
Mrs. W. Birch, Plymouth, Mich.
Mrs. H. L. Christenden, Rocky River, O.
Mrs. C. H. Clark, Romulus, Mich.
Mrs. E. B. Clay, Marslow, O.
Mrs. C. B. Coleman, Boston, Mass.
Mrs. Eugene Cook, Cleveland, O.
Mrs. M. F. Cutting, Cleveland, O.
Mrs. Eugene Davis, Grand Rapids, Mich.
Mrs. Deglupper, Grand Rapids, Mich.
Mrs. Dickman, Romulus, Mich.
Mrs. J. Dickson, Arlington, Mass.
Miss Agnes Diel, Ann Arbor, Mich.
Mrs. A. Dietsch, Chicago.
Mrs. E. A. Dunbar, Ashtabula, O.
Mrs. R. A. Dunbar, Ashtabula, O.
Miss May Fennessey, Chicago.
Mrs. L. Fisk, Cleveland, O.
Mrs. W. E. Fisk, Cleveland, O.
Mrs. L. H. Foote, Cleveland, O.
Miss Catherine Fornof, Columbus, O.
Miss F. Fornof, Columbus, O.
Miss Emily Fornof, Columbus, O.
Mrs. H. B. Fullerton, Medford, N. Y.
Mrs. J. G. Frisz, Vincennes, Ind.
Mrs. G. R. Hank, Toledo, O.
Mrs. Hann, Columbus, O.
Mrs. P. S. Hinkley, Cleveland, O.
Mrs. Judy, Dover, O.
Mrs. R. J. Kelso, Syracuse, N. Y.
Mrs. G. W. Kennedy, Plymouth, Mich.
Mrs. A. R. Keyes, Cleveland, O.
Mrs. J. W. Kiesling, Logansport, Ind.
Mrs. F. Luce, Ashtabula, O.
Mrs. W. A. McGraw, Detroit, Mich.
Mrs. O. J. Martin, Detroit, Mich.
Mrs. M. Miesse, Lancaster, O.
Mrs. T. F. Miller, Toledo, O.
Mrs. H. E. Moore, East Lansing, Mich.
Mrs. M. E. Moore, Arlington, Mass.
Mrs. W. F. Moore, Binghamton, N. Y.
Mrs. Fred Osborn, Ann Arbor, Mich.
Mrs. Paterson, Plymouth, Mich.
Mrs. Penny, Plymouth, Mich.
Mrs. H. S. Richardson, Cleveland, O.
Mrs. C. E. Ryder, Plymouth, Mich.
Miss D. Scott, Moriohville, O.
Mrs. H. H. Smith, W. Springfield, Mass.
Miss Sara Stamm, Freeport, Pa.
Mrs. E. H. Steele, Ann Arbor, Mich.
Mrs. C. H. Thompson, West Park, O.
Mrs. N. D. Twigle, Columbus, O.
Mrs. J. Wilson, Lexington, Mass.
Mrs. H. Wind, Rocky River, O.
Miss Inez Wind, Rocky River, O.

J. F. S.

Plant Quarantine No. 37.

The National Association of Gardeners, at its annual convention, held at Cleveland, Ohio, September 9-12, indorsed the resolution adopted by the Society of American Florists at the Detroit convention, August 21. This resolution will be found on page 420 in THE AMERICAN FLORIST of September 13. The following is an abstract of an address made at the gardeners' meeting:

BY CONGRESSMAN M. L. DAVEY OF OHIO.

During the time that is at my disposal, I wish to discuss some very practical questions which have an interesting and important bearing upon the profession which you represent.

Let me first take up the matter pertaining to prohibition of plant importations, known as Quarantine Bill No. 37. It is not my proper function to condemn this act of the federal horticultural board, inasmuch as my office would make it improper for me to assume that position at this time. I can, however, make certain practical and helpful suggestions regarding the best methods of procedure to get results. I may go far enough to say that, in my judgment, the federal horticultural board has gone too far. I believe that there are elements of good in this ruling, and likewise I believe that it has gone far enough beyond the actual necessities of the situation, so that certain injustices have been done. Now, then, all you want is the elimination of the injustice, and the benefits of fair consideration for the proper interests of your profession. You have a right to ask and demand an impartial hearing on this important question. You do not want any action which is improper. You only want justice and fair play. Those things can best be determined by an impartial hearing. Obviously, the federal horticultural board would not be in a position to give an impartial hearing, because they have already reached a decision, and it is most natural that they should be prejudiced in favor of their own decision. They are human like the rest of us.

My suggestion is that you proceed to get a full hearing of this matter before the agricultural committee of the house. You can get such a hearing, if you will proceed in a practical way. The federal horticultural board will certainly listen to the agricultural committee of the house, because they get their appropriations through that committee. The agricultural committee, in turn, will certainly listen to the urgent request, either of their own members, or a reasonable number of other members of the house. No one can deny you the benefits of a hearing. That is the least thing which the agricultural committee of the house can in fairness do.

You are not asking this committee to pre-judge your case. You are not asking them to take your side. You are asking them merely to arrange for a hearing, at which all the facts from both sides may be fully and freely pre- a just conclusion as to the merits of sented, and from which they can draw the case. If you cannot make a good case, you naturally would not expect favorable action. But if you can make a good case, you will expect such action as will result in a proper modification of this quarantine ruling.

Those who are interested in this matter are sufficient in numbers to secure such a hearing, if they will proceed in a determined manner. Let me tell you something about the attitude of a member of congress. Those whom I have met, are practically all fine fellows, personally. They are trying to do right in the service they render to their constituents. They are human, of course. Most men are in congress because they want to be there. Most of them want to stay there. They recognize the fact that the best way to stay there, is to render satisfactory service to the people whom they represent. So if each of you will tell your congressman that you think an injustice has been done the horticultural profession by this Quarantine Bill No. 37; that you insist upon an impartial hearing of the whole question before the agricultural committee of the house; that you ask him to use his influence to secure such a hearing, I am sure he will gladly respond favorably.

You are not asking him to commit himself as to the merits of the case. You are asking him merely to help you secure an impartial hearing, which is perfectly right and proper.

Take my advice, and do not write a form letter. Take the facts, and write them in your own way, to your own congressman. Do not let him put you off with a formal acknowledgement. Tell him you want to know the results of his efforts. It he does not report to you within a reasonable length of time, go after him again. Let him know that you expect results. If he knows that you mean business, you can take my word for it, that he will "step on the gas," and try to help you. Your congressman wants your votes, and the votes of your friends. As long as you do not ask him to do anything wrong, or injure anyone else, or violate the rules of proper conduct, he will be glad to help you, if he knows you mean business.

Dr. C. L. Marlatt, Washington, D. C.
Chairman Federal Horticultural Board.

You cannot expect him to do anything for you, unless he knows what you want. You are not asking anything improper. Not only will he be glad to help you, but you have an absolutely perfect right to go to him for help. He is your representative and subject to your call on anything that pertains to his office. Do not feel that you are asking something, to which you have no right. He knows that you have a right to go to him, and that you have a right to insist upon his help, within the limits of propriety.

If every man interested in the horticultural profession will make it his individual business to take this matter up with his own congressman, and insist upon positive help and definite action, and keep after him until he gets a satisfactory reply, I can almost guarantee that a hearing will be granted. From that time on, it is entirely a question of making your case before the committee. Also, I can almost guarantee that any recommendations, which the agricultural committee sees fit to make on the basis of the facts and merits of this case, as disclosed at the hearing, will be cheerfully and promptly carried out by the federal horticultural board.

If I should talk to you indefinitely, I could not give you any more practical method of procedure, nor one more likely to be successful. I commend it to you for prompt and vigorous action.

Nothing is Impossible.

It is generally conceded that the advertising staff of a newspaper gets more pay than the editorial staff, yet none will question that the members of the latter staff have the advantage of education and brains, usually being men of college education, etc. Why this condition? After all, the newspaper is a money proposition, and must be able to show profits to be successful, so that they may obtain the best brains for their individual departments.

Who will doubt the importance of the advertising columns of the city newspapers? Imagine, if you can, business success without the use of advertising. There are some, but in the main, the real, big business would never have been done without it. Also follows another fact, that with advertising, you can do in two years, what would ordinarily take five or more years, and if time is money, what valuation will you add for this important adjunct now being carried on by our national publicity campaign and our slogan, "Say It With Flowers." Its growing importance makes it worth every one's efforts to use it whenever and wherever possible. The more liberal the use, the more profitable its results. Whether we will enjoy its full benefits, depends upon the liberality of the members of the craft, and the greater the generosity of the contributor, the greater will be the dividend. We need $100,000 to carry out our full campaign, and with your assistance, it can be done.

La Rochefoucauld said: "Nothing is impossible; there are ways which lead to everything, and if we had sufficient will, we should always have sufficient means."

If we put over the campaign, as outlined this year, we will never have any difficulty in putting over any campaign for the general good of all, and especially this one, the greatest compaign for the sale and use of more flowers, and a greater distribution of our slogan, "Say It With Flowers," so that all will appreciate the effort made.

National Publicity for Flowers.

Our publicity committees are greatly pleased at the confidence displayed by florists in the work of the campaign, as evidenced in the many additions to subscriptions already placed that are coming in. The following is a sample of the many letters our promotion bureau is receiving: "We are making good our promise of June 30, by enclosing a cheque herewith towards the 'Say it with Flowers' campaign, in addition to the one sent on the above date. We hope, and feel confident, that we will be able to double our subscription next year. Wishing you and the publicity campaign the greatest of success, Moraio Brothers, Rye, N. Y."

Those who have not subscribed should ponder upon this condition, for better evidence of the satisfaction the campaign is giving they could not have. But do they need evidence? Have they not that inner feeling that

the campaign has already benefited their own businesses? As has been publicly pointed out, the florist business has been among the first of the industries to "come back" after the late disastrous war, and, like Johnie Walker, it is "going strong." What has been a prime factor in this speedy return to pre-war conditions, and even an improvement upon them, if not our publicity campaign?

An everlasting debt of gratitude is owing to the generous subscribers who have made the initial efforts of the campaign possible. Some of these subscribers have donated sum after sum in their enthusiasm over the great service rendered by the campaign. At a recent meeting of the New York Florists' Club, when nearly everybody present was already a subscriber, Max Schling, in an address which disclosed his personal experiences as to the beneficial effects of the campaign, collected additional subscriptions to the amount of several hundred dollars; and the club itself recommended a subscription of $500 from its own funds, which recommendation will be formally confirmed at its next meeting. There was some truth in a remark, made by one present at that meeting, "I should not like to have my name omitted from that subscription list—the omission would be a brand upon my honor."

At the meeting of our joint committees, to be held in Buffalo, October 14, there is to be set up for inspection one of the bill board signs which it is proposed to supply to the trade at $50 each. There should be many hundreds of sites in this country at the disposal of florists for the display of signs such as these, and their use will be helpful, not only to the publicity campaign, but to the florists themselves. Again, it is asked that all florists who have available sites along public highways, railroads, or where they will catch the public eye, notify the secretary, so that full particulars in regard to the signs may be provided at the earliest possible moment. The sooner the signs are installed, the better it will be for our industry.

Campaign plans are now very active, and will be more so as the campaign fund grows—we cannot say "accumulates"—for it is not allowed to do so. Every dollar works as fast as it is collected. Help us toward our goal of $100,000. Banish that feeling of distrust which all along has been unwarranted, and come over with your subscription. Be a "live florist" in every sense of the term. Foster the interests of your industry, and the industry will take care of you.

The following subscriptions have been received and are in addition to those previously published, for four years, unless otherwise stated:

Humm & Jones, Oberlin, O.	$10.00
R. C. Arlin, Bellevue, O.	5.00
Arthur Doebel & Son, Clyde, O.	10.00
Hall's Greenhouses, Clyde, O. (add'l)	5.00
Horn Floral Co., Fremont, O.	5.00
Arthur Ed Warning, Toledo, O.	10.00
Mrs. E. Suder, Toledo, O.	25.00
Wm. Feniger, Toledo, O.	15.00
Hirzey Bros., Toledo, O.	10.00
Northern Fl. Supply Co., Toledo, O. (1 yr.)	10.00
Paul A. Timm, Toledo, O. (add'l)	5.00
Bowling Green Fl. Co., Bowling Green, O.	10.00
Fostoria Floral Co., Fostoria, O.	10.00
T. J. Enright, Fostoria, O.	10.00
Henry C. Woltewaite, Philadelphia	5.00
Yeatman & Way, Kenneth Sq., Pa.	5.00
Lawrence Thompson, Kennett Sq., Pa.	5.00
Wm. Dych, Philadelphia, Pa.	5.00
J. Harry Palmer, Kennett Sq., Pa.	5.00
Scarlett Bros., Kennett Sq., Pa.	15.00
Richards Bros., Toughkenamon, Pa.	25.00
Werner Susenmichel, Louisville, Ky.	5.00
Beutel & Frederick, Louisville, Ky.	5.00
Emil Rieple, Rochester, Minn.	15.00
J. W. Ross, Centralia, Ill.	5.00
Mrs. E. A. Moore, Harvard, Ill.	5.00
Fred Longren, Burlington, Ia. (add'l)	10.00
Park Floral Co., Denver, Col.	25.00
Racine Floral Co., Racine, Wis.	25.00
John Nelson Co., Oshkosh, Wis.	10.00
E. C. Koenig, New York	10.00
L. Bruder, New York	5.00
Frank Kerpen, Jr., Jersey City	5.00
E. W. Holt, Oakdale, N. J.	5.00
Karl S. Landolt, New York	5.00
Leo Klein, New York (add'l)	5.00
Orchid Florists, New York	5.00
Henry E. Youngquist, Chicago	10.00
F. Burmeister, Chicago	5.00
Adgate & Son, Warren, O. (add'l)	15.00
Oscar S. Magnuson, Kane, Pa. (add'l)	10.00
H. B. Weaver, Bird-in-Hand, Pa.	5.00
Philip F. Kessler, New York (add'l)	10.00
Chas. Niemann, New York (1 yr.)	50.00
A. Kottmiller, New York	10.00
Young & Nugent, New York (1 yr.)	10.00
Badgely & Bishop, New York (1 yr.)	10.00
Wm. P. Ford, New York (1 yr.)	15.00
Michael C. Ford, New York (1 yr.)	15.00
United Cut Flower Co., New York (1 yr.)	25.00
Wadley & Smythe, New York (1 yr.)	50.00
P. J. Smith, New York (1 yr.)	15.00
H. L. Bantleman, New York (1 yr.)	10.00
H. E. Froment, New York (1 yr.)	20.00
M. A. Bowe, New York (1 yr.)	20.00
H. H. Burns, New York (1 yr.)	10.00
Wm. Kather, New York (1 yr.)	25.00
John Scheepers & Co., New York (1 yr.)	50.00
S. S. Skidelsky, New York (1 yr.)	50.00
Adolph Lewisohn, Ardsley, N. Y. (1 yr.)	50.00
John Young, New York (1 yr.)	25.00
H. Ramm, New York (1 yr.)	5.00
Smith's Flower Shop, Westerly, R. I.	15.00
Moraio Bros., Rye, N. Y. (add'l)	10.00
	$ 895.00
Previously reported	48851.50
Total	$49746.50

JOHN YOUNG, Sec'y.

J. E. Matthewson, Sheboygan, Wis.
President Wisconsin State Florists' Association.

Wisconsin State Florists' Association.

The Wisconsin State Florists' Association celebrated its first birthday September 12 at an enthusiastic and largely attended meeting at the Blatz hotel, Milwaukee. According to the report of Secretary H. J. Seel, the association has a charter membership of 133, a very creditable beginning for the new organization. A telegram from F. Rentschler, Madison, a director, stating that due to illness in his family, he was unable to attend was read, and the secretary was instructed to write him conveying the regrets of the members and hopes for the patient's speedy recovery. Among the various topics that came up for discussion were universal trade discount, the adoption of a suitable code and President Pollworth made a strong plea for the national publicity campaign of the Society of American Florists. He also reported some of the proceedings of the Detroit convention of the parent organization.

Officers were elected for the ensuing year as follows: James Matthewson, Sheboygan, president; Richard Haentze, Fond du Lac, vice-president; H. J. Seel, Milwaukee, secretary; Gust. Rusch, Milwaukee, treasurer. Director for three years: John Rindfleisch, Beloit; for one year, J. E. Taylor, Oshkosh. It was voted to hold the 1920 summer meeting at Sheboygan in July, the date to be fixed by the board of directors.

Among the visitors present were Allie Zech, George Mohn, A. F. Longren and A. Kilner, of Chicago. Following the business session a supper was served at the hotel and the occasion was greatly enjoyed by all present. C. C. Pollworth acted as toastmaster in his genial way and much credit is due him for the great success of the meeting, the delegates departing for their homes with anticipations of many more such happy and instructive gatherings in the future.

John K. Rugowski, of Manitowoc, exhibited two vases, one of white and one of shell pink asters of exceptionally fine quality on long stems, the flowers measuring more than four inches in diameter, which were awarded a certificate of merit. They will not be disseminated for the present.

E. O.

Floriculture at Wisconsin State Fair.

With ideal weather conditions prevailing throughout the week of September 8-13, the Wisconsin State Fair at Milwaukee exceeded any in the past as to attendance, exhibits and financial returns. The horticultural building, due to the good work of the local florists' club, was again a center of attraction, being tastefully decorated overhead and with fine groupings of plants, and other features did much to promote the florists' interests. While, in former years, the cut flowers and designs were staged and judged on the second day, this year, through some misunderstanding, they were called for on the first day, and which doubtless resulted in the poor showing made in these classes by the retailers, which, it is hoped, will not occur another year. The outdoor flower beds and boxes were in full bloom, and certainly were a credit to both the fair and the florists. Present prospects indicate that a new and really necessary horticultural building, in which a creditable exhibition can be properly staged, will be a reality in the near future. The awards were as follows:

Collection of greenhouse plants—Holton & Hunkel Co., Milwaukee, first; C. C. Pollworth Co., Milwaukee, second; A. F. Kellner Co., Milwaukee, third; Edward J. Hamme, Wauwatosa, fourth.

Display of palms, 50 square feet—A. F. Kellner Co., first; Holton & Hunkel Co., second; C. C. Pollworth Co., third.

Display of ferns, 50 square feet—Holton & Hunkel Co., first; A. F. Kellner Co., second; C. C. Pollworth Co., third; E. J. Hamme, fourth.

Display of foliage plants—C. C. Pollworth Co., first; Holton & Hunkel Co., second; A. F. Kellner Co., third; E. J. Hamme, fourth.

Display of plants in bloom—Holton & Hunkel Co., first; E. J. Hamme, second; A. F. Kellner Co., third.

Specimen nephrolepis — Holton & Hunkel Co., first; C. C. Pollworth Co., second; E. J. Hamme, third.

Specimen palm—A. F. Kellner Co., first; C. C. Pollworth Co., second; Holton & Hunkel Co., third.

Floral wreath—E. J. Hamme, first; Otto Eggebrecht, second.

Basket of cut flowers—E. Eberhardt, Cederburg, Wis., first; E. J. Hamme, second.

Best 12 chrysanthemums—Heitman, Oestreicher Co., first; C. C. Pollworth Co., second; E. J. Hamme, third.

Display of hardy helianthus — E. Eberhardt, first.

Display of asters—Fox Point Floral Co., Milwaukee, first; Otto Eggebrecht, second.

Best vase of asters, one dozen, any color — Otto Eggebrecht, first; Fox Point Floral Co., second; A. F. Kellner Co., third.

Best displays of gladioli and dahlias —E. Eberhardt, first.

E. O.

Floriculture at Minnesota State Fair.

At the Minnesota state fair, August 30 - September 6, one of the most prosperous in history, with a record-breaking attendance, larger premium lists and naturally more extensive exhibits, the floricultural features surpassed those of previous years. The plant stock, especially was the finest ever shown. Outdoor flowers, however, were not up to the usual standard. Noteworthy, and a center of attraction at all times, were the designs staged for competition, there being four entries in this section. Holm & Olson, St. Paul, were awarded first honors for a concave panel with flags of the allies and the Red Cross about 24 inches in height, the entire design being made of flowers. The work was executed by O. J. Olson and was without doubt the finest ever turned out by this establishment. Professor Cady was in charge of the exhibits and August Swanson, as usual, acted in the capacity of judge. The awards in the general classes were as follows: Holm & Olson, 38 first, five second and one third premiums: Swanson, Inc., Minneapolis, three firsts, 20 seconds and four thirds; Chicago Avenue Greenhouses, Minneapolis, three firsts, 14 seconds and 15 thirds; Robert H. Black, Albert Lea, Minn., one first; Franklin Baker, Minneapolis, one second and one third; C. Ruedlinger, Minneapolis, one second.

C. R. F.

Massachusetts Hort. Society's Exhibition.

Although, as the growers state, heavy rains and high winds have been unfavorable to the dahlia crop, the Massachusetts Horticultural Society staged an interesting show in Horticultural hall, Boston, September 13-14. There were good exhibits from both commercial and private growers. Noteworthy, were the displays of J. K. Alexander, of East Bridgewater, Mass.; Joseph Breck Company and Breck-Robinson Nursery Company, of Lexington, Mass.; W. D. Hathaway, New Bedford, Mass.; W. A. Manda, South Orange, N. J.; C. Louis Alling, West Haven, Conn., and the Boston Cut Flower Company, which made an interesting display of basket arrangements.

Ralph W. Clark, a private grower of Brockton, Mass., exhibited fine blooms of Cambria, George Adams and J. O. Moran. Both J. K. Alexander and W. D. Hathaway exhibited new seedlings, their own productions. Thomas Murphy, of Peabody, Mass., again exhibited his Lily Grand, a white flower of large size, which has been highly praised. He also showed other good varieties.

Dahlia Mandiana, by W. A. Manda, South Orange, N. J., has previously been exhibited, and is well known to the patrons of shows. It may be said in passing that it is a red of exceptionally large size and the flowers close down on the foliage. It will be useful, chiefly as a garden ornament. C. Louis Alling's yellow, William Slocombe, attracted much attention. A. E. Doty, New Haven, Conn., exhibited fine specimens of Yuban, Robert Lyon and Big Ben. Other exhibitors were Jelle Roos, of Milton, Mass.; J. E. Jones, of Waltham, Mass., and James Adie of Boston, whose vase of Mrs. Frederick Grinnell, a winner of many first prizes, was a center of interest.

A. F. F.

Floriculture Sets Record at Conn. Fair.

The record for number of entries in the floricultural section at the Connecticut state fair was broken this year and the displays attracted more than usual attention. Among the prominent exhibitors were: Elm City Nursery Co., New Haven, Conn.; Coombs, the Florist, Hartford, Conn.; J. F. Huss, Hartford; N. Nelson, Hartford; East Hartford Gladiolus Co.; J. K. Alexander, East Bridgewater, Mass.; A. B. Goodrich, Glastonbury, Conn.; W. D. Hathaway, New Bedford, Mass.; C. Louis Alling, West Haven, Conn., and A. W. Davidson, Ansonia, Conn.

Floriculture at Nebraska State Fair.

The floricultural display at the Nebraska state fair, held at Lincoln, September 1-5, was excellent, as was the display of fruits, both being under the supervision of the Nebraska State Horticultural Society. The rose display was particularly good, especially the entry of the Eiche Floral Co., of Lincoln, which included excellent Russell, Ophelia, Columbia, Premier and Hoosier Beauty. The fountain in the center of the building was an attractive spot with its handsome decoration of water lilies and hyacinths arranged by Professor Grosshart of the state university.

Lewis Henderson, of Omaha, was probably the largest exhibitor, being awarded first honors for displays of greenhouse plants, palms, ferns, a flower bed in bloom; also, first for display of cut flowers, vase of 50 roses, wreath, gladioli and corsage bouquet. J. K. Hiltner, of Lincoln, was first for bridal bouquet, floral spray and basket of flowers, and second in the competition for cut flowers and roses, and greenhouse plants, ferns, palms and blooming stock. Paul B. Floth, of Omaha, was a strong contender in nearly all classes, both cut flowers and plants, taking most of the third prizes, and a number of second honors. The judging was in the capable hands of C. H. Green of Fremont.

L. H.

Milwaukee, Wis.

COOLER WEATHER SHORTENS SUPPLY.

With cool nights prevailing, the effects were soon noticeable in the receipts of roses, which shortened up considerably towards the end of last week. The daily cut of gladioli is also growing less, and the same holds true of good, clean asters. With prospects of a rainy period, which is due about this time each year, the cut of outdoor stock will soon come to an end, and indoor grown crops will again command more attention. While cut carnations are becoming more plentiful from day to day, the stems are too short to be of much value. The few early yellow and white chrysanthemums that come in occasionally are soon picked up.

NOTES.

Carl Desebrock, age 71, who with his daughter, Miss Carla, conducted a retail store at North avenue and 29th street up to June, 1918, died suddenly from apoplexy at Cedar Lake, September 6. Previous to opening his store, both he and his daughter were in the employ of the Edlefsen-Leidiger Co., where both were held in high esteem for their faithful services. Interment was at Wanderer's Rest cemetery, September 8.

A. H. McDonald, of Gimbel's, reports an exceptionally busy time during fair week; in fact, it was the best business in September since their existence.

C. Kamp, of Kamp & Spinti, of North Milwaukee, say they have a pure white sport of the perennial, Belladonna del-

E. O. [illegible]

Vivid Description.

Another city man finds color in the lamp-lit stall of fruit and vegetables on the street.

Tomatoes, redder than Krakatoa's fire,
Oranges like old sunsets over Tyre,
And apples, golden-green as the glades of Paradise.

OBITUARY.

Peter Risch.

Peter Risch, well-known grower and wholesale florist of Chicago, died at his home in Evanston, September 12, at the age of 74 years. He was born in Mertzig, Luxembourg, August 19, 1845. After spending 10 years in Paris, France, he came to America in 1870, locating at Chicago, and settling in Evanston one year later. He spent most of his years in the florist industry, and established the Weiland & Risch business in 1898, which consisted of a large sized range of glass in Evanston, and a wholesale store in Chicago. In 1918, the business was incorporated as the Weiland-Risch Co., of which he was president. Mr. Risch was quick to realize the great possibilities of the Killarney roses, and was the first to grow them extensively in the west, recommending them most highly to all growers, who were welcome at all times to inspect the plants growing at their greenhouses. They handled the Killarneys exceptionally well, and later introduced a new pink rose, named Champ Weiland, which was a great success, and quite a factor in the Chicago market today. Mr. Risch was highly respected by all who knew him, and the sympathy of the entire trade is extended to his family and business associates. He is survived by his son, John P. Risch, who has been managing the Chicago wholesale store so successfully for many years, and a daughter, Mrs. Catherine M. Weiland, both of Evanston. The funeral was held from the late residence, 802 Monroe street, Evanston, September 15, at 8:30 a. m. to St. Nicholas' church, where requiem high mass was celebrated at 9 a. m., and interment was at St. Henry's cemetery. The funeral was largely attended, and the floral offerings from the trade were many and beautiful and showed the high esteem in which he was held by his fellowmen.

William H. Keyser.

William H. Keyser, for many years a grower, with a range on Randolph avenue, Jersey City, N. J., died at his home, 87 Clark street, that city, September 11, of intestinal trouble, in his sixty-seventh year. He was born in New York, but most of his life had been spent in Jersey City. He was well and favorably known to the older generation of florists of both places. Surviving him are four daughters and one son. His funeral was held from the family home, September 14.

William G. Henderson.

William G. Henderson, a landscape gardener of Hartford, Conn., died at his home, 30 Harrison street, that city, September 4, age 74 years. He was born in Glenisle, Scotland. Surviving him are his wife, three daughters and two sons. The daughters are Mrs. Elizabeth Sherard, Mrs. John H. Sirne and Mrs. Edgar M. Brown. The sons are Charles and William G. Henderson.

World Exposition Planned for Nova Scotia

With the aim of bringing Nova Scotia and her resources into the limelight, and to commemorate the part played by Canada in the war, a world exposition and old home celebration is planned for Halifax in the summer of 1922. There are a million or more Nova Scotians or their descendants scattered throughout the world, and it is hoped that many will return for the occasion. The Halifax board of trade has given assurance of its co-operation and financial support.

THE AMERICAN FLORIST

ESTABLISHED 1885.

Subscription, United States and Mexico, $1.50 a year; Canada $2.00; Europe and Countries in Postal Union, $2.50.

When sending us change of address always send the old address at the same time.

Advertising rates on application.

From the first issue THE AMERICAN FLORIST has accepted only trade advertisements.

Advertisements must reach us Tuesday (earlier if possible) as we go to press Wednesday.

We do not assume any responsibility for the opinions of our correspondents.

THE AMERICAN FLORIST,
440 S. Dearborn St., CHICAGO

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THE Chicago Association of Commerce is planning to invite the Florists' Telegraph Delivery Association to hold its 1920 convention in that city.

NEW ORLEANS members of the Society of American Florists are talking of making a bid for the 1921 convention, to be held, presumably in winter or spring.

A SHIPMENT of 10,000 tons of potash from Germany to the United States, said to be the first since 1914, has been contracted for, and ships for transportation provided by the shipping board.

GROWERS in the larger cities are being crowded farther out every year. With the automobile, improved roads, and the interurban railway, this is not such a disadvantage as would have been the case only a few years ago.

THE general magazines are exploiting a recent English production as the first greenhouse on wheels, overlooking the fact that in 1912 we gave an extended illustrated account, of A. J. Stahelin's range on wheels at Redford, Mich., issue of October 19, page 736.

Seattle's Preparation for President.

E. G. Hill, of Richmond, Ind., writes as follows from Seattle, Wash., September 11: "We are having a great time in this wonderful section of our great country. Everybody is anxiously awaiting the arrival of the president and the battleship fleet. A warm welcome will be given to both the president and the fleet. This is a great week for the florists here. Roses are fairly plentiful, dahlias magnificent, also gladioli."

Money.

Chicago bankers are predicting that the commercial paper market, in fact, all commercial paper discounts, will shortly get down to a 5¼ per cent basis. The market is now around 5¼ per cent for the average run of paper placed. A rate of 4¼ per cent on government borrowing, a reduction of ¼ of 1 per cent, has brought about a great change in the situation, and where bankers a few weeks ago talked nothing but tight money, they see an important change for the better coming.

Society of American Florists.

LIFE MEMBERS' CERTIFICATES.

Owing to the recent large influx of life members, some delay is being experienced in the furnishing of engrossed diplomas to such members, signatures, engrossing and framing all requiring considerable time. New life members are, therefore, asked to appreciate this condition. The supply of life membership buttons, furnished at 75 cents each, was early exhausted at the convention, and delay is being experienced in obtaining a further supply. As soon as received from the maker, the buttons will be forwarded.

JOHN YOUNG, Sec'y.

Profiteers' Bill.

The house bill extending the food control act to penalize profiteering, as a means of reducing the cost of living, was passed by the senate, September 12 and sent to conference. In addition to penalties—$5,000 fine and two years' imprisonment—for profiteering, hoarding, destroying, or monoplizing of food and other necessaries, or "making any unjust or unreasonable rate of charge," the bill extends the law to include wearing apparel and containers of food, feeds and fertilizers, as well as food, fuel, fertilizers and agricultural machinery. The life of the proposed law would terminate upon the proclamation of peace.

American Dahlia Society Field Day.

Visitors in attendance at the annual convention and exhibition of the American Dahlia Society in New York, September 23-25, should plan to attend the field day of the society which will be held at Storrs, Conn., September 20, when the varieties in the trial gardens at the Connecticut Agricultural College will be scored by the society's officials for the American Dahlia Society's certificates of merit. Forty-five varieties from numerous states including California, Oregon, Maine, Rhode Island, New York and Connecticut are represented as well as entries from Holland.

In reaching Storrs by train it is necessary to purchase ticket to Willimantic, where motor bus transportation may be obtained to Storrs, eight miles north. The following schedules will be found practicable:

From New York by boat to New London leave Pier 40, North River, at 5:30 P. M., or Pier 70, East River, foot of Twenty-second street, at 6 P. M. on Friday, September 19, arriving at New London at 1:30 A. M. Saturday. Passengers leaving word with purser will be called in time to catch the Central Vermont train leaving about 5:50 o'clock for Willimantic and arriving at 7 o'clock.

By train leave New York, Grand Central Station, over New York, New Haven & Hartford Railway, Saturday morning at 7:51, arriving at Willimantic at 12:24 P. M.

Automobile parties will find routing to Willimantic in any of the standard road books.

Coming Exhibitions.

[Secretaries are requested to supply any omissions from this list and to correct any dates that have been altered since the last advices.]

September 23-25, New York.—Dahlia exhibition under the auspices of the American Institute of the City of New York and the American Dahlia Society at the Engineering Society building, 25-33 West 39th street. Wm. A. Eagleson, secretary board of managers, 322 West 23rd street, New York.

November, Auburn, Ala.—Annual meeting and exhibition of flowers of the Alabama State Horticultural Society. W. C. Cook, manager of exhibits, Auburn.

November, New York.—Annual exhibition of the Chrysanthemum Society of America. Chas. W. Johnson, Secretary, 2242 West 109th street, Chicago.

November 5-7, New York.—An exhibition of chrysanthemums under the auspices of the Chrysanthemum Society of America and the American Institute of the City of New York at the Engineering Society building, 25-33 West 39th street. Wm. A. Eagleson, secretary board of managers, 322 West 23rd street, New York.

November 5-7, Tarrytown, N. Y.—Fall show of the Tarrytown Horticultural Society in Music Hall. E. W. Neubrand, secretary, Tarrytown, N. Y.

November 5-8, Philadelphia, Pa.—Annual exhibition and chrysanthemum show of the Pennsylvania Horticultural Society at the First Regiment Armory. David Rust, secretary, 606 Finance building, Philadelphia.

November 12-13, Indianapolis, Ind.—Flower show of the State Florists' Association of Indiana at Claypool Hotel, O. E. Steinkamp, secretary, 3800 Rockwood avenue, Indianapolis.

November 13-14, Providence, R. I.—Chrysanthemum and fruit show of the Rhode Island Horticultural Society. E. K. Thomas, secretary, Kingston, R. I.

November 10-15, Des Moines, Ia.—Fall show of the Iowa State Horticultural Society, Wesley Greene, secretary, State House, Des Moines.

January, 1920, Chicago.—Annual exhibition of the American Carnation Society. A. F. J. Baur, secretary, 3800 Rockwood avenue, Indianapolis, Ind.

March 15-22, 1920, New York.—Flower show of the New York Florists' Club at Grand Central Palace. John Young, secretary, 1170 Broadway, New York.

March 24-28, 1920, Boston, Mass.—Exhibition of orchids and other plants of the Massachusetts Horticultural Society at Horticultural hall. William T. Rich, secretary, Horticultural hall, Boston.

State Fairs.

September 22-27, Boise—Idaho State Fair. W. H. Wicks, Boise, superintendent of horticulture.

September 22-27, Salem—Oregon State Fair. L. M. Graham, Forest Grove, superintendent of horticulture; C. B. Clancey, Salem, superintendent of floriculture.

September 23-27, Pueblo—Colorado State Fair. J. N. Salter, Pueblo, superintendent of horticulture.

October 6-11, Richmond—Virginia State Fair. W. C. Saunders, Mutual building, Richmond, superintendent of horticulture and floriculture.

October 6-11, Salt Lake City—Utah State Fair. James Jensen, superintendent of horticulture and floriculture.

October 20-25, Raleigh—North Carolina State Fair. C. D. Mathews, Raleigh, superintendent of horticulture and floriculture.

October 22-28, Shreveport—Louisiana State Fair. Geo. L. Tiebaut, Baton Rouge, superintendent of horticulture; W. R. Hirsch, Shreveport, superintendent of floriculture.

October 27-31, Columbia—South Carolina Agri. and Mech. Society State Fair. D. F. Efird, secretary, Columbia.

November 3-8, Phoenix—Arizona State Fair. Dr. Oscar Bartlett, Phoenix, superintendent of horticulture.

November 22-29, Jacksonville—Florida State Fair. P. T. Strieder, 211 Dyal-Upchurch building, Jacksonville, superintendent of horticulture and floriculture.

Wants, For Sale, Etc.

Small Type, 12 Cents Per Line, Each Insertion. Display, $1.50 Per Single Column Inch, Each Insertion. These prices are net, cash with order. For Plant Advs., See Ready Reference Section.

Where answers are to be mailed from this office enclose 10 cents extra to cover postage, etc.

Situation Wanted—By experienced grower of roses, chrysanthemums and pot plants. Single. Address
Key 417, care American Florist.

Help Wanted—An experienced store clerk and designer. Address
CARL C. RECK,
Care John Reck & Son,
Bridgeport, Conn.

For Sale—50 boxes greenhouse glass, 18 inches wide. A. double strength, $4.50. Address.
Key 413, care American Florist.

For Sale.—A retail establishment of 8,000 feet of glass; with store. Everything in first class condition. Address
Key 405, care American Florist.

For Sale—Two greenhouses, two acres of land with 80 bearing fruit trees and eight-room residence. $6,000; will pay for itself in three years. Retiring. **Wm. Kage, Petoskey, Mich.**

For Sale. In a live town in Illinois, 3700 square feet of glass; seven-room modern house; three large lots. Doing good business; no opposition; everything ready for winter. Reason for selling: old age. Address
Key 420, care American Florist.

HELP WANTED

A qualified florist, experienced in landscaping, pot plants, ferns, roses, chrysanthemums, etc. Good salary. Permanent position. Board and lodging if single; cottage if married. In own hand, give education and experiences. Furnish recently written letters of reference, character, habits and ability in above lines.

EAST LOUISIANA HOSPITAL FOR THE INSANE
Jackson, Louisiana

Help Wanted

A qualified florist as assistant, experienced in carnation houses and also pot plants. State wages and references in first letter. Address
Key 419, care American Florist.

FOR SALE.

Pecky Cypress, $35.00 per 1000 ft.

1-inch thick, rough, random width and length. Carloads or small quantites. Immediate shipment.

CHICAGO & RIVERDALE LUMBER CO.
'Phone Pullman 306. RIVERDALE, CHICAGO

FOR SALE

Bargain, greenhouses for sale at Summit, N. J., 45 minutes by rail from New York City; dwelling house, barn and large potting sheds:

1 house, 26 x 200 ft.
1 house, 20 x 200 ft.
3 houses, 18½ x 125 ft.
2 houses, 20 x 150 ft.
2 houses, 20 x 125 ft.

hot water heat; 8 acres of land around the place; selling price, $16,000; $6,000 cash, balance on easy terms. Apply to

CHARLES H. HAGERT, Dingman's Ferry, Pa.
or E. L. McKIRGAN, Attorney,
Littell Building, Summit, N. J.

BOILERS — BOILERS

ALL SIZES.

Selected Boiler Tubes, all sizes, for greenhouse piping and **Retubing Boilers.** Thoroughly cleaned like **New** and trimmed. Complete stock of **New** and **Second Hand** Pipe, Valves, Fittings, etc.

LEVINE & CO.
3738 South Halsted Street, CHICAGO, ILL.
Phone Boulevard 9354.

FOR SALE

Three ranges of glass near Chicago. One planted with carnations and the other two with roses. Each range is separate and located in different localities. Do not answer this if you have not $50,000 for each or can place $20,000 down. These are bargains.
Key 416, care American Florist.

FOR SALE

Two Greenhouses,
Seven-room Cottage,
Five Acres of Land.

No competition. Reason for selling, death of owner. Will sell for part cash, balance in easy payments. Everything in tip top condition. If interested, write soon to the

Plemen Floral Company
STAPLES, MINN.

FLORISTS FIXTURES FOR SALE

One ice box 4x6 feet counter, shelving wrapping table and partitions in good condition. In storage.

FflorIST
3121 Logan Blvd., CHICAGO, ILL.
Telephone Belmont 3245

OFFICIAL S. A. F.

Shipping Labels

Actual size of leaf 2¾x5¼ inches

FOR CUT FLOWERS: in two colors, gummed paper; your card, etc., in black and leaf adopted by the S. A. F. in red. Prices: Per 500, $3.35; per 1000, $5.00. Samples on request. Electro of leaf, postpaid, $2.00. Cash with order.

AMERICAN FLORIST CO.
440 S. Dearborn St., CHICAGO

New Business

There are many new men in the trade and they want to know now where to

LOOK FOR STOCKS

The best way to tell them is by regular advertising in these columns.

The new conditions of business demand special effort on the part of those who have goods to sell.

AMERICAN FLORIST CO.
440 South Dearborn Street
CHICAGO

Send for It Today

Our New Thirty-two Page Illustrated

FALL AND XMAS CATALOGUE

FEATURING

Prepared Foliages

Baskets and Flower Stands

Ribbons and Chiffons
Wreaths
Novelties
Artificial Flowers
General Supplies

THE OVE GNATT CO., Inc.

Quality Merchandise. Prompt Service.
No P. & D. Charges.

LA PORTE, INDIANA

SEND THIS COUPON TODAY.

The Ove Gnatt Co., La Porte, Ind.:
Gentlemen: Kindly send me your new Fall and Xmas Catalogue.

Name .....

City ..... State .....

Buffalo.

BUSINESS UNUSUALLY GOOD FOR SEASON.

Activity in the flower trade in this city has been better than is generally the case at this period of the year. The supply has been plentiful, especially gladioli, which are now practically in a state of glut. Asters are showing a decided improvement both in size of flower and length of stems. Roses are especially good and are also plentiful. Russell, Ophelia, Sunburst, Francis Scott Key and Columbia are perfect in flower and stems are of good length. Some good carnations have been seen, but the supply is limited. Calendulas, cosmos and snapdragons are filling in nicely in the boxes of assorted flowers.

NOTES.

It is gratifying to see the attitude of Philip Breitmeyer, Albert Pochelon and Charles H. Plumb of Detroit, Mich., regarding Sunday closing after their visit to Toronto, Ont., and other Canadian cities, which were not permitted to and never did open on Sunday, and still have always been most successful. The florists' business is at least being placed where it always belonged—in the highest class and catering to the best trade.

The state fair at Syracuse, as in former years, offered good inducements for exhibitors in table decorations, bouquets and cut flowers. W. H. Grever, of Allen street, and E. A. Slattery, of W. J. Palmer's staff, entered in the competition while Jerry Brookins & Son, of Orchard Park, N. Y., had displays in the rose classes. Good reports from all are assured.

Williamsville, N. Y., the home of Wallace Eiss, of the W. F. Kasting Co., has an automobile speed limit of 15 miles per hour. Wallace is the "police force." The state bank at Williamsville is said to have considerable money to loan, the result of fines imposed on tourists on their way to the automobile club who like to travel "on high."

W. J. Palmer is still away on his vacation. Nearly all of the other summer absentees are back, however, and ready for good business.

S. A. Anderson, Jr., and John Anderson have left for Williams College, Williamstown, Mass.

Charles Felton has returned from a trip to Detroit, Cleveland and other western cities.

John Fiebelkorn has a new car in which he now makes his calls on the trade.

Visitors: Herbert A. Claussen, Denver, Colo.; F. C. W. Brown, Cleveland, O.; Werner Bultmann, Syracuse, N. Y.

BISON.

St. Paul, Minn.

FALL TRADE OPENS AUSPICIOUSLY.

Trade conditions are now assuming a fall aspect. Business in all branches is very good, with plenty of funeral work, numerous weddings and general buying up to the standard. The supply is plentiful, although outdoor flowers are of poor quality.

NOTES.

Holm & Olson are in the midst of the work of remodeling their establishment, and with present heavy business, it is a problem to take care of all orders. When the work is completed, however, the store will be more capacious and up-to-the-minute than ever.

Jan Commandros, who for several years conducted the Golden Rule flower department, has severed his connection, and the establishment is now operating this branch of the business. Mr. Commandros has not definitely decided on the future.

The visit of President and Mrs. Wilson called for much activity in the flower shops. The decorative features at the capitol were ably executed by Holm & Olson. This firm also had the order for an elaborate wedding decoration at Austin, Minn.

Visitors: Albert and P. Claussen, Faribault, Minn.

C. R. F.

I am now connected with the

Boston Floral Supply Co.

Have no interest in any other concern.

I joined the ranks of the **Boston Floral Supply Co.** after months and months of consideration.

SAMUEL MANN

Formerly with B. A. Snyder Co.,

BOSTON, MASS.

SECURITY

Do You Feel Secure Enough in Your Purchases of

SUPPLIES AND CUT FLOWERS

EVEN if you do feel secure, you owe it to yourself, Mr. Florist, to look into the matter and see clearly that you are getting the most for your money.

The **Boston Floral Supply Co.** entertains a high respect for their competitors; yet as a matter of business we can scarcely hold back from stating our reasons for kindly asking you to investigate us thoroughly.

Our modern facilities, our manufacturing our own goods right on our own premises, and our working on the principle of a large volume of business with small profits, lead us to believe that we can save you from 25 to 33% on your purchases.

You want to remember that you buy direct from us and in so doing you are eliminating the middleman's profit.

Hundreds and hundreds of florists have asked themselves the question, "Why has the **Boston Floral Supply Co.** obtained such a high and enviable position among the wholesale florists?" Some people say it is by advertising. Advertising has helped us, but only in a small way. The real reason for our success lies in selling the best goods at the lowest possible prices. We have made it our business to maintain this central thought of the best goods and lowest prices at all times.

OUR TRAVELING MEN.

We want you to feel that when you come in contact with some of our traveling men, Mr. Herbert Sloane, Mr. Samuel Mann and Mr. Jack Feldman, that their services are at your entire disposal. We also want you to feel that when you come to Boston, our manager, **Mr. Albert Strumph,** will be glad to do anything in his power to make your stay pleasant. And, what is more, you are in no way obligated to buy anything unless you feel like doing so.

Our Cut Flower and Evergreen Department.

If you need any flowers at any time, telephone or telegraph us at our expense. Tell us the train you desire your goods on, and we will make every effort to have them on that train.

Our guarantee has always been **"Satisfaction to Our Customers or Money Refunded."** For our mutual advantage we ask you to place your orders with us for **Cut Flowers and Evergreens,** as well as **Supplies.**

WAX FLOWERS

WAX ROSES, Pink, White, Yellow, Golden Gate.

	Per 100
Very Large Size	$3.50
Large Size	2.50

CREPE ROSES, Pink, White, Golden Gate and Russell color. Per 100 ..... $2.50

CARNATIONS, Pink, White, Golden Gate. Per 100 ..... $2.50

SWEET PEAS (very beautiful). Pink, White, Lavender. Per 1000 ..... 5.50

EASTER LILIES, per 100 .... 4.00

CALLA LILIES, per 100 ..... 4.00

CYCAS

Size	Per 100
8-12	$ 3.25
12-16	4.00
16-20	4.75
20-24	5.75
24-28	7.00
32-36	9.50
36-40	11.50
40-44	13.25
44-48	15.00

MAGNOLIA WREATHS

Beautifully decorated with Roses, Carnations, Sweet Peas, Lilies, etc., each wreath securely packed in a separate telescope box.

10-inch Frame, per doz	$10.00
12-inch Frame, per doz	13.00
14-inch Frame, per doz	17.00

WAX DESIGNS

These designs come in Wreaths, Crosses, Hearts, Anchors, Crescents, etc.

8-inch frame, each	$1.00
10-inch frame, each	1.35
12-inch frame, each	1.75

Our Magnolia Wreaths, Sprays and Wax Designs are the most beautiful we have ever made.

Give us a trial order. We will quote you special prices on large quantities of wax flowers, designs, sprays and magnolia wreaths.

SPRAYS

Tinfoil wrapped. Made of Roses, Carnations, Easter and Calla Lilies, Sweet Peas, etc., including full telescope box. Price, per spray ... $0.75

We also have sprays at **$1.00** and **$1.50.**

BOXES.

Cut Flowers— Per 100

	Telescope	2-inch Covers
18x 5x3½	$ 3.75	$ 2.75
21x 5x3½	4.50	3.50
24x 5x3½	5.00	4.25
28x 5x3½	6.00	5.00
21x 8x5	6.00	5.00
30x 5x3½	6.75	5.40

Cut Flowers— Per 100

	Telescope	2-inch Covers
24x 8x5	7.00	5.80
28x 8x5	7.75	6.40
30x 8x5	10.00	8.80
36x 8x5	11.75	9.75
30x12x6	12.75	11.00
36x12x6	13.50	11.50
36x14x6	15.00	13.00

Wreath Boxes— Per 100

	Telescope	2-inch Covers
16x16x5	$ 9.50	$ 8.50
16x16x7	11.00	9.25
18x18x6	12.00	9.50
18x18x8	13.50	10.50
20x20x6	14.50	11.50

Wreath Boxes— Per 100

	Telescope	2-inch Covers
20x20x9	15.50	13.00
22x22x6	16.50	13.00
22x22x9	18.00	16.50

Bouquet Boxes

19x9x8	10.50

Printing free on lots of **500** or more. In smaller lots, **$1.25** per 100; Gold Ink, **$2.50.** These Boxes are the result of long experience. Why not take advantage of both quality and price?

PRICES SUBJECT TO CHANGE WITHOUT NOTICE.

BOSTON FLORAL SUPPLY CO., WHOLESALE FLORISTS,

Dealers in Cut Flowers and Hardy Cut Evergreens and Florists' Supplies.

Mfrs. of Artificial Flowers, Wreaths, Sprays, Baskets, Boxes, Wire Frames and Preservers of Cycas.

Office-Salesrooms: 15 Otis St. & 96 Arch St., Boston, Mass.

Unknown customers kindly send references or cash with order. Telephones: Main 2574-3525.

WE ARE RECEIVING A

FINE SUPPLY of ROSES

FOR THE FALL TRADE

The cool nights have improved the quality of our stock wonderfully, and you will find that our Roses are unsurpassed for quality in this or any other market.

BUY DIRECT FROM THE GROWER.

We Are Rose Specialists, and Are Cutting from 245,000 Rose Plants.

These are all our own growth, guaranteed fresh cut and packed to arrive in good condition.

PRICE LIST

RUSSELL and COLUMBIA

Long	per 100,	$12.00 to $15.00
Good medium	per 100,	10.00
Medium	per 100,	6.00 to 8.00
Short	per 100,	4.00 to 5.00

ASSORTED ROSES—Our Selection

In lots of 300 or more; all choice, fresh cut stock.

Short lengths	at the rate of $30.00 per 1000
Medium lengths	at the rate of 50.00 per 1000

When ordering, please state grade wanted.

OPHELIA, HOOSIER BEAUTY, WHITE KILLARNEY

Extra long, $8.00 per 100; Medium, $6.00 per 100; Short, $4.00 per 100.

Gladioli and **Asters** at market prices
New Fancy Ferns.....per 1000, $2.00

Adiantum .....per 100, $1.00
Galax, bronze .....per 1000, 2.00

Asp. Sprays.....per 100, $2.50 to $3.00
Sprengeri.....per 100, 2.00 to 3.00

All seasonable flowers not grown by us will be procured for our customers. A trial order solicited.

In buying direct from the grower you are assured of fresh stock at all times and the most even run of quality possible.
NOTICE—We close at 5 o'clock week days and all day Sunday. Week Days 8 A. M. until 5 P. M.

BASSETT & WASHBURN

LONG DISTANCE PHONE: CENTRAL 1457.

Greenhouses: Hinsdale, Ill., and Greggs Station, Ill.

OFFICE AND STORE
178 N. Wabash Ave., CHICAGO, ILL.

Mention the American Florist when writing

Chicago.

BUSINESS IMPROVING.

There was a noticeable increase in the sales the past week, due principally to several prominent funerals, which called for a large quantity of flowers. Stock the past week was in extra heavy supply in practically all lines, and many of the wholesalers agree that there never was a period in September when flowers were so plentiful as last week. Most of the stock was sold to whoever would buy it by some of the houses at ridiculously low prices, including several department stores, who it is reported, bought roses as low as $4 per 1,000, which will give one an idea how well glutted the market really was. Other stock sold correspondingly low, especially asters and gladioli, many of which were dumped, owing to the great surplus of these and other flowers. The market took a change for the better, September 13, and while stock is not as plentiful as it was last week, there is plenty to go around and some low offerings in quantity lots are being made by several of the houses. There is a good demand for American Beauty roses, and the same holds true for Mrs. Chas. Russell, Columbia and Premier. Some fine Ophelia, Killarney Brilliant, Double White Killarney, Hoosier Beauty, My Maryland, Ward, Sunburst, Milady and Champ Weiland are arriving, in addition to a few other varieties grown for this market. Carnations are improving in quality, and continue to clean up nicely right along at good figures. Gladioli are very plentiful, and are obtainable in large lots at low prices. Asters are seen in quantity everywhere, and are moving better at this writing than they have been for several weeks, although they are not anywhere near what they should be. Lily of the valley is selling at $12 to $15 per 100. Orchids are more plentiful, but command high prices. White and yellow chrysanthemum are to be had in fair sized quantities and the supply of lilies appears to be gradually increasing. A few snapdragons and calendulas are offered, together with an assortment of outdoor stock that

FOUNDED BY FLINT KENNICOTT 1st

A SYMBOL that represents a "CLEAN CUT" POLICY of wholesale merchandising in Cut Flowers with the Retail Florist and the COMMERCIAL GROWER.

With the Retailer—
It's Best to BUY HERE.
With the Grower—
It's Safest to Consign Here.

KENNICOTT BROS. CO.
Chicago's Exclusive Commission House

A. T. PYFER & CO.

WHOLESALE FLORISTS

164 North Wabash Avenue, CHICAGO

Mention the American Florist when writing

Fine Supply of Roses

Order what you need from us

RUSSELL — **$5.00 to $15.00 per 100.**

COLUMBIA — **$6.00 to $15.00 per 100.**

Killarney, White Killarney, Killarney Brilliant, Milady, My Maryland, Ophelia, Sunburst and Champ Weiland. $3.00 to $8.00 per 100. Our Selection, $4.00 per 100

Carnations, $2.00 to $3.00 per 100.

Complete Line of GREENS at Market Prices.

PETER REINBERG

Wholesale Florist

30 East Randolph St., LONG DISTANCE PHONES CENTRAL 601 and 2846 **CHICAGO**

A. L. VAUGHAN & Co.

NOT INC.

PHONES:
CENTRAL 2571 - AUTOMATIC 48-734 - CENTRAL 2572
161 North Wabash Ave, Chicago

Roses - Asters - Gladioli

IN QUANTITY

Complete Line of Other Seasonable Stock

Get the best. Place your order with us. Great care is taken in the execution of every order, so that all stock will reach you in the best possible salable condition.

We also have a Complete Line of Greens

A large and complete line of all seasonable Cut Flowers and Greens enables you to secure what you order from us at all times.

JOSEPH FOERSTER CO.

WHOLESALE FLORISTS

160 N. Wabash Avenue, CHICAGO, ILL.

Mention the American Florist when writing

WIETOR BROS.

WHOLESALE FLORISTS

30 East Randolph St., L. D. Phone Randolph 2081 **CHICAGO**

Mention the American Florist when writing

still plays an important part in some of the window displays of the retail florists.

NOTES.

Sister M. Paschalis, of the Poor Handmaids of Jesus Christ, died September 15 at the Angel Guardian orphanage, 2001 Devon avenue. Solemn high mass was held at the chapel of the orphanage the following Thursday at 10 a. m., with burial at St. Boniface cemetery at 12:30 p. m. the same day. Sister Paschalis was well-known to the trade through her connection with the Angel Guardian Greenhouses, and many firms were represented at the funeral with beautiful floral pieces.

Fischer Bros.' store at 614 Dempster street, Evanston, was robbed of checks amounting to $200 and currency in the sum of $50 sometime between the evening of September 13 and the following Monday morning, when burglars moved the safe into the refrigerator and blew it open with nitroglycerine. According to the police, the safeblowers wore gloves in order to avoid leaving finger prints.

Notice has been given that the trustee in the matter of Pyfer & Olsem, bankrupt, has filed his report and that a final dividend will be declared at a meeting of creditors in the office of Sidney C. Eastman, referee in bankruptcy, room 907 Monadnock block, October 16 at 10 a. m.

Bassett & Washburn are drilling an extra eight-inch well on their premises at Greggs Station so as to protect their water supply in case the one now in operation should ever fail.

Chas. Smith, of the Eastern Wreath Manufacturing Co., Providence, R. I., is attending the Zionist convention here this week, and incidentally booking orders for wire designs.

A. S. Brouton, 3121 Logan boulevard, and wife, returned recently from their honeymoon which was spent at Yellowstone Park and his homestead in Montana.

Chas. Erne, of Erne & Co., and wife returned early this week from a pleasant auto trip to the Dells and other beauty spots in Wisconsin.

John Schoepfle, 933 Belmont avenue, is building a garage, which in addition to the greenhouses, will be heated by a new Kroeschell boiler.

Otto Strobuck, formerly with the George Wittbold Co., is now employed in the wholesale cut flower department of the A. L. Randall Co.

John Poehlmann, who is spending his vacation at Three Lakes, Wis., sent home several good sized fish this week to the boys at the store.

T. E. Waters, manager of Poehlmann Bros. Co.'s supply department, made a business trip to Minneapolis, Minn., this week.

The Chicago Flower Growers' Association now has its new Kroeschell ice machine in operation.

CUT TUBEROSES

FOR IMMEDIATE SHIPMENT

Write, wire or phone.

IMPERIAL GARDENS, Sugar Land, Texas

BASKETS

Write for Catalog Now.

RAEDLEIN BASKET CO.

713 Milwaukee Ave., CHICAGO, ILL.

REFRIGERATORS

COMPLETE FIXTURES

CENTRAL REFRIGERATOR & EQUIPMENT CO.

Estimates submitted.

155 No. Clark St., CHICAGO

W. A. Hansen, of the E. C. Amling Co., is back from a successful eastern business trip.

Of Course—
It's "Flowers of Superior Quality" that you want to start the season—
Flowers you can depend upon to give satisfaction.

QUALITY COUNTS

American Beauties, Mrs. Chas. Russell, Premier and Columbia are all in good crop now, and their quality is unexcelled — truly "Flowers of Superior Quality."

And our Ophelia, Milady, Sunbursts, Brilliants and other Roses, Carnations, Gladioli and Asters are of equal merit.

Our Decorative Greens, too, come up to the same high standard.

Send us an order — you will appreciate the excellence of our stock.

Price List Sent on Request.

"The Nation's Most Expressive Flowers"

POEHLMANN BROTHERS COMPANY

66-74 East Randolph Street,
Chicago, U. S. A.

The Largest Growers of Flowers in the World.

The Chicago Flower Growers Association

WHOLESALE GROWERS of CUT FLOWERS and PLANTS

182 North Wabash Avenue L. D. Phone, Randolph 631 CHICAGO

Chicago's Leading Wholesale House Offers the Best Stock Obtainable. Place Your Orders Here.

Fancy Gladioli

Francis King, America, Halley, Chicago White
$3.00 per 100; $25.00 per 1000.

PENDLETON
$4.00 per 100; $35.00 per 1000.

SCHWABEN
$5.00 per 100; $45.00 per 1000.

CHOICE ROSES

	Per 100			Per 100	
Rose Premier	$4.00 to	$20.00	Killarney Brilliant	$3.00 to	$8.00
Russell	4.00 to	25.00	White Killarney	4.00 to	10.00
Columbia	4.00 to	18.00	Maryland	4.00 to	8.00
Milady	4.00 to	15.00	Sunburst	3.00 to	8.00
Ophelia	3.00 to	10.00	Ward	3.00 to	8.00

EXTRA SPECIAL ROSES BILLED ACCORDINGLY

YOU CAN ALWAYS RELY UPON US FOR YOUR SUPPLY OF

CUT FLOWERS

Remember when ordering that our line is so complete that it includes every item offered in the Great Chicago Market.

ZECH & MANN

30 E. Randolph St.

CHICAGO

Long Distance Phones { Central 3283 / Central 3284

Our Offerings Include:

ROSES.

COLUMBIA

RUSSELL

White Killarney

Pink Killarney

Milady Sunburst

Killarney Brilliant

Ward Ophelia

MINIATURE ROSES

Cecile Brunner

CARNATIONS

MISCELLANEOUS

ASTERS

Valley Cattleyas

Calendulas

GLADIOLI

GREENS.

Plumosus Sprengeri

Galax, bronze. Galax, green

Ferns

Adiantum Smilax

Mexican Ivy

Boxwood Leucothoe

Mention the American Florist when writing

The McCabe family has the sympathy of the trade in the loss of their loving daughter and sister, Clara, whose death occurred this week. This is the second visit of the grim reaper to McCabe home within a few months, it only being a short time ago that Frank, formerly with the A. L. Randall Co., was called to the great beyond.

A. L. Vaughan & Co. report that trade has shown a great improvement over last week especially in regard to the local demand. The shipping trade is steady here and some of the firm's out-of-town customers have been with it since Mr. Vaughan started his business.

William Reed, of the A. L. Randall Co., is back from an out-of-town trip and is having a pleasant visit with his old friend C. O. Wilcox, representing Wood, Stubbs & Co., Louisville, Ky., who is home on a visit.

D. F. Simonds, 1917 West Harrison street, who is a member of the local order of Elks, will make the trip to Michigan City with his lodge, September 20, where they will be the guests of the lodge in that city.

Allie Zech, of Zech & Mann, George Mohn, of Vaughan's Seed Store, and Fred Longren attended the first annual meeting of the Wisconsin State Florists' Association held at Milwaukee, Wis., September 12.

Peter Olsem, Fred Price, Allie Zech, William Lorman and William Wolf are representing the trade in Kaad's bowling league this season, which opened Wednesday evening, September 17.

Nick Alles, son of Gust Alles, with Wietor Bros., who has been in the navy for many months, was released from service recently, and is back home.

The South Park canna beds on Drexel boulevard are now a grand sight. Florists who wish to satisfy themselves as to the best sellers should see these before frost.

The Central Refrigerator & Equipment Co. has sold an icebox to Frank S. Ayres, who opened a store recently in the Atlas building.

Peter Reinberg is having a good call for roses, which he is cutting in quantity, particularly Mrs. Chas. Russell and Columbia.

Joe Bieber is back from Point Place, near Toledo, O., where he has been spending the summer for many years.

Miss Heskett, of Vaughan's Seed Store, has returned from the east. Miss Ludlow leaves for New York next week.

Tom Rogers is back on the job at the Weiland-Risch Co.'s store after spending almost two weeks in a local hospital.

John Enders, with Poehlmann Bros. Co., is now a grandfather, which accounts for his unusually good humor.

C. C. Pollworth, of C. C. Pollworth Co., Milwaukee, Wis., was a visitor September 16.

Fred Mann, son of Matt Mann, is attending Notre Dame university.

Visitors: Mrs. E. O. Weissinger, of the Beaumont Floral Co., Beaumont, Tex.; Miss Tierney, of the Bills Floral Co., Des Moines, Ia.

St. Louis.

MARKET CROWDED BUT DEMAND NORMAL.

The market the past week has been crowded with stock, and the surplus moved slowly. Business was normal for this season of the year. Asters have shown some improvement, but the supply has been in excess of the demand, as a consequence of which, prices suffered. Roses also have been numerous, although they have moved fairly well. Gladioli are plentiful, with bargain prices on large lots. Carnations are still short with little demand. Dahlias, so far, have been a disappointment, the plants having suffered from the long dry spells, and have not made the proper summer growth. Tuberoses, snapdragons, etc., are very little sought.

CLUB MEETING.

The members of the florists' club journeyed to Belleville, Ill., last week to hold the monthly meeting as the guests of Gust. Grossart. About 50 were present, and were royally entertained by Mr. Grossart and his family. The chief business of the meeting was the installation of the new officers, consisting of A. H. Hummert, president; A. S. Cerny, vice-president; J. J. Benecke, secretary; Wm. C. Smith, treasurer, and Oscar Ruf, trustee for three years. The club went on record as pledging their support to the members of the Florist Telegraph Delivery and the Retail Florist Association in endeavoring to get the 1920 convention of the F. T. D. Four new applications for membership were presented. The club also pledged the support of the members to the St. Louis representatives of the National Association of Gardeners at their convention to be held here next year. The president was also instructed to appoint a committee of five to keep in touch with the national flower show committee to secure the next national flower show for St. Louis, which has been pledged for this city if they want it and can get a proper hall to stage it. A. H. Hummert, the president, donated the attendance prize, which was won by G. H. Pring, a box of cigars, which he generously shared with the members. J. J. Benecke also presented to the members a box of cigars, which he won in the bowling contest at Detroit a few weeks ago. After the meeting, quite a few of the florists went to the county fair at Belleville.

NOTES.

Al Gumz, of the Windler Wholesale Floral Co., has returned from his auto trip to Kansas. He says it was a real pleasure; no bad roads, no rain, and,

HAVE YOUR CUSTOMERS

Say it With Budlong's Flowers

The Kind that are bound to give satisfaction.

A WORD TO THE WISE—Try Our Stock and Satisfy Yourself on This Score.

We Have as Fine a Lot of Roses of Every Variety

as is coming to this market. We carry a **Complete Line of Roses**. We are exceptionally strong on **Double White Killarney**, the only White Killarney that stays "white" during the hot months. **Once used, you will want no other.**

Gladioli **of Quality Stock,** all colors, at reasonable prices.

Asters Heavy supply of **White, Pink, Purple** and **Lavender** of the **large, showy kind** also plenty of the commoner sorts.

Choice Stock of Daisies, Calendulas, Candytuft, Feverfew, Snapdragons, Cornflowers, Chrysanthemums, Carnations, Gypsophila and all other Seasonable Stock.

HARRISII LILIES are scarce but we can supply RUBRUM and ALBUM.

DON'T FORGET US ON GREENS, AS WE HAVE

ASPARAGUS, SPRENGERI, FERNS, ADIANTUM, GALAX.

If you want good stock and good treatment, buy of Chicago's most up-to-date and best-located Wholesale Cut Flower House.

J. A. Budlong Co.

Quality Speaks Louder Than Prices.

Wholesale Cut Flowers and Greens

184-186 North Wabash Ave., Corner Lake St., CHICAGO

Roses, Valley and Carnations
—Our Specialty—

Prices As Low As Others.

SHIPPING ORDERS GIVEN CAREFUL ATTENTION.

WE ARE CLOSED ALL DAY SUNDAY.

We are in daily touch with market conditions, and when a decline takes place you can rely upon orders sent us receiving such benefits.

wonder of wonders, not a change of tires in 1200 miles.

H. G. Berning, is stepping out in his "new" Franklin car, or has it just been repainted? At any rate, it certainly looks swell.

Visitors: P. L. McKee, Chicago, and Julius Dilloff, New York.

J. J. W.

Rochester, N. Y.

COOLER WEATHER STIMULATES DEMAND.

With cooler, crisp, fall weather, business has shown improvement, especially in the call for flowering plants, ferns, house plants, etc. Carnations have also been greatly benefitted by cool weather and sunshine. Gladioli show excellent quality. Asters are still plentiful at $1.50 and $2 per 100. There is a heavy supply of roses of all kinds, with Francis Scott Key, Ophelia and White Killarney among the leaders in quality. Fall garden flowers, such as gaillardias, snapdragons, helianthus, tritomas, candytuft, cosmos, etc., are in good demand. The fall openings of the department stores has created a good market for gladioli, cut hydrangeas, palms, ferns and flowering stock.

CLUB MEETING.

The first meeting of the season of the Rochester Florists' Association was held September 12 with a small attendance. There was a discussion of plans for the fall flower show and it was decided to hold a sausage roast at Durand-Eastman park in the near future. Resolutions were drawn and ordered sent to Mrs. George Arnold and Schuyler Arnold expressing the sympathy of the association in the loss of the head of the family. George T. Boucher related interesting incidents of his recent trip to Detroit and Chicago. The finance committee reported on the outing of the associaton held August 12 at Manatou Beach, which resulted in a profit.

NOTES.

George T. Boucher attracted attention to his store during the week with a fine display of cyclamens, crotons and Australian ferns. Mr. Boucher has been elected grand knight by unanimous vote at the September meeting of the Knights of Columbus, after serving one year as deputy knight.

The forces at the establishments of the Rochester Floral Co. and H. E. Wilson have been busy with fall decorations at a number of the leading stores of this city.

CHESTER.

Fort Wayne.

WARM WEATHER LESSENS DEMAND.

Trade has been fairly active in flower circles, although the demand did not measure up to the first week in September, obviously due to the very hot weather of the first part of the week, which caused a falling off in the trade. Funeral work was very light, and weddings were not numerous. Roses are the mainstay of the business. All pink varieties are increasing in both quality and quantity. Shawyer and Ophelia are coming to the front in productivity, although Columbia and Premier are easily the leaders in public favor. Asters are of exceptionally fine quality, and are very plentiful. Short stemmed carnations are retailing for 75 cents per dozen, which is a good figure considering their quality. Gladioli are fast decreasing in quantity, and the grade is poor in many varieties, especially America, which was a leader a month ago. Orchids are increasing slowly but a large supply is not expected much before the first of October.

NOTES.

The florists have charge of decorating the large "court of honor" for the peace centennial exposition, which will be held in this city for one week, commencing September 29. The court of honor will extend over half a city block, and hardy flowers, evergreen, and plants will be used in its decoration. The florists are obtaining a large amount of publicity in the daily papers from this work.

The Knecht-Freese Floral Co. is cutting a fine large supply of Ophelia and Shawyer roses, and report a very good demand for all seasonable stock.

S. Hudson, orchid grower for W. J. & M. S. Vesey for the past eight years, has resigned, to take a position at Columbus, O.

H. K.

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—WHOLESALE FLORISTS—
30 E. Randolph Street, L. D. Phone, Randolph 6578. CHICAGO, ILL.
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E. F. Winterson Co.
166 North Wabash Avenue, L. D. Phone Central 6004. CHICAGO
We offer the best Gladiolus on the Chicago market in quantity; also Asters, Roses, Carnations, Adiantum, Fancy Ferns and Smilax by the case. Our supply department is complete. Ribbons, Chiffons, Boxes and Wire Work are our main items. Try us

Baltimore.

MARKET SHOWS DECIDED IMPROVEMENT.

Market conditions during the past week were more satisfactory than they have been for some time. Asters arrived in quantity, the quality was better than at any time this season, and with plenty of dahlias, there was an ample and varied assortment to tempt the flower-buying public. South Baltimore seemed to have a busy week with funeral work, and with the other stores carrying good stocks, the market was relieved of the previous overcrowded condition. The feature of the week was the appearance of a few Golden Glow chrysanthemums.

CLUB MEETING.

Previous to the meeting of the florists' club, September 8, the entertainment committee held a session and made plans for the banquet to be held in connection with the election of officers in October, at which the ladies will be invited, and members of the florists' clubs of Philadelphia, Pa., and Washington, D. C., will also be asked to attend. It is hoped to secure Charles H. Grakelow, the well-known orator of the former city, as the speaker of the evening. The recommendations of the committee were concurred in. The nominees for office are as follows: For president—Wm. F. Ekas. For vice-president—Robert L. Graham, Jr. For treasurer—Albert G. Fiedler. For secretary—Robert T. Paterson. For financial secretary—C. Harry Wagner. For librarian—Charles Wagner.

After routine business had been disposed of, the club was addressed by Mr. Shaw, of the Maryland Agricultural Society, who spoke of the preparations being made for the success of the Hagerstown fair, October 27-31. It was hinted that there might be an "apple banquet" on the evening of the second day of the fair to consist of five courses, each showing different ways of serving.

Some very fine dahlias were exhibited by R. Vincent Jr. & Sons Co., White Marsh, Md., among them a very fine cross from King of Autumn, and a white, which it is claimed the beetle will not attack. Some fine gladioli were staged by the De Grott establishment, and John Wagner had a very fine basket of Lady Hillingdom roses.

Following remarks by several members who had attended the convention of the Society of American Florists at Detroit, the meeting adjourned.

NOTES.

John L. Wagner, of Towson, is being complimented on his excellent display of foliage plants at the Timonium fair. The exhibit was arranged under his personal supervision, and as his establishment is in close proximity to the fair grounds, it proved a good advertising feature.

Isaac H. Moss, of Govanstown, had an especially fine exhibit of evergreens, attractively displayed in one of the new buildings at the fair grounds, which attracted many visitors and received much favorable comment.

Robert Halliday continues to improve in health and was able to take a short walk last week. When strong enough to undertake the trip, he will go to Ocean City, N. J., to recuperate.

The S. S. Pennock Co. had the first Golden Glow chrysanthemums offered in this city this season. They arrived September 5, and met with ready sales at $2.50 per dozen. G., JR.

Toronto, Ont.

MARKET CLEANS UP WELL.

The visit of His Excellency, the Prince of Wales, was responsible for a number of good decorations, and with many social events, there has been a good demand for both flowers and decorative material. Corsages were also much in evidence, and all of the local florists appeared to get a share of the business. The Canadian national exhibition, which closed recently, with an attendance of 1,200,000 in two weeks, also created an additional call, and although the supply was plentiful, the market cleaned up in good shape. Roses are showing good condition, with the new variety, Dunlop, being cut in quantity, and it meets with ready sale. Premier, Columbia, Russell and Ophelia are fairly numerous. Carnations have again made their appearance, but are not above the ordinary. Orchids and lilies are plentiful enough to fill all orders. The stores are now depending on gladioli and asters for their main decorations, and these flowers are plentiful at present, and prices are within the reach of all.

NOTES.

The retail florists' club held an enthusiastic meeting at Dunlop hall September 8, at which the following officers were elected for the ensuing year. H. G. Dillemuth, president; S. A. McFadden, vice-president; George Hatcher, treasurer; H. W. James, secretary; J. J. Higgins, financial secretary. George M. Geraghty was elected a member of the executive committee, as were H. W. Parker, Edward Gale and Jack Carter. The club will have a "Say It With Flowers" day in November, when all of the stores will have their autos in a parade and flowers will be donated to all hospitals in the city. This feature will doubtless prove good publicity for the chrysanthemum show.

In the plain groups at the exhibition, the first prize was awarded to Sir Henry Pellatt, second honors going to Thos. Manton. In the fern group, Sir Henry Pellatt was first, Sir John Eaton, second and Thos. Manton, third. For specimen palm, Sir Pellatt's entry was first and that of Thos. Manton, second. For caladiums, Sir Eaton and Sir Pellatt were first and second respectively. In the orchid display, the Dale Estate, Brampton, Ont., took first honors with a grand showing considering the season. In the cut flower section, among the commercial exhibitors who were prominent in the list of prize winners were Campbell Bros. of Simcoe, Ont., H. Sheriden and T. H. Hammett.

A. Gilchrist is cutting large quantities of his new gladioli, Lady Borden. This is a vigorous grower with large flowers and petals the color of the Ophelia rose, with center scarlet, shading to crimson.

The Hamilton florists will form an organization, September 24, and a good sized delegation is expected to go from this city for the installation of officers.

H. J. Mills is cutting good stock of Columbia and Ophelia roses, his range being devoted exclusively to these varieties.

H. W. James and wife are on an extended visit to the United States.

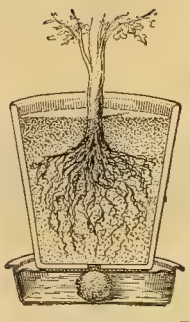
Visitors: H. Brandt, New York; Norwal Kiger and wife, Marietta, O.; Charles H. Totty, Madison, N. J.; A. T. De La Mare, New York.

H. G. D.

WILTON, IA.—Harry Friedericksen has purchased the range of Rudolph Friedericksen, the latter retiring on account of ill health.

SAGINAW, MICH.—A meeting of the Saginaw-Bay City Florists' Club will be held the latter part of September at the range of Martin Kent, to plan for representation in the newly organized state association.

Sell More Potted Plants



You can easily double your plant trade by showing your customers how easy it is to grow potted plants with a

Little Wonder Plant Irrigator

They keep your plants watered just right. Wholesale price, $20.00 per 100.

If your supply house does not carry them send us their name with your order.

Sample by mail, 35c

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The Largest, Best Equipped, Most Centrally Located

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RANDO BRAND Wabash Ave., and Lake St. CHICAGO, ILL. RANDO BRAND

Wholesale Cut Flowers, Florists' Supplies.

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WEILAND-RISCH CO.

FLOWER GROWERS

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WHOLESALE FLORIST

Extra fancy Ophelia, Sunburst, Columbia, Russell, Milady, White Killarney and Killarney Brilliant Roses. All orders given prompt attention. Try us.

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10-inch	$1.75	14-inch	$3.00
12-inch	2.25	16-inch	4.50

SHEET MOSS in bags, per bag, $2.00

Our Sheet Moss is the best value for the money in the market.

Michigan Cut Flower Exchange, 264-266 Randolph St., DETROIT, MICH.

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Wholesale Flower Markets

Chicago.

CURRENT PRICE LIST.

	Dozen
Roses, Beauty	$ 1.50@$ 6.00
" Mrs. Chas. Russell	5.00@ 20.00
" Columbia	5.00@ 15.00
" Premier	6.00@ 20.00
" Hoosier Beauty	4.00@ 15.00
" Killarney Brilliant	3.00@ 10.00
" Killarney	3.00@ 10.00
" White Killarney	3.00@ 10.00
" Richmond	3.00@ 10.00
" Prince de Bulgarie	3.00@ 10.00
" My Maryland	3.00@ 10.00
" Mrs. Geo. Shawyer	3.00@ 10.00
" Milady	3.00@ 10.00
" Sunburst	3.00@ 10.00
" Mrs. Aaron Ward	3.00@ 10.00
" Hadley	3.00@ 10.00
" Ophelia	3.00@ 10.00
" Double W. Killarney	3.00@ 10.00
" Mrs. Moorfield Storey	3.00@ 10.00
" Champ Weiland	3.00@ 10.00
" Stanley	3.00@ 10.00
" Francis Scott Key	3.00@ 10.00
" Bayard Thayer	3.00@ 10.00
" Cecile Brunner	3.00
" George Elgar	3.00
" Baby Doll	3.00
" Nesbit	3.00
" Our selection	4.00
Carnations	3.00@ 4.00
Cattleyas, per doz.	10.00@ 12.00
Daisies	1.50@ 2.00
Gladioli	4.00@ 6.00
Valley	12.00@ 15.00
Calendulas	2.00@ 4.00
Chrysanthemums, per doz.	2.00@ 4.00
Callas	15.00
New Ferns, per 1,000	3.00
Galax, per 1,000	1.50@ 2.00
Leucothoe	1.00@ 1.25
Mexican Ivy, per 1,000	5.00@ 6.00
Plumosous Strings, each	.60@ .75
Smilax, per doz.	2.50@ 3.00
Sprengeri, Plumosus, Sprays	3.00
Boxwood, 35c per lb., per case	9.00

ZECH & MANN

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30 E. Randolph St., CHICAGO

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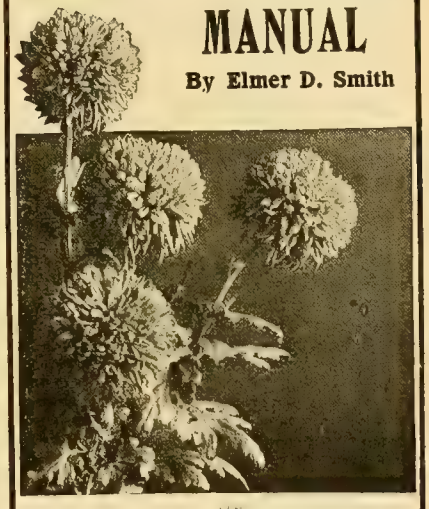
THE CHRYSANTHEMUM MANUAL

By Elmer D. Smith



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DAHLIAS

They have their season now and you cannot afford to omit them from your daily display. We have Dahlias for every purpose. For: Funeral work—Decorative purposes—Basket work. And there is nothing in the market at this time of the year that will make a better showing and that you can find quicker sale for.

Start the season right—make a Dahlia show. It will pay you.

THE LEO NIESSEN CO., 1201 Race St., Philadelphia, Pa.

Philadelphia.

TRADE BETTER THAN LAST YEAR.

Business the past week is reported as seasonable; if anything, better than for last year at this time. The supply of cut flowers is heavier, particularly such outdoor staples as gladioli and dahlias. The former are holding out remarkably, some of the varieties being of splendid quality. The dahlias, judging from the exceptionally good flowers of the highly cultivated types so far seen, will be better and offered in larger quantities than ever before. Asters are still quite numerous. New crop carnations are appearing, but if they take any strength from the plant, their advent had better be postponed for a while. Roses are becoming more plentiful. Russell, Columbia and Premier are leading. This latter variety is increasing in size and quality as the weeks go by, and growers who have taken a chance, are well satisfied that they made no mistake. Alfred M. Campbell, who planted 10,000, is now quite well assured that he has more in sight than he would have realized from any other variety. American Beauties, while none too plentiful, are selling well up. The quality is fine. Cattleya labiata is in and it is a poor flower that will not bring $1. Hydrangea clematis, zinnias, larkspurs, tritomas and New Jersey statice are other outside items that give variety.

KNIGHTS TEMPLAR DECORATIONS.

This has been Sir Knights week, the national conclave of the order holding its annual meeting in this city. There have been a number of entertainments for which the decorations were quite elaborate. J. J. Habermehl's Sons had most of these, one, the decoration for the grand ball at the Commercial Museum, being an extensive arrangement which was splendidly carried out. One item was 150 cases of wild smilax. The exhibition room, where the ball was held, is immense. All the walls were covered with lattice work. There were also hundreds of feet of balustrade railing and large numbers of pedestals for pot plants and evergreens. Tall cedar trees stood sentinel-like at the sides of all supporting columns. A fine grouping of palms and large cibotiums, in front of which was a large electric fountain, graced one end of the dancing floor. There was elaborate fastooning of bunting, flags and banners. The electric light decorations, which were put up by the Habermehl electricians, were elaborate and added much to the decoration, which was one of the most extensive in its entirety ever seen here, and a great credit to the firm.

"SAY IT WITH FLOWERS" WELCOME.

Friday was "Pershing" day, which Charles H. Grakelow conceived should take the form of a "Say it With Flowers" welcome to the famous visitor. The city's programme for his reception was not finally decided upon until late the day before. His visit was short, from 10 a. m. to 12:30. Charles got busy on the phone, however, at once, and at 6 a. m., the next morning, had a volunteer force from a number of the stores and wholesale houses busy decorating grandstands on the parkway, from which 20,000 school children were to greet the general. A lot of material from the Knights Templar ball decoration was loaned by J. J. Habermehl's Sons, and there were quantities of cutflowers, donated by the growers, sent from the wholesale houses. These decorated stands, the wild cheering, and the flowers which were showered on the general's car and strewed over his pathway, thrown by the hands of the school children, was the feature and most pleasing incident of his visit. As he drew to the center of the stands, his car was

Push Dahlias Now

The best commercial varieties. Direct from grower to you.
A trial order solicited.

PHILADELPHIA CUT FLOWER COMPANY
Wholesale Florists
1517 SANSOM ST., George Aengle Proprietor, PHILADELPHIA, PA

EDWARD REID
Roses, Asters, Gladioli. All Seasonable Flowers.
This is the exclusive shop, only one block from Express Depots.
1619-1621 Ranstead Street, PHILADELPHIA, PA.

Wholesale Flower Markets

BUFFALO, Sept. 17.		Per 100
Roses, Beauty, Special	30.00@	40.00
" Fancy	20.00@	30.00
" Extra	10.00@	20.00
" 1st	8.00@	10.00
" Killarney	3.00@	5.00
" My Maryland	3.00@	8.00
" Sunburst	3.00@	8.00
" Ward	3.00@	4.00
" Columbia	6.00@	15.00
" Ophelia	3.00@	10.00
" Russell	6.00@	10.00
" Shawyer	3.00@	10.00
" Bon Silene	2.00@	3.00
Cattleyas	85.00@	100.00
Sweet Peas	.50@	1.00
Asparagus Sprengeri	.35@	.50
Ferns	per 1,000	2.00
Calendulas	2.00@	3.00
Smilax		25.00
Gladioli	2.00@	4.00
Asters	1.00@	3.00
Japan Lilies	8.00@	10.00
Auratum Lily		15.00
Pond Lily	2.00@	3.50

BOSTON, Sept. 17.		Per 100
Roses, Beauty	12.00@	25.00
" Killarney Queen	2.00@	6.00
" White & Pink Killarney	2.00@	6.00
" Double White Killarney	6.00@	12.00
" Killarney Brilliant	2.00@	8.00
" Hadley	6.00@	12.00
" Mock	2.00@	4.00
" Mrs. Chas. Russell	6.00@	12.00
" Taft	2.00@	8.00
" Milady	2.00@	8.00
" Ward and Hillingdon	2.00@	8.00
" My Maryland	2.00@	8.00
Carnations	12.00@	15.00
Easter Lilies	10.00@	20.00
Valley	6.00@	10.00
Gladioli	4.00@	8.00

CINCINNATI, Sept. 17.		Per 100
Roses, Killarney	4.00@	12.00
" Mrs. Chas. Russell	6.00@	18.00
" Ophelia	4.00@	10.00
" Richmond	4.00@	10.00
" Sunburst	4.00@	10.00
" Shawyer	4.00@	10.00
" Columbia	6.00@	18.00
Lilium Giganteum	12.50@	15.00
Cattleyas	1.00@	3.00
Carnations	4.00@	12.00
Callas	10.00@	12.00
Calendulas	1.50@	3.00
Easter Lilies	12.50@	15.00
Sweet Peas	.50@	2.00
Tulips	4.00@	8.00
Daffodils	5.00@	6.00
Iris Tingitana	12.00@	15.00
Jonquils	4.00@	6.00
Snapdragons	6.00@	10.00
Gladioli	3.00@	5.00
Asters	2.00@	4.00

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BERGER BROS.
Roses, High Grade Dahlias
GLADIOLUS
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WHOLESALE FLORISTS
116-118 Seventh Street,
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Growers of Quality Flowers.

MASTICA
Used for glazing greenhouses. Put up in gallon cans.....$2.25
Rubber Putty Bulb (12-oz size)..... 1.25
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EVERYTHING in the line of Cut Flowers, Plants and Florists' Supplies.
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Staple Baskets and Seasonable Novelties in Quantity.
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Wholesale Florists
Jobbers in FLORISTS' SUPPLIES.
Phone Main 1245. P. O. Box 206
444-446 Milwaukee St., Milwaukee, Wis.

halted a moment, and two little girls, Marie L. Aengele, daughter of George Aengele, and Hazel Matthews, niece of Charles Grakelow, presented the general with a large bunch of Columbia roses, with a card, "The Florists of Philadelphia offer you a 'Say it with Flowers' welcome." The children, who were dressed in white, wore red, white and blue headbands and large sashes. Marie forgot her prepared speech, but after a moment said, "These are for you, General Pershing." "Yes, for you," said Hazel. Then the general said, "Thank you," reached down, lifted up and kissed each of them, and waving to the cheering children on the stands, passed on. You have to take your hat off to Charlie. He not only has initiative, but the executive ability to inspire others to carry out his plans. Credit must also be given to those who furnished the flowers and others who were there in the "dawn's early light" to put them in place.

"SAY IT WITH FLOWERS" WEEK ENDORSED.

The meeting of the florists' club, called for the purpose of endorsing "Say it With Flowers" week, was rather poorly attended, although full of interest from start to finish. After full consideration, it was finally determined upon as a good initiative to start the season, and the week, October 13-18, was selected as the time when flowers would be most plentiful. The arrangement of the programme was left in the hands of a committee consisting of Charles H. Grakelow, Frank M. Ross, Victor Ridenour, John Habermehl and Charles Theiss, with power to add to its number and arrange all details. The question of raising funds to finance a local publicity campaign for the coming season burned fiercely for a while. Two plans were discussed—assessment in classes and percentage on all sales as is done in Milwaukee. The percentage plan seemed to prevail and 19 of the 20 retailers present agreed to have one per cent added to all of their slips. The growers were asked to confer with others in their branch of the business and urge the absentees to attend the next meeting of the club, October 7, when it is hoped, a working plan acceptable to all will be presented.

Wholesale Flower Markets

PHILADELPHIA, Sept. 17. Per 100

Roses,	Beauty, special	30.00@	40.00
"	" fancy	15.00@	20.00
"	Mrs. Chas. Russell	6.00@	20.00
"	Killarney	2.00@	6.00
"	Hadley	6.00@	15.00
"	Sunburst	4.00@	10.00
"	Wards	3.00@	6.00
"	Ophelia	4.00@	12.00
"	Columbia	6.00@	20.00
Easter Lilies		20.00@	25.00
Snapdragons		4.00@	6.00
Calendulas		2.00@	3.00
Adiantum		1.00@	1.50
Smilax			.25
Asparagus Strings		.50@	.75
Asparagus bunches			.50
Dagger and Fancy Ferns, per 1,000		3.00@	4.00
Gladioli		2.00@	6.00
Dahlias		2.00@	6.00
Tritomas		4.00@	6.00
Chrysanthemums, Golden Glow			25.00

ST. LOUIS, Sept. 17. Per 100

Roses,	Hadley	2.00@	6.00
"	Killarney	1.00@	4.00
"	White Killarney	1.00@	6.00
"	Hoosier Beauty	1.50@	10.00
"	Russell	2.00@	15.00
"	Ward	1.00@	2.00
"	Mrs. Shawyer	2.00@	8.00
"	Sunburst	2.00@	8.00
Ferns		2.00	
Carnations		1.00@	3.00

PITTSBURGH, Sept. 17. Per 100

Roses.	Beauty, special	25.00@	30.00
"	" fancy	15.00@	20.00
"	" extra	8.00@	12.00
"	" No. 1	3.00@	6.00
"	Hadley	4.00@	15.00
"	Killarney	3.00@	10.00
"	Maryland	4.00@	10.00
"	Scott Key	10.00@	20.00
"	Sunburst	3.00@	10.00
"	Mrs. Aaron Ward	3.00@	8.00
"	Russell	4.00@	20.00
"	Columbia	4.00@	25.00
"	Ophelia	4.00@	10.00
"	Hilda	3.00@	10.00
Carnations		2.00@	3.00
Cattleyas			50.00
Ferns, per 1,000		2.50	
Sweet Peas		1.00@	2.00
Gladioli		4.00@	6.00
Daisies		1.00@	2.00
Asters		2.00@	4.00
Galax		1.50	
Plumosus		.35@	.50
Sprengeri		.35@	.50
Dahlias		4.00@	8.00

FANCY (Special Picked) FERNS
Leave us your order for regular shipments.
C. A. Kuehn, WHOLESALE Florist
All Seasonable Cut Flowers | Mfr. and Dealer in "Florists" (Brand) Supplies
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Philadelphia Wholesale Florists' Exchange
Roses, Dahlias, Gladioli
Up-to-the-Minute Service. Satisfaction Guaranteed.
1615 Ranstead St., Philadelphia, Pa.

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RICE BROTHERS
Wholesale Florists and Supplies
218 North Fifth St.
Send list in for quotations.

MILWAUKEE, Sept. 17. Per 100

Roses,	Killarney, W. Killarney	3.00@	8.00
"	Ward	3.00@	6.00
"	Mrs. Chas. Russell	6.00@	15.00
"	Ophelia	3.00@	8.00
"	Columbia	6.00@	15.00
"	Hoosier Beauty	4.00@	8.00
Carnations, assorted		2.00@	3.00
Cattleyas, per doz.			9.00
Gladioli, per doz.		.50	
Gypsophilia		.25@	.35
Rubrums		4.00@	6.00
Asters		2.00@	3.00

NOTES.

T. Nelson Geiger has added a new Dodge car to his delivery service. This has all the up-to-date improvements, including an electric light in the inside top, which illuminates the body, and a coil inside at the front, through which the exhaust is carried, which heats the car in cold weather. Mr. Geiger, his brother and mother, are enjoying a two weeks' motor trip through New England and into Canada.

The H. H. Battles window is nearly always a study in color effects. Many of the combinations are striking and unique. One example is a small shallow bowl with perforated flower block center, which contained only four orange colored zinnias. These were arranged with a few sprigs of silvery juniper, not much, but finished and effective, having a Japanese look.

"Happy Jack" Deutscher is very optimistic regarding the future. He says: "Our growers' stocks never looked better. There will be a great cut of dahlias, and then the chrysanthemums and roses."

Edward Reid is visiting his ranch in Montana, to which he takes a pilgrimage every year about this time. He is calling on friends in the trade in Chicago and other cities on the way.

John Berger thinks gladioli have never been finer than this season. He expects dahlias to break the record both for quality and quantity.

The dahlia season opens this week with the Leo Niessen Co. Their order system insures perfect delivery.

The Sign of the Rose Flower Shop has an effective window, done with terra cotta pottery and ferns.

Visitors: W. Clark and DeForest Ludwig and wife, Pittsburgh, Pa.; C. D. Mills, Jacksonville, Fla.; W. C. Lawrence, Atlanta, Ga.; Joseph Lynch, West Grove, Pa.; J. W. Grandy, Norfolk, Va.; N. J. Hayman, wife and daughter, Clarksburg, W. Va.; L. M. Smith, Telford, Pa.; Judge Savage, Leinsburg, Pa.

K.

New York.

SACRIFICE PRICES MOVE HEAVY SUPPLY.

Some of the retailers say that there is a slight revival of business, but it is not of sufficient volume to have any perceptible effect in the wholesale district. It is true that on Saturdays—always dull in the summer—more buyers are now around in the morning, but their purchasers do not seem to greatly reduce the heavy supply of stock. During the past week, an enormous stock of dahlias and asters were thrown on the market, and the supply of roses was also too great for the demand, consequently much stock was sacrificed or lost. Orchids are more plentiful, the best cattleyas wholesaling at the rate of $75 per 100. Only a light supply of chrysanthemums is on the market, and there will be little call for them, while the counters are glutted with dahlias and asters. Some of the white bouvardia that is arriving is exceptionally fine and brings a good price. Necessarily, there is always a call for a certain amount of good stock; the problem is in the surplus.

September 15.—The weather is dark and cool. Roses are in lighter supply this morning, but there are enough for requirements. Otherwise, market conditions are unchanged.

NOTES.

Reference in these notes to Quarantine No. 37 may seem superfluous, since its discussion at the Detroit convention has been published, but in reading the report of the discussion, the writer has been impressed by the reasonableness of the arguments of F. R. Pierson and John E. Lager, both of whom spoke of the possibility of injurious insects being imported in packing material, bananas and other tropical fruits, that come in uninspected. The writer has thought of this on seeing truck loads of green bananas passing through the streets of this city. A bunch of bananas is a safe hiding place for insects; in fact, snakes and centipedes have been found in them. Not long ago, a ship arrived at this port from the tropics, and the seamen declared, that a swarm of winged insects had come on board at their port of sailing, and to their great discomfort, remained with them throughout the voyage. Some insects, injurious to plants, can fly. What would hinder some of them from following the fruit, lumber or other material to the ship and being thus transported? That may not seem probable, but it is, at least, as good an argument as some that have been advanced in support of Quarantine No. 37.

Manager Perry, of the Dards store, who spent two months of the summer in England, recently gave the writer his views on the condition of the florist business in London and other places that he visited. He says that money is plentiful over there, and that the florists are receiving quite as good prices as our own florists are able to realize. Relating to such conditions as the quality of stock and arrangement, he says that the work of our American florists will favorably compare with anything that he saw while abroad. On his return, Mr. Perry took his family to the White mountains for a vacation, but he is now back at the store, where business is already quite active.

A coal shortage is predicted for the future—but we hasten to state that there is no cause for immediate worry. A correspondent of the Manchester (Eng.) Guardian writes that, English coal will be exhausted in about 900 years, German coal in 1,400 years and American coal in about 2,000 years. Of course, the man that tells us this must be a scientist for he has several plans for furnishing heat when the coal becomes exhausted. We move that he get them in operation as soon as possible. It might give our "coal barons" a jolt, and reduce the price of coal for the coming winter.

J. H. Small & Sons had the decorations at the Waldorf-Astoria hotel for the luncheon and dinner given in honor of Gen. Pershing the past week. Many of the finest dahlias and gladioli were used. For the dinner on September 10 plates were laid for 1500 persons. General Pershing received a great ovation as he led the parade down Fifth avenue on that day. In front of the Hotel Savoy, at 59th street, the avenue was literally carpeted with flowers.

The Campbell Flower Shop, for which G. L. Staub is manager and designer, had a large number of fine designs for the funeral of the late John Mitchell, formerly a prominent

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Wholesale Florists, 102 West 28th St., New York.
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No connection with any other concern.
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INC.
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Cut Asparagus Plumosus Sprays a Specialty
Consignments of Cut Flowers Solicited.

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Everything in Cut Flowers
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105 W. 28th St., New York
Telephone 759 Farragut.

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All the NEW ROSES, CARNATIONS and Seasonable Flowers.

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All the New and Standard Varieties of Roses, Violets, Carnations, Valley, Lilies, Etc.
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Prompt and careful attention to your interests. Consignments solicited.

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25 years' experience. Consignments solicited.
49 West 28th St., New York
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Mention the American Florist when writing

Wholesale Flower Markets

NEW YORK, Sept. 17. Per 100

Roses, Beauty, special	15.00@	35.00
" " extra and fancy	8.00@	10.00
" Hadley	2.00@	10.00
" Francis Scott Key	4.00@	25.00
" Columbia	2.00@	10.00
" Prima Donna	2.00@	8.00
" Alice Stanley	1.00@	6.00
" Double White Killarney	2.00@	6.00
" Killarney	1.00@	5.00
" " Queen	1.00@	5.00
" " Brilliant	1.00@	5.00
" Aaron Ward	2.00@	8.00
" Ophelia	2.00@	8.00
" Sunburst	2.00@	6.00
" J. L. Mock	2.00@	6.00
" Mrs. Chas. Russell	4.00@	15.00
" Premier	4.00@	10.00
Cattleya orchids, special	35.00@	75.00
Carnations	.75@	1.50
Adiantum Croweanum and Hybridum	.50@	.75
Gladiolus	.50@	4.00
Asparagus Plumosus, doz. bchs.		2.00
Smilax, doz. strings	1.50	
Delphiniums, per doz.	.10@	.15
Bouvardia, white, per doz.	.50@	.75
Chrysanthemums, per doz.	1.50@	2.50
Asters	.50@	1.50
Lilies, Rubrums	3.00@	4.00
Dahlias	1.00@	4.00

Frank H. Traendly Charles Schenck
Traendly & Schenck
Wholesale Florists and Cut Flower Exchange
436 Sixth Avenue, NEW YORK
Between 26th and 27th Sts.
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Orchids, Roses, Carnations, and all the other best products of the leading growers.
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WHOLESALE FLORIST
Everything in Cut Flowers
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J. K. ALLEN
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CUT FLOWERS
118 W. 28th St., NEW YORK
West of 6th Ave. Open 6 a. m. every morning.

N. Y. Cut Flower Exchange
Coogan Bldg., 6th Av. and W. 26th, New York.
Desirable wall space to rent for advertising.
Open for Cut Flower Sales at 6 o'clock every morning.
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The Kervan Co.
Fresh Cut Decorative Evergreens
Highest Standard of Quality.
Largest stock in America. Send for illustrated catalog of Greens and Florists' Supplies.
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24-30 STONE STREET
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121 WEST 28TH STREET
NEW YORK
Tel. 3870-3871 Farragut
THE LARGEST RECEIVER OF CUT FLOWERS IN THE CITY.
A complete assortment of the best in the market can always be relied upon.
Mention the American Florist when writing

CATTLEYA-ORCHIDS

815 TRIANAE	215 GIGAS	320 MOSSIAE
450 SPECIOSISSIMA	275 PERCIVALIANA	120 HARRISONIAE
417 GASKELLIANA	315 LABIATA	516 SCHROEDERAE
40 VANDA CAERULEA	50 DENDROBIUMS	546 SPECIMENS

Prices per plant, all varieties, each $1.50, $2.50, $3.50, $5.00 and $7.50.

Positively cash with order, to close estate.

GEORGE V. ALLEN, POST OFFICE BOX 51 **Edgewood, Rhode Island**

labor leader. There were tributes from President Wilson, Governor Smith and various organizations in which the deceased had held membership. Many Scott Key roses were used in the work.

A. Ehmann, and staff, of 2112 Broadway, recently arranged an elaborate decoration for the Dressler-Knoliowell wedding at Islip, L. I. For the occasion, an arbor was erected on the lawn, which the decorators covered with oak leaves and clematis, and in this the ceremony took place. In the house decoration, many Premier and Ophelia roses were used.

The matter of high rents is bothering florists as well as other business men of this city. It is now not unusual to see on a store front: "Must move; leased over our heads." One retailer florist, who had to move over three months ago, secured a temporary location, but has not yet found a permanent one.

Another man—probably a scientist—has come forward to state that the anthracite coal of Pennsylvania will be exhausted in 75 years. The old timer that always predicts an early and hard winter, has not yet been heard from, but doubtless he is on his way.

N. J. Lales, president of the Greek-American Florists' Association, is visiting his old home in Greece, and is not expected home until October. During his absence, Mrs. Lales and Miss Margaret Vreeland, assisted by a young man, are conducting the business.

We have been pleased to see W. S. Allen, one of the pioneer wholesalers of this city, again at his store after a long illness. During his absence, the business has been ably managed by his daughter, Mrs. Margaret A. Martin.

The New York Floral Co., with stores in this city and Yonkers, has purchased from Albert E. Holburn, of New Rochelle, N. Y., a three-story brick building and will open another store at that location about November 1.

John S. Donato, a young florist, whose creditable and adventurous war record of 18 months has already been mentioned in THE AMERICAN FLORIST, has opened a retail store at 813 Fourth avenue, Brooklyn.

James Markatos, who has a retail store at the corner of Madison avenue and 86th street, has taken advantage of summer dullness to have a large section of plate glass installed on both fronts.

Charles H. Brown and wife, of Broadway and 86th street, are home after spending the summer at various resorts. Mrs. Brown, who has had a long period of ill health, is now much improved.

SPHAGNUM MOSS

For Florists.
For Nurserymen.

Contract prices made now for your Fall and Winter Supply.

CHICAGO, 31-33 W. Randolph Street NEW YORK, 43 Barclay Street

VAUGHAN'S SEED STORE

Jack Trepel, of the well known Trepel family of florists, has opened three new stores in Brooklyn. They are located on Jamaica, Parkside and DeKalb avenues.

Herman Berkowitz, of Malandre Brothers' staff, is the proud father of a third son. Joe Supplee, designer for the store, says that he has been picked for godfather.

In the absence of Peter Theopine, of the Boulevard Floral Co., who is in Europe, the men in charge of the store have given its interior a thorough painting and decorating.

N. Scoffes, of Nostrand avenue, Brooklyn, whose store was badly damaged by fire several months ago, has it in good shape again and has resumed business.

Mrs. W. H. Long has just returned from a six weeks visit to her parents, whose home is at the beautiful Bras d'Or Lake, Cape Breton, Nova Scotia.

Clarence Slinn, an active man in the wholesale trade, has taken a part of Walter F. Sheridan's store, 133 West 28th street.

George J. Polykranas is showing a varigated pink and white bouvardia, which is a novelty in this market.

Exceptionally fine stock of Columbia and other roses are now being received by Traendly & Schenck.

A. J. Anderson of Manhasset, L. I., is bringing in a large stock of good dahlias.

I. Goldstein is handling a fine quality of red gladioli.

A. F. F.

COLUMBUS, O.—T. D. Long, representing Vaughan's Seed Store, Chicago, was a recent visitor.

DECORAH, IA.—W. T. Symonds & Sons are preparing to build two new houses, three old ones having been torn down to make room for the improvements.

SAN DIEGO, CALIF.—The fall show of the San Diego Floral Society will be held as part of the county fair, September 24-27. No fee is charged for making entries.

— THE —

Meyer Florist Thread

Comes put up 16 oz. of actual thread to the lb., 2 oz. to the spool. Compare our thread with any other you are using and you will see a vast difference in the quality as well as the price and yardage of each spool.

— Manufactured by the —

JOHN C. MEYER FLORIST THREAD WORKS
1500 Middlesex Street, LOWELL, MASS.

Mention the American Florist when writing

GREEN SHEET MOSS

Fadeless, per bag, $3 50
Natural, " " 1.75

KNUD NIELSEN
Evergreen, Ala.

Mention the American Florist when writing

DESIGNS OR CUT FLOWERS

Will be delivered for the trade in other cities by the firms below, the Leading Retailers in the cities indicated, on Wire, Phone or Mail Orders.

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DARDS

Leading Florist
341 Madison Ave.
Guaranteed Satisfaction
Nearly 50 Years.

Let Us Fill Your Steamer Orders. **Regular European Sailings Now Established.**

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Established 1857

Wittbold FLORIST

745 Buckingham Place
L. D. Phone, Graceland 1112
Send us your retail orders
We have the Best Facilities in the City
Mention the American Florist when writing

Choicest Quality, Variety, Best Service and Delivery

We are located in the central part of the city and deliver flowers to all suburbs.

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310-312 West Chestnut Street
CITY'S LARGEST FLOWER STORE.
Mention the American Florist when writing

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Flowers and Service
THE BELLEVUE-STRATFORD BROAD AT WALNUT STS.
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WASHINGTON D. C.

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BRANCHES: RITZ-CARLTON and VANDERBILT HOTELS

KOTTMILLER

426 Madison Ave., NEW YORK

ROANOKE, VA.

FALLON, Florist.

New York. Established 1849

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2139-2141 Broadway, Cor. 75th St.
Orders By Telegraph Promptly Filled
Phones 1552-1553 Columbus.

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Oldest Florist South
121 BARONNE STREET
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Mention the American Florist when writing

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MEMBER Florists' Telegraph Delivery

Joy's

Los Angeles, Calif.

O. C. SAAKE
FLORIST
We Solicit Telegraph Orders.
Regular Trade Discount.
215 W. FOURTH STREET

For Wisconsin Delivery OF "Home Grown Flowers"

Get in touch with
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Member of Florists' Telegraph Delivery.

El Paso, Texas

Potter Floral Co.
Members of Florists' Telegraph Delivery.

St. Paul, Minn.

Holm & Olson

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We fill orders for any place in the Twin Cities and for all points in the Northwest. The Largest Store in America; the largest stock; the greatest variety. Write, wire or phone. We are alive night and day.

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Seattle's Leading Flower Shop

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Send Telegraph, Telephone or Mail Orders for florist service in this vicinity to

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Every order receives prompt and careful attention.

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In the Heart of most exclusive residential section.

Telephones, 6582-6583 Main. LOUIS MICHEL

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2188 Broadway, Tel. 9414 Schuyler.

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City Index to Retail Florists Filling Telegraph Orders.

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Albany, N. Y.—Danker's.
Boston, Mass.—Thos. F. Galvin, Inc.
Boston, Mass.—Penn, The Florist.
Brooklyn, N. Y.—Hugo H. Jahn.
Brooklyn, N. Y.—Joseph Trepel.
Brooklyn, N. Y.—James Weir, Inc.
Buffalo, N. Y.—S. A. Anderson, 440 Main St.
Chicago—Alpha Floral Co., 146 S. Wabash.
Chicago—Briggs Floral Co.
Chicago—Central Floral Co., 132 N. State St.
Chicago—Friedman, 522 S. Michigan Blvd.
Chicago—C. Frauenfelder, 3343 W. Madison St.
Chicago—A. Lange, 25 E. Madison St.
Chicago—North Shore Floral Co.
Chicago—Schiller, The Florist, 2221 W. Madison.
Chicago—G. Wittbold Co., 745 Buckingham Pl.
Cincinnati, O.—Julius Baer.
Cincinnati, O.—Hardesty & Co.
Cincinnati, O.—H. W. Sheppard.
Cleveland, O.—Bramley & Son.
Cleveland, O.—Smith & Fetters Co.
Cleveland, O.—The J. M. Gasser Co.
Colorado Springs, Colo.—Pikes Peak Floral Co.
Dallas, Tex.—Lang Floral & Nursery Co.
Dayton, O.—Matthews, The Florist.
Dayton, O.—J. W. Rodgers.
Denver, Colo.—The Park Floral Co.
Detroit, Mich.—Central Floral Co., 35 Broadway
Detroit, Mich.—John Breitmeyer's Sons.
Duluth, Minn.—Duluth Floral Co.
El Paso, Tex.—Potter Floral Co.
Galesburg, Ill.—I. L. Pillsbury.
Grand Rapids, Mich.—Grand Rapids Floral Co.
Grand Rapids, Mich.—Henry Smith.
Harrisburg, Pa.—Charles L. Schmidt.
Kansas City, Mo.—W. J. Barnes.
Kansas City, Mo.—Samuel Murray.
Kansas City, Mo.—A. Newell.
Kansas City, Mo.—Wm. L. Rock Flower Co.
Lincoln, Neb.—C. H. Frey.
Lincoln, Neb.—Frey & Frey.
Los Angeles, Calif.—O. C. Saake.
Los Angeles—Wolfskill Bros. & M. Goldenson.
Louisville, Ky.—August R. Baumer.
Louisville, Ky.—The F. Walker Co.
Memphis, Tenn.—Idlewild Greenhouses.
Milwaukee, Wis.—J. M. Fox & Son, Inc.
Montreal, Que., Can.—The Dominion Floral Co.
Nashville, Tenn.—Joy Floral Co.
Newark, N. J.—Begerow's.
Newark, N. J.—The Rosery Floral Co.
Newark, N. J.—Phillips Bros.
Newark, N. J.—Washington Florist.
Newburyport, Mass.—E. W. Pearson.
New Orleans, La.—Metairie Ridge Nursery Co.
New Orleans, La.—Chas. Eble.
New Orleans, La.—The Avenue Floral Co.
New York—Astoria Florist, 2188 Broadway.
New York—Broadway Florist, 2094 Broadway.
New York—Dard's, 44th and Madison Ave.
New York—David Clarke's Sons.
New York—Drakos Co.
New York—Henry Hart, Inc.
New York—Hession.
New York—Kottmiller.
New York—Malandre Bros.
New York—A. B. Cazan.
New York—C. Lecakes & Co.
New York—Max Schling.
New York—Thos. F. Galvin, Inc.
New York—G. E. M. Stumpp.
Omaha, Neb.—Hess & Swoboda, Farnum St.
Omaha, Neb.—Lewis Henderson.
Passaic, N. J.—Edward Sceery.
Paterson, N. J.—Edward Sceery.
Philadelphia, Pa.—Charles H. Grakelow.
Philadelphia, Pa.—J. J. Harbermehl's Sons.
Pittsburgh, Pa.—Randolph & McClements.
St. Paul, Minn.—Holm & Olson.
St. Paul, Minn.—L. L. May & Co.
Tacoma, Wash.—California Florists.
Terre Haute, Ind.—J. G. Heinl & Sons.
San Francisco—Podesta & Baldocchi.
Seattle, Wash.—Hollywood Gardens.
St. Louis, Mo.—F. H. Weber.
Rockford, Ill.—H. W. Buckbee.
Salt Lake City, Utah—Miller Floral Co.
Pittsburgh, Pa.—Mrs. E. A. Williams.
Roanoke, Va.—Fallon, Florist.
Rochester, N. Y.—J. B. Keller Sons.
Sheboygan, Wis.—J. E. Matthewson.
Toledo, O.—Mrs. J. B. Freeman.
Toronto—Dunlop's, 8 and 10 W. Adelaide St.
Washington, D. C.—Blackistone, Inc.
Washington, D. C.—Geo. H. Cooke.
Springfield, Mass.—Wm. Schlatter & Son.
St. Louis, Mo.—Grimm & Gorley.
Washington, D. C.—Louise Flower Shop.
Washington, D. C.—Gude Bros.
Washington, D. C.—Geo. C. Shaffer.
Worcester, Mass.—Littlefield, Florist.
Worcester, Mass.—Randall's Flower Show.
Yonkers, N. Y.—New York Floral Co.

Detroit, Mich.

John Breitmeyer's Sons

Corner Broadway and Gratiot Avenues.

Artistic Designs.
High Grade Cut Blooms

We cover all Michigan points and good sections of Ohio, Indiana and Canada.

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Hess & Swoboda

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Canada's best known and most reliable florist.

Only the Best **Dunlop's**

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We deliver anywhere in Canada and guarantee safe arrival.

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Exceptional Service

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The name "Malandre Brothers" on a box of flowers is a Guarantee of Quality.
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The Seed Trade

American Seed Trade Association.

E. C. Dungan, Philadelphia, Pa., President; Wm. G. Scarlett, Baltimore, Md., First Vice-President; David Burpee, Philadelphia, Pa., Second Vice-President; C. E. Kendel, 216 Prospect Avenue, S. E., Cleveland, O., Secretary-Treasurer.

The thirty-eighth annual meeting will be held June, 1920.

THE American Seed Trade Association report for 1919 is out.

S. F. LEONARD, of the Leonard Seed Company, Chicago, is reported to have left for California last week.

DETROIT, MICH.—A bean jobbers' convention will be held at the Cadillac hotel, this city, September 24-25.

ONION SET farmers in the Chicago district are asking $2.50 for reds and yellows, with sales at $2.25 and $2.75 for whites.

LITTLE ROCK, ARK.—Mrs. Charles E. Leifer and daughter, are spending a couple of weeks in Chicago and other northern cities.

CARL Cropp, of Vaughan's Seed Store, Chicago, has returned from California, and says the general outlook for flower seeds is good.

A. L. DEAL, representing W. W. Johnson & Son, Ltd., Boston, England, is calling on the American trade. Mrs. Deal accompanies him.

IT is reported that a large shipment of white Roman hyacinths from Marseilles, France, to England, was lost by the sinking of the steamer in the Mediterranean.

COMMENTING on the Co-operative Seed Growers Association, recently organized by California seed growers, one well known merchant says that while co-operation is the order of the day, it seems difficult to make it operative and profitable.

TOLEDO, O.—Cash clover opened unchanged and October and December were steady, September 15, with cash offered at $30.25. Timothy was steady, cash being offered at $5.30, September $5.60, October $5.55, December $5.60 and March $5.70.

S. I. KUWANA, chief of the entomological section of the department of agriculture, Tokyo, Japan, is making a tour of the United States seed, bulb and plant import and export trade, also experiment station and shipping and storage systems, in the interest of his government.

THE Everette R. Peacock Co., Chicago, was well represented at the convention of the Vegetable Growers' Association, held at Detroit, Mich., September 9-12. The firm had a complete exhibit of vegetables from its trial grounds, which attracted much favorable attention. The firms representatives in attendance were Miss May Fennessy, H. Sass, A. Hitzemann, H. P. Kaeding and Chas. Witbeck.

VISITED CHICAGO: J. Chas. McCullough, Cincinnati, O.; E. J. Tobin of the Missouri Seed Co., Kansas City, Mo.; M. L. Bamer, representing the Page-Philipps Seed Co., Toledo, O.; C. O. Wilcox, representing Wood, Stubbs & Co., Louisville, Ky.; Axel Knudsen, Minneapolis, Minn., representing L. Daehnfeldt, Ltd., Odense, Denmark; G. H. Dicks and F. B. Dawson, representing Cooper, Taber & Co., London, Eng.

Onion Seed From Canary Islands.

The American consul at Teneriffe reports, under date of August 26, that 70,000 pounds of onion seed have been invoiced at that consulate for shipment to the United States during this year. Much of this was from last year's crop, owing to the fact that there was a large decrease in purchases by the United States last year.

Brown Employes in Aerial Flights.

The employes of the A. J. Brown Seed Company, Grand Rapids, Mich., recently enjoyed a novel outing, consisting of aerial flights over the city, reaching an altitude of 2,000 feet, 24 persons participating. The plane was one of the Curtis models owned by the Chicago Air Line Transit Company, piloted by Capt. Price Hollingworth.

Seed Report From Holland.

Sluis & Grott, Enkhuizen, in their crop report issued in August, say that the steady advance in wages, fertilizers, etc., which continues, does not indicate a decrease in prices in the near future. Plantings, in general, are anything but extensive, and in consequence of the curtailment during the previous years, acreage of some varieties will be very small, if not failures. There are some seeds on the market that have not been grown from reliable stock, and precautions are urged in making purchases. Government restrictions have, for the greater part, been removed, and it is expected that the export business will resume its normal status. The weather during the spring has been very unfavorable, retarding development of biennials, although the winter did little harm.

Dwarf beans have been planted on a small scale, in some varieties the acreage being very small, and often the stand is far from favorable, some crops being quite poor and, in general, very late. Everything now depends on the weather during September and October. Plantings of English beans appear sufficient, with a fair stand, although many fields show unfavorable conditions, indicating a small yield. In beets, an average crop can hardly be expected, as all varieties seem to have been put out in a small way. The acreage of Brussels sprouts and borecole is also limited, but the stand is rather satisfactory. Cabbage stood the winter very well. Autumn weather was unfavorable, and owing to the doubtful situation, growers did not transplant to the full extent, with the result that acreages were considerably smaller than at first intended. Plants started to flower again in some sections, so that only a medium crop may be looked for. Carrot plantings of the better early and half-early varieties are about normal. Of the late sorts, the acreage seems sufficient for requirements. With an unsatisfactory spot here and there, the stand generally seems fairly good. Of the very small acreage of chervil planted, a sufficient crop is promised. With chicory occupying small areas, and a lack of sunshine, the crop will be small. An average yield of cornsalat may be expected from the small acreage planted. Normal plantings of cress promise a fairly good yield. Cucumber, in the principal varieties, appears sufficient. Lack of sunshine has been a retarding element, making it impossible to estimate the yield. Leek occupies a small area, and estimates as to prospective yield, are not available. Lettuce has also been planted on a very small scale. The acreage devoted to Dutch yellow and Blood-red flat onions is small. Other varieties are practically little grown. Parsley and parsnip both show rather good condition, but the plantings of both are small. Garden peas are limited to a small acreage. Of round peas, the planting is considered ample, but the opposite is true

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Growers of High Grade SEED
Gilroy, California
Beet, Carrot, Lettuce, Onion, Radish.
Correspondence Solicited.
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THE W. C. PRESSING SEED COMPANY
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Growers Exclusively of
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Alfred J. Brown Seed Co.
Growers of
Peas and Beans
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Braslan Seed Growers Company
Grower for the Wholesale Trade Only. ONION, LETTUCE, CARROT, PARSNIP, PARSLEY, CELERY, ENDIVE, SALSIFY, NAMED AND MIXED GRANDIFLORA AND SPENCER SWEET PEAS AND SUNFLOWER.
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VEGETABLE SEEDS

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PEAS, BEANS, CORN and VEGETABLE SEEDS

of all kinds in quantity and of highest quality.

Glad to quote for present delivery or on growing contract for crop of 1919.

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of the wrinkled varieties. The stand is fairly satisfactory, but also below the average, and in some cases poor owing to bad germination. Purslain has been sown on a small scale, and has been affected by cold, moist weather. Of the small acreage of radish reported, part of which did not succeed, the yield will probably not be satisfactory. Savory is limited, below the average and very late. Sorrel, scorzonera and celery are normal and stands appear rather good. The acreage sown in rutabaga is not important. A moderate crop is promised, although some plants commenced flowering again. A proportinately small, but ample area of swisschard has been sown and the stand appears in good condition. Turnip occupies a very small area with a stand below the average.

Plantings of flower seeds have also been very limited. In the early part of the summer they suffered from continuous drought and later the low temperature and lack of sunshine contributed to somewhat backward growth. September weather conditions now control the situation.

Catalogues Received.

Henry F. Michell Co., Philadelphia, Pa., bulbs and seeds; John Connon Co., Hamilton, Ont., plants, trees, shrubs and vines; Wayside Gardens, Mentor, O., hardy plants and bulbs; Peter Henderson & Co., New York, bulbs.

Joseph Paquet, Nice, France, seeds; Roustan Servan & Co., St. Remy-de-Provence, France, seeds; John Waterer, Sons & Crisp, Twyford, Eng., plants and shrubs.

Amoy, China, Disater.

A great typhoon swept over the southeast coast September 1, resulting in the death of at least 3,000 persons, according to reports from Fu Chow. The typhoon was accompanied by a tidal wave 28 feet high.

This is the source of supply for Chinese narcissus bulbs.

PEACOCK BRAND SEEDS STANDARD OF QUALITY

Quality Seed

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MARKET GARDENERS

OF

AMERICA

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GROWERS OF SELECTED STOCKS OF

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Contract growers of Cucumber, Cantaloupe, Watermelon, Squash and Pumpkin Seed; Sugar, Flint and Field Seed Corn.

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Seed Growers and Dealers

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SPECIALTIES:

Cucumber, Muskmelon, Watermelon; Pumpkin and Squash; Sweet, Flint and Field Corn.

Write for special contract and spot prices.

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GRASS SEEDS

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SEED MERCHANTS

Brisbane, Queensland, Australia,

are Exporters of **Rhodes Grass, Paspalum Grass, Soudan Grass, Couch, Prairie Grass, Red Top Grass.** Correspondence invited.

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Garden Seeds

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Safepack
more than waterproof

Keeps Moisture In.

The Ideal Protection for Roots and Shrubs.

Delivers them moist and alive, ready to grow again. Cheaper and better than burlap.

For Seedsmen:

Keeps Moisture Out. Delivers seeds dry. Prevents sprouting, mildew—all damage. Rat and vermin proof.

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WHOLESALE SEED GROWER
Specialties:
Beet, Carrot, Endive, Lettuce, Onion and Radish.
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SEED GROWERS
Angers, - - France
Specialties: Beets, Mangoes, Carrots, Cabbages, Celeries, Parsleys, Parsnips, Turnips. Growing Crops Given Personal Attention.

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Growers of
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Get the benefit of our 69 years' experience.
All seasonable varieties.
Our stocks are very complete.
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WHOLESALE SEED GROWERS
SPECIALTIES IN VARIETY
ONION - CARROT - BEET - RADISH - PARSNIP
CONTRACT PRICES MAILED ON REQUEST
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1300 to a case. WRITE FOR PRICES.
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FREESIA PURITY, ¾ in. and up.
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From Reliable French Houses of highest Reputation.

All Other Bulbs Available by Sept. 25th

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Write for Our Growing Contract Price List.
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KELWAY & SON, Wholesale Seed GROWERS **LANGPORT, Eng.**
Cable Address: "KELWAY, LANGPORT."
Mention the American Florist when writing

If you are interested in
POINSETTIAS
and four and five inch
BOSTON FERNS
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GEO. A. KUHL, Wholesale Grower, PEKIN, ILL.
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Before Placing Orders for
SWEET PEAS, Spencers, Grandifloras, etc., ASTERS and FLOWER SEEDS in general; TOMATO, LIMA and POLE BEANS, write
JOHN BODGER & SONS CO.,
Contract Seed Growers
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The Everett B. Clark Seed Co.
GROWERS FOR THE TRADE
Beans, Peas, Sweet Corn, Onion, Turnip, Radish, Beet, Carrot, Spinach, Etc.
Branches: Wisconsin, Colorado, Montana, Idaho, Washington. **Milford, Conn.**

THE C. HERBERT COY SEED CO.
VALLEY, Douglas County, NEB.
Contract Growers of
HIGH GRADE SEEDS
Cucumber, Muskmelon, Squash and Pumpkin, Sweet, Flint and Dent Seed Corn,
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Market Gardeners

Vegetable Growers' Association of America.

E. A. Dunbar, Ashtabula, O., President; Louis F. Miller, Toledo, O., Vice-President; S. W. Severance, Louisville, Ky., Secretary; H. J. Cheney, Grand Rapids Mich., Treas. Next annual convention September 1920.

FULL report of the convention of the Vegetable Growers' Association of America will be found on page 465.

Prices of Indoor Fruits and Vegetables.

Chicago, Sept. 16.—Cucumbers, Climax baskets, 35 to 40 cents; celery, Michigan, crate, $1.00 to $1.25; leaf lettuce, per tomato box, 12½ to 15 cents; radishes, per 100 bunches, $1.50; tomatoes, per box, 50 cents.

New York, Sept. 15.—Celery, per doz. roots, 20 to 75 cents; cucumbers, 40 to 60 cents per dozen; mushrooms, $1.00 to $3.50 per three-pound basket; tomatoes, carrier, $1.00 to $2.50; lettuce, per package, 25 cents to $1.50; radishes, per 100 bunches, $1.50 to $2.50.

Corn Borer Hearing.

It having developed that 600 acres of corn have been destroyed in the past six weeks, a hearing on the proposed corn borer quarantine was held at the state house, Boston, Mass., August 28, the meeting being attended by entomologists representing 25 states in addition to other interested persons. An appropriation will be asked from congress for $2,000,000 to be made immediately available to fight this pest, which it is feared, if not combated vigorously, will spread greatly during the year and cause great damage.

It has been determined that the pest feeds on such cultivated garden and flower plants as celery, Swiss chard, green or string beans, in the pod, beets with top, spinach, rhubarb, entire plants of geraniums and cut blooms of dahlias, gladioli and chrysanthemums, in addition to corn, popcorn, oat straw and rye straw.

Vegetable Markets.

Reports to the bureau of markets for the period September 9-15, indicate that most lines were fairly steady, with the exception of potatoes, which declined under increasing supplies, general values falling 25 to 50 cents per 100 pounds. New Jersey sacked Giants were 50 cents lower at shipping points, ranging at close $2-2.15 per 100 pounds f. o. b. with similar decline in eastern consuming markets and closing range of $2-2.50. Maine Cobblers continue fairly steady at $2.70-2.75 per 100 pounds sacked in New York and Boston. Minnesota Early Ohios declined to about the level of two weeks ago closing weak at $2.40-2.50 f. o. b., while carlots in Chicago declined sharply, closing at $2.30-2.40, compared with $3-3.25 last week. Idaho Rurals declined 75 cents in Chicago, closing at $2.85. California sacked white stock was firm at $2.25-2.50 f. o. b. shipping points. Onions showed disposition to strengthen slightly. Sales of best yellow stock are reported at $3.50-3.75 per 100 pounds f. o. b. in western New York producing sections. Eastern sacked yellow stock ranged fairly steady at $3.25-4 in jobbing markets. Middlewestern yellow and red stock advanced 25 cents, ranging $3.25-$4 in mid-west markets. California yellow onions strengthened to a range of $2.15-2.25 f. o. b. shipping points and reached $3.50-3.75 in eastern markets. New York Domestic cabbage settled to a range of $40-45 per ton bulk f. o. b. shipping points, closing with firm tone. Range in various terminal markets was $40-50. Wisconsin and Minnesota cabbage held about steady at $40-60 per ton bulk. Colorado cabbage weakened to $1 per 100 pounds cash to growers in producing sections and declined to a range of $2-2.50 per 100 pounds in consuming markets, although St. Louis strengthened to $55-60 per ton.

E. A. Dunbar, Ashtabula, O.
Pres. Vegetable Growers' Ass'n of America.

Nassau County Horticultural Society.

The monthly meeting of the Nassau County Horticultural Society was held at Glen Cove, N. Y., September 10 with President Adler in the chair. Fred Hewlett, Edward Martin, John Nevin, John McPhee and Peter Smith were elected to active membership. Five applications were received. The judges appointed for the exhibits, William Churchill, Thomas Scott and Chas. Young, made the following awards: Frank Petroscia, first for 12 potatoes and three heads of celery; G. W. Wyatt, first for one outdoor melon; Wm. Milstead, cultural certificate for three heads of celery. William Noonan was apointed manager of the dahlia show to be held at Locust Valley, October 2-3, and Harry Goodband was named as manager of the fall show scheduled for October 30-31. A letter of sympathy was ordered sent to the family of the late James Elmslie, a charter member of the society. The competition at the next meeting, October 8, will be 12 cactus, 12 peony-flowered and 12 decorative dahlias, any color. At the conclusion of this meeting, a "welcome home" party will be tendered members who gave their services in the world war. HARRY GOODBAND, Cor. Sec'y.

Pittsburgh.

HEAVY OVERSUPPLY BURDENS MARKET.

The local market is now suffering with the worst glut in years, especially in asters and gladioli. Dahlias have also played their part in flooding the market, with small chance of relief as long as warm weather continues, dealers not being able to handle them in quantity and buying only enough for immediate needs. In asters, there is no sale for any but the best, and shorts and culls are a total loss. Gladioli are being received from the north and the quality is fine. American Beauty is in lighter supply, but the demand has also diminished. Of the other roses, Columbia, Russell and Ophelia are the favorites, with Francis Scott Key and Prima Donna close contenders for second place, while the Killarneys, Sunburst and Maryland move slowly. Carnation receipts are not heavy enough to make them a factor.

NOTES.

William Ussinger, formerly with the Pittsburgh Cut Flower Co., and Clifford W. Brown, have been added to the sales force of the McCallum Co. The former will travel the middle-west territory, and the later will look after local business.

Randolph & McClements had two large wedding decorations this week, one in Greensburg, Pa., the other at Youngstown, O., bronze colored dahlias being used largely in carrying out the arrangements. M.

Asparagus Plumosus and Sprengeri
2¼-inch, $3.50 per 100; $30.00 per 1000
Plumosus Seedlings, $1.00 per 100; $8.00 per 1000

Primula Malacoides
2¼-inch, $5.00 per 100

Variegated Vincas
Field Clumps, $8.00 per 100; $70.00 per 1000.
Rooted Cuttings, ready in Oct., $1.50 per 100; $12.50 per 1000. 90 per cent tip cuttings.

Green Vinca Rooted Cuttings, $1.50 per 100.

English Ivy Rooted Cuttings, $1.50 per 100; $12.50 per 1000.

Good Packing. No Extra Charges.

Muskogee Shrubbery Garden, WHOLESALE FLORISTS
J. Rowley, Mgr.
Muskogee, Okla. P. O. BOX 38

Paper White Grandiflora

Ready for Immediate Shipment f om New York

Paper Whites,	12-15 cm., 1250 per case	**$16.50**	1,000
"	13-15 cm., 1250 per case	**18.00**	"
"	14-16 cm., 1000 per case	**21.00**	"
Trumpet Major,	11-15 cm., 2000 per case	**20.00**	"
Gr. Soleil d' Or,	14-16 cm., 1000 per case	**40.00**	"

Packed and F. O. B. cars New York.
Cash with order, less 2%, from those not having established credit with us.

Also for prompt shipment: **Callas, Bay Trees, Raffia, Bamboo Canes.**
For later shipment: **Dutch Bulbs, Home Grown Paeonies, Narcissus Emperor** and **Empress, Begonias** and **Gloxinias.**

WRITE FOR PRICES.

N. B. French Bulbs cost us less delivered here than we figured on when quoting advance prices, but rebate has been mailed to all of our customers who ordered at higher prices than the above. Remember this in connection with Jap. Lily Bulbs.

McHUTCHISON & CO., The Import House, **95 Chambers St., New York**

ABUNDANCE OF STOCK

	Per 100	Per 1000
2¼-inch **Smilax** plants	$ 2.75	$25.00
2¼-inch **Snapdragons,** white, pink and yellow	5.00	48 00
4-inch **Marguerites,** white and yellow	15.00	...
25 000 **Vincas,** field grown	8.00	75.00

10.000 Bench **Ferns,** 5 varieties, $25.00 and $30.00 per 100.

Packing free of charge. Liberal extras.

Alonzo J. Bryan
Wholesale Florist
Washington, New Jersey

Mention the American Florist when writing

MICHELL'S SEASONABLE BULBS

	Doz.	100	1000
White Callas (Aethiopica)			
1¼ to 1½ inches in diameter	$1.00	$ 7.00	$ 65.00
1½ to 1¾ inches in diameter	1.30	10.00	95 00
1¾ to 2 inches in diameter	1.75	13.00	120.00
2 to 2½ inches in diameter	2.25	15.00	140.00
Freesia "Purity"			
First Size Bulbs	.20	1.25	10.00
New Giant Colored Freesias			
Blue	1.25	8.00	75.00
Lavender	1 25	8.00	75.00
Pink	1.25	8.00	75.00
Mixed, all colors	.75	5.00	40.00
Narcissus, Paper White Grandiflora First size, 13 ctms. up (1250 bulbs to case)	.40	2.50	21.00

Also All Other Seasonable Bulbs, Seeds and Supplies.
Send for New Wholesale Price List if you do not receive a copy.

HENRY F. MICHELL CO., 518 Market St., PHILADELPHIA, PA.

CHRYSANTHEMUM SPECIALISTS

Elmer D. Smith & Co.
Adrian, Mich.

Mention the American Florist when writing

Teddy, Jr. FERNS Scottii

Beautifully finished stock. Ready for immediate sale.

6-in. ..... $1 00 each; $ 90.00 per 100
8-in. (Pedestal grown).. 2.00 each; 175.00 per 100
4-in. **Smithii** ..... 35c each; $35.00 per 100
6-in. **FICUS Elastica.** (Rubber Plant.) 75c

Try a sample order—you will be pleased.

HENRY I. FAUST, Wholesale Grower of Christmas and Easter Plants. **Merion Station, Pa.**

GERANIUMS

S. A. Nutt, at $15.00 per 1000, up to Nov. 1st. Other varieties all sold until then.
Winter prices starting Nov. 1st.

S. A. Nutt and **Buchner** ..... at $18.00 per 1000
Poitevine and **Ricard** ..... at 22.00 per 1000

ALBERT M. HERR, LANCASTER, PA.

Mention the American Florist when writing

SMILAX

Extra Good, Well-Rooted Plants.
From 2-in. pots, $2.00 per 100; $18.00 per 1000.

Boston Yellow Daisies.
A special good strain; from 2-in. pots, $3.50 per 100.

Elmer Rawlings, Wholesale Grower, ALLEGANY, N. Y.

CHAS. H. TOTTY

MADISON, NEW JERSEY
WHOLESALE FLORIST
Chrysanthemum Novelties My Specialty

Mention the American Florist when writing

The Nursery Trade

American Association of Nurserymen.

J. Edward Moon, Morrisville, Pa., President; Lloyd C. Stark, Louisiana, Mo., Vice-President; John Watson, 400 Nassau Street, Princeton, N. J., Secretary; J. W. Hill, Des Moines, Iowa, Treasurer.

Forty-fifth annual convention will be held at Chicago, June, 1920.

ORANGE and grapefruit juice in carlots is being shipped north from Florida.

DURING the season just closed, 6400 cars of peaches were moved from points on the Central Georgia railroad. Shipments exceed those of last year.

HERBERT CHASE of Colorado, who has has just returned from France, says, "If I should put in a year taking lessons, I could learn to drink wine."

LOS ANGELES, CALIF.—Ralph D. Cornell and Theodore Payne, well known landscape architect and nurseryman, respectively, have formed a partnership.

BLOOMINGTON, ILL.—Francis W. Glenn, manager of the Saddler Bros. Nurseries, of this city, dropped dead in Chicago, September 13. The deceased had been in the nursery business in New York and Illinois for the past 30 years. A widow survives.

American Association of Nurserymen.

It is announced that John Watson, 400 Nassau street, Princeton, N. J., former president of the association, has accepted the executive secretaryship.

E. F. Rockwell retired from the management of the market development movement September 1, and the office maintained by him in New York is discontinued. Mr. Watson, who from the first has been a promoter of this movement, and who in consequence is familiar with it, has assumed its management.

Curtis Nye Smith severed connection with the association July 1. A credit and collection service, similar to that maintained by him, will, through an arrangement with the United States Fidelity and Guaranty Company, be available to members from Mr. Watson's office. Legislative matters will be passed upon by a representative and active committee, which Mr. Watson will assist whenever possible. His proximity to Washington will be an advantage in this.

Charles Sizemore now becomes assistant secretary and traffic manager, though for the present his duties will remain substantially as before.

In taking the office as secretary, it is understood all interest heretofore held by Mr. Watson, in any nursery enterprise, has been relinquished.

Fruit Crop Estimates.

Apples.—The commercial apple crop for the United States is now estimated at 23,072,000 barrels as compared with a production of 24,724,000 barrels in 1918, according to the September report, as issued by the bureau of crop estimates through its fruit crop specialists. Improved conditions over the August report are noted in New York, especially in the Hudson valley section, western New York remaining practically the same. Virginia, West Virginia, and Pennsylvania show a slight increase over last month. A decrease in the Maine crop reduces the total prospects in New England from the August 1 condition. Most of the central states show a slight decline from the August report with the exception of Arkansas, which now promises one of the largest crops it has produced in recent years. The barrel apple crop promises 12,840,000 barrels as compared with 17,657,000 barrels, or 72.7 per cent of last year's barrel apple crop. The condition of the northwestern box apple crop continues good to excellent, with practically no change since the August report. The total commercial production of the box apple states promises to be 30,696,000 boxes, as compared with 21,309,000 boxes in 1918, or an increase of 44.1 per cent.

John Watson, Princeton, N. J.
Secretary American Association of Nurserymen

Peaches.—The peach crop of the United States is estimated at 29,461,000 bushels as compared with a final estimate in 1918 of 20,597,000 bushels, or 143 per cent of last year's crop. A decline in conditions from the August report is noted in New York, New Jersey, Michigan, Ohio, Oklahoma and Arkansas. Extreme heat and drouth in the southwest and brown rot infection in the eastern states are largely responsible for the decreased production in these sections. California is over-running earlier estimates as are also Washington and Idaho.

Pears.—The September estimate of the pear crop shows an increase over the August 1 condition. The California crop shows one point decline from the August report, but still promises the largest pear crop in the history of the state. Washington shows an increase, as well as New York and Michigan. The total United States crop is now estimated at 8,425,000 bushels, as compared with 7,589,000 in 1918, or an 836,000 bushel increase in production over last year.

Liquid Hydrocyanic Acid Fumiga tion.

The use of liquid hydrocyanic acid, readily accepted by fumigators, as a new means of fumigation of citrus trees, first used on a commercial basis in 1917, and which has since rapidly come into favor, is the subject of Bulletin No. 308, recently published by the University of California agricultural experiment station at Berkeley, under the title, "Fumigation With Liquid Hydrocyanic Acid."

The place where the greatest concentration of gas occurs under the tent from the liquid, is practically the reverse of that from the pot or portable generator. With the former method, the most effective killing is at the bottom of the tree, while with the latter, the most effective place is at the top. Aside from the scale insects, more than 75,000 ladybird beetles have been used in the comparative tests as an index of results. The use of these has given discriminating data concerning the diffusion of gas under the tent, as well as on the efficiency of the different methods of fumigation, and these data have been verified by extensive field tests.

While there has been a discrepancy of 10 or 15 per cent in the actual amount of gas used through the liquid method, the results in the field have not indicated any important difference on the scale insects. When the results in all parts of the tree are considered, it is necessary to use about 20 cubic centimeters of liquid hydrocyanic acid (96 or 98 per cent) to equal one ounce of sodium cyanide as given in the schedules of dosage now in practical use. Units representing 20 cubic centimeters may therefore be substituted for the ounces, and the atomizing machine should be graduated to deliver 20 cubic centimeters for each ounce called for in the schedules.

HARRISONS' NURSERIES
Fruit Trees Budded from Bearing Orchards. Peach, apple, pear, plum, cherry, quince, grape-vines, strawberry plants, raspberries, blackberries, evergreens and shade trees. Catalog free.
Harrisons' Nurseries, Box 39, Berlin, Md.

VIBURNUM PLICATUM
Also Berberris Thunbergii. Hydrangea Paniculata, Weigelia, Spireas, Etc.
Ask for complete list of Oak Brand Shrubs.
The CONARD & JONES CO WEST GROVE PENN'A.
Robert Pyle, Pres. Ant. Wintzer, Vice-Pres.

Mention the American Florist when writing

Hill's Evergreens
BEST FOR OVER HALF A CENTURY
Small, medium and large sizes supplied. Price list now ready.
The D. Hill Nursery Co.
Evergreen Specialists Largest Growers in America
Box 404. DUNDEE, ILL.

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Ibolium The New Hybrid Hardy Privet (L. Ibota x Ovalifolium) Now sent out for the first time. Inquire for further information
One-year field-grown plants, $5.00 each. Summer rooted, frame-grown, $3.00 each. Nov. 25th delivery
THE ELM CITY NURSERY CO., WOODMONT NURSERIES, Inc., Introducers of BOX-BARBERRY NEW HAVEN, CONN.

Our Convention Exhibit

Proved our stock to be the best finished and largest assortment of foliage and flowering plants in this country. Quicken your sales with a sample order for the fall opening. **Craig Quality Ferns, Dracaenas, Areca, Crotons, Pandanus** and **Ficus** will bring you profitable business. Order now.

ROBT. CRAIG CO., Branch: Norwood, Pa., **4900 Market St., Philadelphia, Pa.**

Improved Bird's Eye
—AND—
Christmas Joy Peppers

Out of 2¼-in. pots at $6.00 per 100.
Grown from selected stock.

GENISTAS
Very bushy, 3-inch at $25.00 per 100.
4½-inch at $50.00 per 100.

A. L. MILLER, Jamaica, N. Y

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Jos. Heacock Co.,
Wyncote, Pa.
Grower of Kentias.

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Carnation Laddie

R. C., Feby. and March Delivery,
$10.00 per 100; $90.00 per 1000.
The demand for this Carnation will far exceed the supply.
F. DORNER & SONS CO., Lafayette, Ind.

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Orchids

If you want Orchids for any purpose whatever, we solicit your inquiries and others for same. We do not grow or handle anything else but orchids. Special lists on application.

LAGER & HURRELL, Summit, N. J.

Carnation Laddie

Rooted Cuttings, Jan. 1st, 1920, Delivery.
$8.00 per 100; $75.00 per 1000. Order now
A. F. LONGREN,
4249 West Monroe St., CHICAGO, ILL.

Plant Propagation, Greenhouse and Nursery Practice.

By M. G. Kains.
342 pages. Illustrated. Price $1.75.
American Florist Co.
440 S. Dearborn St., CHICAGO

CHOICE OFFERING OF

ROSES FOR FORCING

OR OUTDOOR PLANTING.

and a Selected List of Heavy

Field-Grown Plants and Hardy Perennials

CLIMBERS.

	2-yr. old.		3-yr. old.	
	Per doz.	Per 100	Per doz.	Per 100
Dorothy Perkins, Red Dorothy Perkins, Lady Gay, Tausendschon, Philadelphia Rambler	$2.75	$20.00	$3.50	$25.00
Clematis Paniculata, extra large, field-grown	$1.75 per doz.; $12.00 per 100			

HARDY PERENNIALS.

	Per doz.	Per 100
Anchusa Italica	$1.10	$8.00
Anemone, Assorted	1.10	8.00
Aquilegia, "	1.10	8.00
Campanula, "	1.10	8.00
Coreopsis, "	1.10	8.00
Delphinium, "	1.10	8.00
Digitalis, "	1.10	8.00
Gaillardia, "	1.10	8.00
Helianthus, "	1.10	8.00
Hibiscus, "	1.10	8.00
Japanese Iris	$1.10	$8.00
Garden Iris	1.10	8.00
Lythrum Roseum	1.10	8.00
Monarda	1.10	8.00
Oriental Poppy	1.10	8.00
Perennial Phlox, Named	1.10	8.00
Hardy Pinks	1.10	8.00
Salvia Pratensis	1.10	8.00
Sweet William—All Standard Varieties	1.10	8.00

Also Many Other Varieties of Hardy Plants and Shrubs.

Above offer is subject to immediate acceptance and stock on hand upon receipt of orders.

JAMES VICK'S SONS
ROCHESTER, N. Y. **The Flower City**

Mention the American Florist when writing

GOOD STOCK

BOUGAINVILLEA, 4 inch pot plants, several times pinched and well shaped specimens, $4.75 per dozen; $35.00 per 100. Extra large specimens, 5 inch pots, $12.00 per dozen.

GENISTA, 4 inch pots, will make up to 6 inch size by spring, pinched back several times, $3.50 per dozen; $25.00 per 100.

FERN DISH FERNS, 2¼ inch pots, all standard varieties, $6.00 per 100; $50.00 per 1000.

ASPARAGUS PLUMOSUS, 2¼ inch, very bushy, $5.00 per 100; $45.00 per 1000.

FERNS, bench grown. **Boston,** very bushy, 5 inch pot size, $4.75 per dozen; $35.00 per 100. **Verona,** extra value, very bushy, 5 inch pot size, $5.50 per dozen; $40.00 per 100.

The Storrs & Harrison Co.
PAINESVILLE, OHIO

Ready Reference Section.

12 CENTS, NET, PER LINE.

ALYSSUM.

Alyssum, Double Giant, 2-inch, $2.00 per 100. Elmer Rawlings, Allegany, N. Y.

ASPARAGUS.

Asparagus plumosus and Sprengeri, 2¼ in., $3.50 per 100; $30.00 per 1,000. Plumosus seedlings, $1.00 per 100; $8.00 per 1,000. Muskogee Shrubbery Garden, P. O. Box 38, Muskogee, Okla.

ASPIDISTRAS.

Aspidistra, green, 10-in. tubs, 20 to 24-in. high, $5 to $8; 12-in. tubs, 22 to 28-in. high, $8 to $10 each. Vaughan's Seed Store, Chicago and New York.

BEGONIAS.

Begonias. Xmas Red and Prima Donna, $6.00 per 100; $50.00 per 1,000. Wm. F. Kasting Co., Buffalo, N. Y.

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CHOICE BOXWOOD SPRAYS

Write us today for prices on Fall and Winter deliveries. Best merchantable fancy tips Dwarf variety. Quality guaranteed. Satisfactory delivery assured to all parts of U. S. A. and Canada.

PITTSBURGH CUT FLOWER CO..
116-118 Seventh St. Pittsburgh, Pa.

BULBS.

Bulbs—Calla, 1¼-1½-in., $7.00 per 100; 1½-2-in., $10.00 per 100. Lilium Candidum, 20-22 ctms., $11.00 per 100; 22-24 ctms., $15.00 per 100. Vaughan's Seed Store, Chicago and New York.

Bulbs, Holland and French. Ask for our quotations. General Bulb Co., 110 Water St., New York.

CALADIUMS.

Caladiums, fancy leaved, 3-inch pots, each, 35c; doz., $3.50. Vaughan's Seed Store, Chicago and New York.

CALENDULAS.

Calendula Orange King, 2½-in., $4.00 per 100. Cash. Fine strain, our own saving. HEITMAN-OESTREICHER CO., 5610 North Ave., Milwaukee, Wis.

CARNATIONS.

FIELD-GROWN CARNATION PLANTS
Order Now! Play Safe! Supply Limited!

	100	1000
White—		
Matchless	$11.00	$100 00
White Pearl	12.50	120.00
White Wonder	12.50	120.00
Crystal White	12.50	120.00
White Enchantress	12.50	120.00
Pink—		
Nancy	12.50	120.00
Pink Enchantress	12.50	120.00
Alice	12.50	120.00
Akehurst	11 50	110.00
Ward	12.50	120.00
Rosette	11.50	110.00
Theo.	12.50	120.00
Enchantress Supreme	15.00	140.00
Red—		
Victory	11.00	100.00
Merry Christmas	11.00	100.00
Good Cheer	11.00	100 00
Beacon	12.50	120.00
Thenanthos	11.00	100.00

M. C. GUNTERBERG
Wholesale Florist
Randolph & State Sts. Chicago, Ill.

39,000
FIELD GROWN CARNATION PLANTS
Small stock plants priced for quick selling

		100	1,000
5,000	White Enchantress	$9.00	$80.00
6,000	Enchantress	9.00	80.00
1,000	White Wonder	9.00	80.00
8,000	Rosette	7.50	60.00
6,000	Good Cheer	7.50	60.00
5,000	Albert Roper	7.50	60.00
2,000	Thenanthos	7.50	60.00
1,000	Beacon	7.50	60.00
5,000	Alice	7.50	60.00

PETER REINBERG
30 E. Randolph St., Chicago.

FIELD GROWN CARNATIONS

	100	1,000
White Wonder	$12.00	$110.00
Matchless	11.00	100.00
Bonfire	10.00	90.00
Victory	10.00	90.00

WIETOR BROS.
Wholesale Florists
30 East Randolph St., Chicago.

CARNATIONS—FIELD GROWN.
250 Enchantress White, 275 Enchantress Rose Pink, 250 Philadelphia; 30 Commodore, $10.00 per 100; 650 Hallowwarden Crimson, $8.00 per 100. Cash with order. BUTZ BROS., Newcastle, Pa.

Carnation Laddie, rooted cuttings. Jan. 1st delivery. $8.00 per 100; $75 00 per 1000. A. F. Longren, 4249, W. Monroe St., Chicago.

Carnations, rooted cuttings, Laddie, $75 per 1,000. F. Dorner & Sons Co., Lafayette, Ind.

CHRYSANTHEMUMS.

Chrysanthemums in all leading varieties. Write for list. Elmer D. Smith & Co., Adrian, Mich.

CYCLAMEN.

Cyclamen, 3½-in., fine stock, $30.00 per 100. A. Henderson & Co., 166 N. Wabash Ave., Chicago.

DAHLIAS.

Dahlias. Best new and standard varieties. Peacock Dahlia Farms, Williamstown Jct., N. J.

FERNS.

Ferns. Pot grown; shipped without pots. Boston and Scottii, 4-in., $3.00 per doz.; $20.00 per 100. 5-in., $4.80 per doz.; $35.00 per 100. R. Vincent, Jr. & Sons Co., White Marsh, Md.

Ferns. A splendid lot for immediate shipment. For varieties and prices see advertisement on front cover page of this issue. F. R. Pierson, Tarrytown, N. Y.

Ferns. A splendid lot for immediate shipment. For varieties and prices see advertisement on front cover page of this issue. F. R. Pierson, Tarrytown, N. Y.

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Freesias Imp. Purity, ⅜-½-in., $6.00; ½-in. plump, $8.00; ½-⅝-in., $10.00 per 1,000. Colored (Fardel's), separate colors, $45.00; mixed, $40.00 per 1,000. Vaughan's Seed Store, Chicago and New York.

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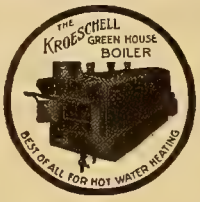

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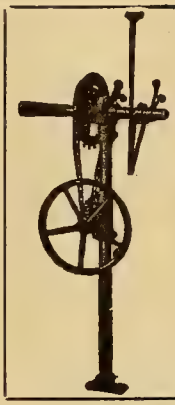

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Vol. LIII. CHICAGO AND NEW YORK, SEPTEMBER 27, 1919. No. 1634

THE AMERICAN FLORIST

ESTABLISHED 1885

Copyright 1919 by American Florist Company.
Entered as Second Class Matter Nov. 11, 1891 at the Post Office at Chicago, Illinois, under act of March 3, 1879.

PUBLISHED EVERY SATURDAY BY

AMERICAN FLORIST COMPANY,
440 S. Dearborn St., Chicago.
Long Distance Phone: Harrison 7465.
Registered Cable Address: Ameflo, Chicago.

Subscription, United States and Mexico, $1.50 a year; Canada, $2.00; Europe and Countries in Postal Union, $2.50. Volumes Half Yearly From August 3, 1901. Single Copies, 10 cents.

Address all correspondence, subscriptions, etc., American Florist Co., 440 S. Dearborn St., Chicago

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PEONY PROFITS OF AN ACRE.

William A. Peterson, Chicago, in the Bulletin of the American Peony Society, Gives Valuable Information Regarding Roots, Flowers, Soil and Labor.

Factors Necessary to Profits.

I do not propose to discuss isolated cases of extraordinary profits obtained by producing new varieties of peonies or even by cornering the market on a rare sort. In fact stocking up heavily on some new "queen bee" of a peony show frequently finds the grower, five years later, offering the same at 20 per cent of the original cost. There may be a dozen American growers whose extensive catalogues and large advertising of several hundred varieties make their profit on their acre of soil a bonanza.

There are just two ways to make money out of peonies—either by selling the roots or the flowers. Leading up to the subject of profits, let us consider the three contributing factors thereto; first, the root; second, the soil; and third, the labor. The roots should be young and healthy. If divisions are used have them cut from plants not over four years old and remove all but two strong eyes to each piece of sound tuber. The use of one or two year old plants saves some time, but on a given investment the divisions are more economical.

Most people prefer blooms of solid colors, and mass together in lawn planting, or in bouquets, those of the same shade. The number of varieties carried, therefore, depends on the amount of land available, as one must cut enough blooms of a kind to make a shipment worth while, and furnish enough similar material to carry out a decorative color scheme. For example, a florist might want 500 Eugenie Verdier, the famous "baby pink," for a reception. The possible range of varieties comprise four very distinct colors; namely, white, light pink, deep pink, and red, which is the usual classification adopted for exhibitions and by the cut flower trade. In each of these four classes are three well defined blooming periods, the early, midseason and late. This makes 12 sections to be represented, as the goal set before each grower in selecting his varieties, and testing out the sorts to finally grow. Ultimately one may find it necessary to carry two absolutely indispensable sorts in some sections.

Choice of Varieties Important.

This building of a master list, into which each tested variety must fight its way by sheer demonstrated worth, is very absorbing. In comparing the painstaking records which we annually make, we sometimes find an outstanding variety, like Madame Forel, should be finally dropped, because other kinds have superseded it. In my personal study, in order not to be too exacting, and give new varieties every chance, I have really seven colors to divide the sorts into, viz.: 1. paper white, 2. cream or yellow, 3. blush or delicate flesh, 4. light or medium pink, 5. deep pink, and rose, 6. red, 7. crimson and deep red. In this way we have tried out some 1,400 varieties and at the present time are carrying less than 80.

Recommending varieties for other localities is not a very safe proposition, and I shall only give a few notes on how certain sorts conduct themselves at our nursery. We have discarded Meissonier because of its crooked stems; Madame Emile Galle, because of having no low lateral leaves, which prevents cutting it with a long stem, whereas, Octavie Demay, a dwarf-growing delicate pink, admits of cutting with a fairly good stem without injuring the plant, and is a wonder. So far, with us, the prize-winning Jubilee has a very weak stem. Golden Harvest is one of the mixed colored kinds that florists cannot send on a definite color order, unless the customer knows it by name.

Madame Crousse is tender in our climate and often skips a season in blooming. Because Richardson's Rubra Superba has proven very shy, we no longer carry it, while Richardson's Grandiflora is all that its name implies, and a very free bloomer besides. This is one of those unusual sorts that come into bloom over a long period, so one must have a good many plants to cut from to get a fair quantity of flowers at any given time.

Adolphe Rousseau is a wonderful "black," but too loose, and shows the yellow stamens too much. The greatly talked-of pink, Lady Alexandra Duff, is on the same order. Single blooming varieties attract some, but are not very suitable for shipping. La Tulipe is objectionable in bud, as the florists call it a "candy bud," whereas, the bud of Kelway's Venus, leaves nothing to wish for.

No matter how fine a sort may ultimately develop on the plant, if in the early stages of opening it is likely to "water-log," like Charlemagne, it is not worth carrying. Probably more Delicatissima are used at June weddings than any other light pink sort. The most popular selling red is Felix Crousse, with its perfect bomb shape and large guard petal, which always indicates a good storage variety.

Many will be surprised that we have finally dropped Edulis Superba. It does so well in many places, but on our records which we have kept annually since 1888, it is not nearly as dependable as M. Jules Elie, and generally not more than a day earlier. In some quarters Madame Ducel is grown, but with us, it is smaller and so similar in shade and time of blooming to M. Jules Elie, that we do not need it. We notice an increasing emphasis laid on the desirability of the fragrant varieties.

Soil.

Having settled what roots to carry, we will now discuss the best soil conditions. The soil should be rich, deep, well drained and with plenty of sunshine. For root propagation, a loose loam makes the tubers admit of better dividing, but the heavier soil, with even clay subsoil, produces the best blooms. Not only plenty of well rotted manure before planting should be plowed in, but also an annual mulch thereafter in the fall, but not covering the top of the crown or touching the stem. Pigeon, sheep or cow manure, and even some hard-wood ashes, make the best fertilizer for our prairie soil. Peonies are such gross feeders that a large quantity of fertilizer, if worked in thoroughly, can be well taken care of, but no manure should ever touch the roots. For most favorable results, there should be plenty of water during the blooming period, and toward the end of August, to make large eyes for the next season. Some of the foregoing remarks might be classified as labor rather than soil.

Labor.

The planting should be done during the early part of September, in rows three feet apart by a foot between plants down the row. In two years' time, if the bed is to stand for blooming, every other plant should be lifted, divided and planted elsewhere. If there is any question of the plants having any stem disease, during the month of September, cut off the old leaf tops level with the ground, and burn them up. The surest method of keeping the roots free from disease is to dig out and destroy every large plant among blooming ones that has no flowers; in fact, we have made it a practice for years, in all our standard sorts, of destroying, June 1, every peony plant two or more years old that has no buds. This avoids the possible spread of disease, and also prevents the perpetuating of shy blooming strains of peonies. As long as plants bloom, we need not worry.

PEONY FELIX CROUSSE.

The young shoots as they push up in the spring are quite beautiful and differ decidedly. At this stage of their development, we go over our fields and dig out and throw away every plant differing in appearance from others in the same variety. This gets rid of any possible mixtures, and is the last check in our system of keeping every plant true. I may be pardoned in mentioning here our ten-year old, unique guarantee of giving three for one for every plant blooming untrue to description.

Every three weeks, from May to September, we run a horse cultivator down every row, and just before freezing up, a "V" shaped potato plow to trench a furrow to draw the water away from the crown. Sufficient hand-hoeing during the summer must be done to keep the land free from weeds.

The labor of marketing the roots is mostly done in September, which is the proper time to move peonies. It is preferable for customers to do their own dividing as then the cut surfaces are fresh and wither less when put into the ground. However, many purchasers do not know how, and for that matter, we ourselves are often surprised at the poorly cut plants we sometimes receive. After digging, the tops are at once cut off, which prevents the roots withering, and in this dormant condition they can travel safely for several months. In all handling of the roots, great care should be taken to not injure or break off any of the eyes.

Marketing.

Regarding the marketing of peony blooms, long straight stems are essential. but the cutting must leave the plant to grow the balance of the summer with at least one, and better two, lateral leaves on each stalk left standing. Where every stalk has a bud, it is a good plan when disbudding the side buds for the cut flower trade, to also roll off a terminal bud on one or two of the weakest stalks, and thus give the plant more leaf area with which to breathe. The disbudding of all lateral buds, when the size of a pea, makes the terminal bloom develop larger. Just at what stage of unfolding to cut a bud, depends on the variety and how soon it is expected to open. Several carloads of peony blooms come annually to Chicago before Memorial day from points fully 600 miles away.

As soon as the stalks are cut, and most of the lateral leaves stripped off in order to give more of the sap remaining in the stem to the bud, they are gathered together in bundles of 13 of the same variety and size of bud. In units of 13 they can be sold either by the dozen or the hundred. The buds cut, when the dew is on them, carry better, but if they are to be wrapped in paraffiin or other paper, the petals must be thoroughly dry. If possible, it is a good plan after the bundles are tied up, to stand the stems in water for an hour before shipping in boxes.

For the benefit of those who want peony blooms much later than their normal season, and really one of the recent developments of this industry; it has been found that certain varieties when cut in bud, will keep in cold storage for six to 10 weeks, and upon their being taken out, will unfold in all their usual glory.

We have now followed our lady-love from the cradle to the grave. The subject under discussion naturally eliminated many other interesting features pertaining to the peony, all equally fascinating, such as the ancient history and use of the peony; the renaissance of its culture in Europe; some of its famous hybridizers; a comparative

study of the different shapes and types of its blooms; the various styles and shapes of its petals; a classification of its fragrance; the duration of the individual bloom when cut and also on the plant.

THE RETAIL TRADE

Conducted by Robt. Kift, Phila., Pa.

Window and Porch Boxes.

There is nothing adds so much to the appearance of the dwelling as well cared for boxes of flowering and foliage plants and vines, and there has never before been such an opportunity to push their sale and help along their popularity as this season. In every large community, there has been an unprecedented demand for dwellings of all kinds, from the small city houses to the larger suburban residences with ample yards or more pretentious lawns. All of the suburban properties are furnished with porches, which almost require decoration such as these boxes of flowering plants afford. While in some sections of the country, their value in decorative effects is becoming recognized, and their use more general, there is still a very wide field in which their sale could be pushed to great advantage.

WINTER WINDOW-BOX OF EVERGREENS.

Years ago, John Burton, of Philadelphia, Pa., pointed out the immense benefit to the trade of the introduction of the Crimson Rambler rose, which when in blossom, was the most showy of all flowering plants, and at once created a desire in all who saw them to have plants for themselves. In their way, window and porch boxes are as striking and decorative as the rambler roses, and have the great advantage of lasting the entire season. Each well-grown box or other arrangement, will, with their perfection of bloom, create a desire in the householder across the street, around the corner or in the next block, to fix up his porch in like manner.

If all florists in every community would get together and agree to push window and porch boxes, or without such unity, each determine to make these a feature of his business, their use would soon become general. What a wonderful difference it would make in the appearance of the beautiful residences everywhere, if the sale of these boxes was only doubled. Such a condition is easily possible by a little extra effort on the part of the trade in encouraging civic pride to make their's "a city beautiful." This outward display cannot help but instill a greater love for flowers, which will extend to a desire for them in the house when their beauty outside has passed.

There is a splendid opportunity to follow up the bright colors of the summer with the evergreens of winter, which in their way, are just as showy and decorative during the cold, bleak months. While all this is very desirable, particularly from the view point of the florist, it will not come about by itself. Here and there some ambitious householder may force an order on the surprised dealer, but the fact that such an opportunity to beautify their homes exists, is foreign to most of them. Flower boxes must be demonstrated and sold just like victrolas, pianos, automobiles, etc. Three-fourths of the daily papers are taken up in advertisements of articles that people know all about. They are not being informed but just reminded.

The trade can put this across the same as many other things for their benefit, if they will make a noise loud enough to be heard across the street, but with many the whisper is so faint that it does not reach even the front door of the shop, and the throngs go by without an inkling of the good things awaiting them within.

Dahlias.

There are seasonable flowers for every month in the year, a period when some particular blossom is at its best. The time has now arrived for the dahlia, which for the next month, will be at its height, and provides, in quantity, the most showy and conspicuous of all the fall field flowers. Of late years, there has been wonderful improvement in the dahlia. The cactus and show varieties have been augmented with new and improved forms and colorings, some of them being tremendous in size. By disbudding, higher grades have been made possible, produced on long stems, until they are almost as effective as many of the chrysanthemums.

The out-of-town trade worked up by wholesale dealers in all the large cities, has necessitated new methods in packing and shipping, that have been so perfected, that flowers have been forwarded on 24-hour trips, and arrived in perfect condition.

The best practice is that of flowers being only sold on order, for varieties desired, which are forwarded to the grower, who packs each consignment carefully, delivering it to the dealer, who ships it out of town or transfers it to his local customers in the original boxes. The corrugated board boxes are packed three or four in a lath crate, making very light packages, yet sufficiently strong to carry safely.

Dahlias should never be allowed to remain out of water subject to drafts, which soon wilt them, and from which they never completely recover.

There is no flower which can be handled with more profit to the retailer than the dahlia. They are large and showy, and at the same time, many of them so refined in appearance, that if properly presented, they command prices that return a very good profit. In their great variety of form and coloring, they are available for all kinds of floral work. Very beautiful table decorations are made with the pinks, reds, and various shades of orange, combined with autumn leaves and other foliage. Plateaus of oak leaves as a foundation for the solid color or other combined shaded effects, are quickly arranged, are very decorative, and will

WINTER WINDOW-BOX OF EVERGREENS.

maintain a fresh appearance for any evening's entertainment.

For the house wedding, they can be artistically arranged, there being shades of color to fit in with the decorative scheme of the halls or various rooms. When placed either in bowls, vases or vase baskets, they can be stood about on the mantels, on various side pieces of furniture, or with southern smilax arranged over doorways, around mirrors and on the banister railings of the stairways. The choice select grades, with long stems, are seen to advantage in tall floor vases, set in groups of palms, being almost as effective as chrysanthemums. Beautiful wedding bouquets are also made from selected flowers.

The dahlia held a most exalted position last season, when having the market for a time almost to itself, it was used in high class funeral work to an extent never thought possible. Wreaths and sprays in artistic arrangement, composed entirely of these flowers, relieved with various greens or autumn leaves, were considered as choice and beautiful as any other combination. They were also often the choice for the box of flowers sent in acknowledgment, or to cheer up the sick friend at home or in the hospital.

The dahlia requires somewhat careful handling. They should never be crowded or massed together in jars or vases, so that the flowers crush one another, or so low that some of the blooms are covered with water. They must not be left lying about on counters or tables, as they soon wilt, or if in water and subject to drafts, they suffer in the same way.

It is important to keep the supply about equal to the demand, so that little is left to carry over from day to day. Orders for cut flowers should always be filled with that day's stock, never with flowers of the day before.

Handsome window displays can be featured with choice varieties of dahlias; one day, all pink, another red, and again orange shades. These arranged with autumn leaves, or plants of high colored crotons and ferns, will make very effective decorations. Special sales of boxes of a dozen flowers, a number made up, and others empty, but tied up and decorated with a few autumn leaves, golden rod and a dahlia, as if ready to go out, will, with a price card, make a profitable showing.

Small vase baskets in shades to harmonize with the red, pink or orange, enough to fill the window, a number of them hanging, to occupy the space above, one color one day, another the next, will be found very attractive, and with the silent salesman price card, bring the people in.

A good plan to liven things up a bit, and bring in a lot of visitors, is to arrange an exhibition of varieties. Growers will furnish quite a collection, all named, which if nicely arranged, will prove a good drawing feature. Cards of invitation should be sent to the store's list of customers, who should also find a good selection of house plants and other seasonable stock.

By arrangement with the growers, orders might be taken for any of the varieties for plants to be delivered next spring at the proper time to set them out. Some storekeepers find this very good business. It has also been used by the department stores.

WINTER WINDOW-BOX OF EVERGREENS.

"Say it With Flowers" to Pershing.

The florists of Washington, D. C., took advantage of the Pershing parade to boost the slogan, "Say It With Flowers," at the same time performing a rather appropriate public service in furnishing the flowers with which to say to General Pershing that the people of the national capital welcomed him and his victorious army back to the United States. The idea was conceived that it would be rather clever if the florists donated from their stocks, sufficient flowers to make a pathway of blooms along the line of march. To make it more general, an appeal was made to the people to send flowers from their own gardens to the committee looking after the commercial end of the plan. Every retailer, wholesaler and grower made an offering, and the result was that the entire line of march from the capitol to the end of the route, more than 19 long blocks away, was showered with flowers by girl scouts. While dahlias predominated, all sorts of blooms were to be seen on the street. This was the first time that such a plan has ever been tried out. A big truck of C. L. Jenkins & Son, tastily decorated, and bearing the slogan, "Say It With Flowers," traveled up and down the route, distributing the baskets to the girls. The slogan went well with the thousands of people lined along the curbs and in the big grandstands and bleachers, and as a consequence, the truck and its occupants were cheered on numerous occasions. The appearance of the vehicle on the street was the opening event in the publicity programme of the Washington florists for the flower week to be held in November. There is little doubt but that the slogan will be remembered by the people who saw it. It is catchy—and this will help out when it comes to planting publicity later on. Those who were active in getting the float on the street were Z. D. Blackistone, George C. Shaffer, Lloyd Jenkins, O. A. C. Oehmler, J. Harper Hetherington, Adolph Gude, Jr., Otto Bauer, Albert Schnell and others.

Next Week In the Flower Shop.

Gladioli and asters are still quantity flowers and can be used to advantage in all spray and design work. The fluffy Comet asters are not so stiff stemmed as the others, but their light feathery appearance lends an elegance to many arrangements. A casket cover of either white or purple shades of this flower has a downy appearance not possible with any other.

Is there a mirrored mantel in the store? This wall decoration is a feature of many shops. At nearly all times, this shelf should be decorated with seasonable flowers, so arranged as to make an attractive display that visitors will notice and very likely talk about. Small vases on a rod, or otherwise suspended half way around the glass, filled with short stemmed flowers, will add to the arrangement.

A good sized oval cheval floor mirror, standing by itself, or in front of a screen or with a palm or two as a background, is a good store fixture.

WINTER WINDOW-BOX OF EVERGREENS.

"SAY IT WITH FLOWERS" TRUCK IN PERSHING PARADE, WASHINGTON, D. C.,
Filled With Flowers, Donated by Florists of the Capital, Which Made a Pathway of Blooms Along the Nineteen Blocks of the Line of March.

Ladies, and also gentlemen, like to look at themselves, particularly after they have pinned on a corsage or boutonniere.

It is not too early to begin to push things a bit. People will take notice, and are quick to see that there is something out of the common in the window. Many stop and look, and some will come in to ask questions. All kinds of flowers are now to be had at comparatively low prices, particularly if the buyer takes a chance on a fairly good sized quantity. Feature a window of Premier; label it "the latest new rose." Arrange a basket or two of this variety artistically; put up several boxes of one dozen each, with a price card; tie up several empty boxes of the same size, with a little outside decoration. A window, tastefully arranged with these various articles, will likely dispose of a lot of the flowers, and bring new faces into the store, who will want to know something about this wonderful variety.

Plan frequent changes in the window, and as far as possible, have the stock ready the night before, so as to make a rapid change and catch the crowd going down town. It should be finished and out of the way before the shopping commences. Always have the explanatory cards printed and ready, as they are the speaking, and at the same time, silent salesmen on duty until taken off the job.

The Washington, D. C., florists' club started something in its inauguration of a "Say It with Flowers" week, October 6-11, to open up the season with a grand hurrah. This capital idea should be taken up and pushed in every city in the land. Let every retail florist decorate the front of his store. Greens of all kinds are plentiful; boxwood or evergreens in tubs will ornament the sidewalk, and are salable as well. A display of ferns in various sizes will be attractive, and there will be fewer to take in at night. Go across the street; take a good look at the store, and plan out a decoration that will make it easily the most attractive and showy shop of any in the block. Make an enlarged slogan, "Say It with Flowers," a feature. If this is entered into in a co-operative spirit by all the firms in the various cities, it will give the business the greatest boom in its history. In some cities, they are planning an auto parade with all the cars decorated, for one day of the week, each car displaying conspicuously the national slogan, "Say It with Flowers." Each store's customers should be notified of this special "opening of the season" week, and invited to call and see the shop in its gala attire. There should be a good stock of the best the season affords, both in plants and flowers, all featured with accessories to look most salable. All branches of the business should work together to make this movement a grand success. It will be the most unique and beautiful trade display ever planned.

National Publicity for Flowers.

A few inquiries are coming along in regard to the billboard which our committees hope to supply very shortly, but there should be many more. Anyone, of his own recollection, can point to a score or more sites owned by florists, which would furnish grand opportunities for display of billboard signs; and, surely, there are many owners of such sites who would not for a moment scruple to pay the $50 asked for a sign, especially as such a sign ordered alone would cost about twice as much. The question has been asked whether anything besides the slogan may be painted on the sign. Yes. If a purchaser insists upon it, his name and address may appear on the sign as long as the slogan is left intact and entirely separate. A proper ruling as to this will be made at the meeting of our committees next month. Philip Breitmeyer, at the Detroit convention, said "Billboards furnish the best way of getting publicity that I know of, and I have worked out the problem for five years or more." On the same occasion, Chairman George Asmus said, "Imagine 5,000 of these billboards on the principal roads and highways, the railroads and in other places, and what it will mean for our slogan, and for our business! An expert on this line told me that we were the most fortunate people in the world—that we had an asset—in these sites that would cost outsiders hundreds of thousands of dollars to get, as we already had the sites. I want to say that I have 200 orders for these signs right now from the men I have talked to about them." The men Mr. Asmus referred to were mostly located in Cook County, Illinois.

Shall Illinois become the prime mover in this most excellent project, when there are as many or more sites available in other states? This question is put to all these florists in other sections who are known to have sites, and who it is reasonable to suppose, would, in their own interests, be willing to use them for this laudable purpose. Our committees would like to hear from these florists without delay, as arrangements for supply must be completed at the meeting of the committees in Buffalo, October 15. Just notify your secretary whether one or more signs could be placed.

Every day now brings warm congratulations on the success of our campaign. The William Roethke Floral Company, Saginaw, Mich., in sending in an additional subscription, writes "The campaign has helped us, and we cheerfully pay, as business has been better this year than in former years." That is the right spirit—a willingness to pay for benefits received. More particularly is it appreciated when we think of the many who have not yet even sent in a first subscription. Often our personal representatives tell us, that when obtaining a subscription, a florist will say: "Yes, I have been intending all along to subscribe." We do not doubt it, but why should good intentions be prolonged to such a point when it is so easy to sit down, write and mail a cheque? We need the money to carry on the work—without it we must stand still. As W. W. Gammage, of London, Ont., said, when he announced at the convention, his promise that within two

months he would swell the Canadian subscription to the fund with $1,000 additional. "Just think. The man who subscribes $10 a year, is only giving 20 cents a week. What does that amount to weekly? We throw more than that away in cigars every day—most of us, at least. Therefore, you who have not already subscribed, just consider that if you give $50 a year, it only amounts to a dollar weekly."

Why not get in line at once, and contribute whatever you think you can afford—make one, two, or three payments in a year, if it suits you better.

JOHN YOUNG, Sec'y.

Opportunities in Plant Propagation.

Paper by Professor L. C. Corbett, Department of Agriculture, Washington, D. C., presented at the annual convention of the Society of American Florists, Detroit, Mich., August 19-21, 1919.

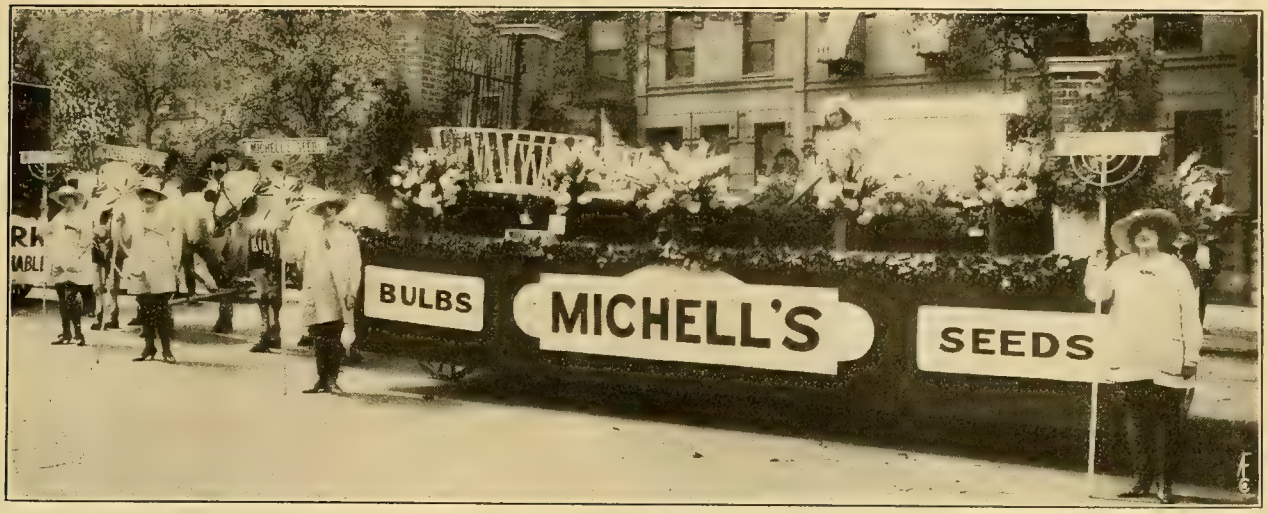
Our knowledge of plant propagation, and the factors limiting it, measures our ability to provide plant material for decorative and commercial uses. That such demands are well met you will say is attested by the extensive use of ornamentals, and by the great acreage of orchards and vineyards. Yes, we know how to propagate many plants; in fact, we know how to propagate most plants in one or more ways. Even a plant like horse radish, which has entirely lost its power of seed production, is extensively propagated vegetatively. We know many things about plants and plant propagation, but most of our knowledge of plant propagation is empirical, and some of it is not true.

For generations, we have been propagating plants from cuttings. The most of us think we know that a cutting must callus before it will root, and that the root develops from the callus, all of which is not true, but that in no way influences the success in propagating plants from cuttings. It merely indicates one of the great handicaps of our present and past work in horticulture. Plant propagation has developed as an art, has succeeded, has been self-satisfied, and many possessing great skill in the art, have considered their knowledge as a personal trade secret. This point of view has tended to foster and maintain the appentice system which prevails in England and on the continent. We have depended upon foreign sources, both for our propagators and for a considerable portion of our plant material. This, I believe, has tended to retard the extension of plant business in this country. It has certainly retarded the development of the art of plant propagation in this country, because investigators have not been induced to work in this field as a result of demands from the industries, as have many other branches of horticulture. It has retarded the introduction and improvement of valuable native plants, to which we must look for material to make beautiful wide stretches of our vast land, and to which the ordinary plants of commerce are not adapted.

These native plants present problems in plant propagation the same as do all other strangers and new comers. But beside the actual problems of propagation presented by wild plants worthy of introduction, the vast stretches of territory encompassed within the confines of the United States, and the great diversity of soil and climate represented within this domain, present problems of plant adaptation which all students of horticulture recognize, but which, I am sorry to say, have not received the attention they should. The only attempt at a systematic study of the adaptability of the commercial ornamentals to the great plains, and to the intermountain area of the country, and that is by no means a comprehensive study, is one jointly carried on by the forest service and the bureau of plant industry. While this study is more comprehensive than any heretofore undertaken, it is necessarily confined to forest ranger stations in the national forest, and to the limited range of species at the command of the bureau of plant industry. This is one aspect of the problem of plant propagation for this country which should be given more attention. It will take years at best to solve it, but unless it receives systematic attention at the hands of investigators and members of the trade, little worth while can be accomplished. Yet there is no information of greater value to the trade than accurate knowledge regarding the territory to which species and horticultural varieties are adapted. Many costly errors are annually made for lack of this knowledge, and every error of this character stands out as a striking monument to our ignorance, and marks the interment of many orders for nursery stock. Not only should such adaptability work be encouraged and extended for plants on their own roots, but many varieties can be rendered valuable assets in regions where they do not thrive on their own roots by placing them on congenial adapted roots. In the field of fruit culture there is no more interesting or vital problem. In some regions, the whole problem of fruit culture is involved in the adaptability of a stock. The vinifera grape industries of France and of the Pacific Coast are striking examples of what stock adaptation means to horticultural industries. Apple culture has been retarded in the northern section of the great plains area because we have no satisfactory hardy roots. The cultivation of fruits and ornamentals are both retarded in the irrigated as well as the semi-arid sections because many plants of value elsewhere are not alkali resistant.

Coordinate with the problem of plant and stock adaptability is the problem of congeniality. Here again, we are talking in a language without definite meaning, for no one knows what congeniality really is. We know that certain varieties and species unite easily and make permanent unions; such plants we say are congenial. We know, too, that certain plants work together with difficulty, that only a small percentage take, or that the unions are not good; the plants do not thrive and are as a rule short-lived. Such sorts are not congenial. In every region where adaptability problems require the use of stocks other than their own roots in order to render plants of value, there goes hand in hand with the adaptability this question of congeniality.

JAPANESE VASE OF ASSORTED DAHLIAS.



FLOAT OF HENRY F. MICHELL CO., PHILADELPHIA, PA., IN INDUSTRAL PARADE.

Drawn by Four Fine Percheron Horses, and with an Escort of Four Handsome Farmettes, it was Easily a Big Attraction in the Leading Event of Knights Templar Week.

Some day our nursery books will contain such entries as this:

Stocks for vinifera grapes—Phylloxera resistant stock, Hupestris St. George.

Phylloxera resistants adapted to alkali, adobe and sandy soils.

This, together with a list of varieties carrying the names of the stocks with which they are congenial as Muscat of Alexandria, congenial with Rupestris St. George, Lenoir, etc.

If one has adobe soil, and wishes to grow Muscat of Alexandria on a resistant root, it will be possible for him to determine that he must contract with his nurseryman to grow for him the desired number of plants in the proper combination of root and scion; that is, a stock congenial with Muscat of Alexandria, and at the same time adapted to adobe soil. Now that information in regard to such details as I have enumerated is being rapidly gathered, the practices of the trade should be modified to make plants carrying the combined good features available to the trade. This does not mean producing such material on a chance or speculation basis, but rather an order specifying the conditions to be met filed in advance so the plants can be grown to order. To a degree, such business methods are an innovation in the plant trade, but I believe the time is not far distant when the nurserymen and plantsmen, who desire to be of greatest service to the industries, will undertake to grow plants of a special character or combination on a contract basis.

I have said we have drawn our plant propagators chiefly from abroad. This is a natural result of the failure of the appentice system in this country and the tardy development of vocational institutions. Our colleges giving instruction in agriculture and botany should make it a point to train teachers for the vocational schools, which in in turn, will instruct the growing generation in the rudiments of the art of plant propagation. We should go one step further and request, as the nurserymen did, that these instructors give special courses in plant propagation. Such a request, made in good faith by so representative a body of plantsmen as the membership of the S. A. F., cannot help but produce an effect even greater than the offering of courses of instruction. It will, I am sure, stimulate investigation in this field.

The members of this society can be of great assistance to investigators in this field by putting up to them the problems that are of greatest interest and most pressing. The states, I am sure, will respond as far as their facilities permit in handling local problems, and the department of agriculture will give aid in the solution of regional and inter-state problems for which it has facilities.

The society can help in the solution of many of the problems of plant adaptation, by encouraging reports on new sorts from members, and by a committee to assemble and present such reports. There is a great mass of information in the possession of the membership of this society, and an effort should be made to assemble this information for the benefit of the industry, now that this country must depend more upon its own resources than ever before. A man possessing information which will be of value to the trade, but which, because of his environment, the possessor can not put into practice for the advantage of his fellows, should give such information to the press or to educational or investigational institutions in order that we may present to the American trade even a greater variety of plant material, of equal or better grade, than it has heretofore been offered.

Such an accomplishment is easily within the range of possibilities when the wealth of native material is considered, in connection with the fact that we have within the territorial limits of the United States a range of soil and climatic conditions which equal that of Europe from the Mediterranean to central Russia. No such opportunity has ever before been offered American plant propagators. It would be un-American not to grasp such an opportunity. Its possibilities are not all economic, for there is the possibility to broaden the love for and interest in things beautiful. Americans are no longer entirely consumed in the struggle for bread and meat; in addition, they desire and demand some of these things that go to make life worth while. It is in the work of increasing the interest of the public in things beautiful that the great opportunity of societies like this one rests. Much has been accomplished in teaching the value of cut flowers and decorative material, but much more can be accomplished. The work of our plant breeders, propagators, and introducers needs a little more publicity back of it to make it highly effective.

We have many individuals devoting their attention to plant breeding with great success, as the work of Dr. Van Fleet, E. G. Hill, and others amply proves. That we have the potential possibilities awaiting development in the field of plant propagation is illustrated more clearly and forcibly by one of the members of the trade, A. H. Hill, in his address January last before the Massachusetts Horticultural Society from which I quote:

"I was surprised, recently, when one of the editors of a horticultural paper said, 'Where are we going to get the patience, skill, and experience to grow stocks in this country?' Astonishing, such a statement as this, showing a lamentable lack of confidence in American enterprise, especially in view of recent American accomplishments in every line of activity.

"We have only to look back to the horticultural achievements of 30 and 40 years ago, when the Parsons Nurseries at Flushing, N. Y., were supplying the growers of Europe with choice, hardy varieties of conifers and rhododendrons, which are today, in many cases, the sorts grown in Europe for export to America. Thirty years ago, Robert Douglas, of Illinois, supplied the growers of Europe with a choice collection of American conifers.

"The United States department of agriculture, through the forest service, has established in various parts of the west, government nurseries for supplying young trees for reforestation. Each nursery has an annual output of several million young seedlings for forest planting. Eight individual states maintain nurseries for the growing of young trees to supply planting material for state controlled lands and distribution to property owners for forest planting.

"In recent years, fruit tree seedlings, to be used by American nurserymen for budding and grafting, have been produced on an extensive scale by nur-

serymen in Kansas. Upwards of 16,000,000 young roses have been grown annually by Ohio nurserymen. There are 15 commercial nurseries, making a specialty of the propagation of young conifers from seeds, cuttings, and grafts. A good assortment of young ornamental and flowering shrubs is being grown on a commercial scale by experienced propagating nurserymen through the east and central west.

"It is a matter of interest to many that the federal horticultural board has recently promulgated a very valuable protective measure to secure this country against depredations of European and Asiatic insect pests and diseases. While there are some objectors at present, we believe that eventually everyone will realize the wisdom of this action.

"It is preposterous to think of endangering our extensive horticultural, agricultural, forestry, and nursery interests, worth hundreds of millions of dollars, for a few thousands spent each year on imported nursery stock. It was only through quick, concerted action on the part of our department of agriculture that our American white pine forests were saved from utter destruction, by reason of the white pine blister rust which was imported on nursery stock from Europe.

"With all this energy being expended on the propagation of young stock, the American nurserymen are assured of a constant and increasing supply. There has already been established on the Pacific coast an extensive plant with over $1,000,000 invested for the culture of azaleas, bulbs, boxwoods, and other florists' forcing and decorative material which have heretofore been imported. I predict the next few years will see a number of decided changes, with American growers producing the stocks required for American needs, and the money which was sent to Europe will stay in America to build up and develop horticulture in our own country."

Mr. Hill has summed up the situation in a clear and forcible manner. Combined with this, there should go the work of education and investigation above mentioned to be carried on by the cooperation of state and federal agencies, and lastly, the society can do much to extend and popularize its own field and work by encouraging the amelioration and introduction of our own much neglected native ornamentals. I trust the society will find ways and means for encouraging each and every one of these worthy enterprises because of the great pleasure which will as a result come to thousands of our people as well as the profit which will accrue to the trade.

The opportunities in the field of plant propagation open to this society, briefly stated, are:

This society can act as a clearing house for the exchange of information on plant propagation among its members.

This society can assemble and publish information relating to the adaptability of plants to various regions and soil types.

This society can, through its publicity agents, do much to popularize native ornamentals worthy of introduction.

This society can, through cooperation with the educational and investigational institutions of the country, do much towards popularizing the work of instruction, as well as shaping the character of investigation in the field of floriculture.

We believe that this is an opportune time for the society to assume a leading role in such matters, not only because of the advantages that will come to the industry, but because of the satisfaction that will come to the public in general from more and better ornamentals.

The great field is among the owners of small and modest homes, both in the town and in the country, and now is the accepted time. Our motto should be, "Right forward into line—March."

American Rose Society.

EXECUTIVE COMMITTEE MEETING.

A meeting of the executive committee of the American Rose Society was held at the City Club, New York, September 17. F. L. Atkins, chairman of the committee to outline a policy in regard to the establishment of rose test gardens, made a preliminary report. It was the opinion of the committee that the official rose test gardens should be established only in certain climatic zones. The department of agriculture at Washington is working on a zonal map of these sections. It was also the opinion of the committee that the American Rose Society should recognize any show gardens in public parks or public gardens, provided they are kept to a certain standard of excellence. S. S. Pennock, chairman of the committee appointed at the last meeting to formulate a plan for the dissemination of Dr. Van Fleet's seedlings, made a report of progress. He read a letter from Professor L. C. Corbett, of the United States department of agriculture, proposing such a plan.

It was voted to instruct the committee to arrange with the authorities of the department of agriculture at Washington for the testing of Dr. Van Fleet's seedlings in all the official rose test gardens of the society with a view to future dissemination.

The following committees were named by President Pyle and confirmed by the executive committee:

Central committee of the rose test gardens: J. F. Huss, Hartford, Conn.; Dr. A. C. Beal, Ithaca, N. Y.; Theodore Wirth, Minneapolis, Minn.; J. A. Currey, Portland, Ore.; Charles E. F. Gersdorff, Washington, D. C.; Professor N. M. McGinnis, College Station, Texas.

Arlington, rose test garden, Washington, D. C.: Charles E. F. Gersdorff, Washington, D. C.; A. P. Greeley, Washington, D. C.; Miss Carrie Harrison, Department of Agriculture, Washington, D. C.

Hartford rose test garden, Hartford, Conn.: J. F. Huss, Hartford, Conn.; George A. Parker, Hartford: Alexander Cumming, Jr., Cromwell, Conn.

Cornell rose test garden, Ithaca, N. Y.: Dr. A. C. Beal, Ithaca, N. Y.; D. E. Griffin Lewis, Syracuse, N. Y.: Charles G. Adams, Auburn, N. Y.

Portland rose test garden, Portland, Ore.: J. A. Currey, A. J. Clark and Alfred Tucker, Portland, Ore.

Rose Registration: Robert Simpson, Clifton, N. J.; W. R. Pierson, Cromwell, Conn.; George H. Peterson, Fairlawn, N. J.

It was moved and carried that a committee be appointed to foster in every way the cut-flower rose interests. The following committee was named and confirmed: W. R. Pierson, Cromwell, Conn.; Harry O. May, Summit, N. J.; S. S. Pennock, Philadelphia, Pa.; Max Schling, New York; Henry Penn, Boston, Mass.

The report of the committee on rules and regulations governing the exhibition of garden roses was adopted.

E. A. WHITE, Sec'y.

Floriculture at Tennessee State Fair.

Although prizes were offered by the state fair association, there was not a single entry by the florists of Nashville at the annual event held in that city. There were, however, splendid displays staged by amateurs, both in plants and cut blooms, noteworthy being handsome ferns, geraniums and hanging baskets, as well as fine speciment roses, dahlias and asters. W. T. Stewart and E. M. Burke carried off several blue ribbons. The exhibit of the park commissioners was a most creditable one, most of the stock used coming from Centennial park. The decoration of the woman's building in which the display was made, was very effectively arranged, the memorial fountain offering a splendid center, around which were placed palms, ferns and large vases of cut cannas in the very perfection of bloom, showing the full length of stem. In the fountain, were several very beautiful specimens of Victoria Regina water lily, in four colors, pink, blue, red and white. These were planted and grown by the gardener of Centennial park.

M. C. D.

McCallum Co's Dinner-Dance.

The McCallum Co., well known Pittsburgh, Pa., supply house, entertained its employes and their families, September 17, the occasion being another "general good time party" in the form of a dinner and dance at the Keystone Canoe club at Verona, Pa., those in attendance numbering more than 75 persons. The company has found that by mixing a little play with work, better results are obtained in the same amount of time, and that the work is more cheerfully done; in fact, the entire force works as one happy family. The rules adopted by the employes governing the evening's entertainment were as follows:

All employes will do as they please.

Employes will report any incivility on the part of customers.

Anyone coming to work before 10 a. m. will be discharged.

The firm will furnish free of charge, Mail Pouch, Camels, and Coca Cola.

Cut flowers will be furnished free of charge to all employes and their friends.

You will hereafter "work" the company four days a week instead of six.

Anyone wanting a raise can get it, by telling Mr. Boyd how much they want.

Employes will confer a favor by telling the management whether they intend to come to work the next day.

Do not drink the water from the hydrant. There is beer in the ice box.

ED. MCCALLUM,
Genial Manager.

Horticultural Society of New York.

DAHLIA EXHIBITION.

The exhibition of dahlias by the Horticultural Society of New York, September 20-21, was the best of its kind ever staged by this society. The number of exhibitors was not large, but they brought many varieties. A number of new sorts and seedlings were noteworthy.

Among the leading exhibitors were Mills & Co., commercial growers of Mamaroneck, N. Y., who took first prize for the largest and best collection, short stems, in the "open to all" competition, with A. E. Doty, New Haven, Conn., second. Mills & Co. took, in addition, three first and two second prizes, a bronze medal and several certificates.

Mrs. F. H. Allen, Pelham Manor, N. Y. (Jas Lenane, Gr.) took first for the best collection in the "non-commercial" competition, with F. D. Wheeler, Rye, N. Y. (J. F. Orr, Gr.), second. All told, Mrs. Allen took nine first prizes and one second. L. P. Hollingsworth, Mamaroneck, N. Y., took six second prizes. Other prize winners were: Mrs. C. H. Stout, Short Hills, N. J.; Thos. Skinner, Mamaroneck, N. Y., special for asters. Mills & Co. received a cultural certificate for a large red, named Paul Grample. George Schlagel, Brooklyn, N. Y. (S. J. Milosy, Gr.), received

a certificate of merit for the new production named Mrs. George Schlagel. F. P. Quinby, White Plains, N. Y., exhibited singles, which received special mention. Mrs. T. Thomas, Short Hills, N. J., was awarded a certificate of merit and special mention. F. D. Wheeler received a special prize for a display of pansies.

There was a creditable attendance at the exhibition. The multiplication of varieties of dahlias—like the "making of books"—seems to have no end.

A. F. F.

California Dahlia Society Show.

The fourth annual show of the Dahlia Society of California was held September 4-6 and was the most successful in the history of the society. President F. C. Burns announced that the attendance was beyond expectations. The exhibition was a wonderful riot of color and it would be difficult to surpass the general excellence of the displays. Pelicano, Rossi & Co. made a splendid show in the center of the hall and carried off the silver cup for the best general arrangement for effect. They made a fine showing of Dr. Tevis, their prize winner. They also staged Millionaire in great condition. Every thing that was worth while in dahlias was included in this exhibit. Large specimen Cibotium Schiedei were used here to great advantage. Frank Pelicano was in charge. The Bessie Boston Dahlia Farms showed a magnificent lot of blooms. They were of the greatest form and size and all were perfectly finished. The star attraction of this display was a vase of 50 blooms of their new seedling, Mabel Taft. This is one of the most promising dahlias seen here and its superb coloring attracts immediate attention. It is a sulphur orange center with outer petals of pastel pink. John Lewis Childs was another of the varieties that aroused much admiration. This is an orange tan, heavily striped and splashed scarlet with petals tipped white. John McLaren proclaimed it the best dahlia in the show.

Among the seed houses, the largest exhibit was that of C. C. Morse & Co., of San Francisco. This was arranged in a very attractive manner and contained an extensive collection of the best American and European novelties. This display was not entered for competition but was awarded a special prize by the judges for its general excellence. The California Seed Co. of San Francisco, had a large number of varieties which showed great cultural skill. This comprehensive exhibit was also awarded a special prize for its fine quality. The Fenton Dahlia Gardens had a beautiful showing of their best varieties and also made use of electrical effects in their exhibit to the greatest advantage. Louis Garabaldi staged a very creditable showing, his large vase of General Joffre being one of the features of the show. Bedford Bros. had an excellent exhibit and were well up among the prize winners. The Sea Cliff Dahlia Gardens, of which A. Hodgins is proprietor, was a consistent winner due to the general excellence of the blooms shown. Matador was especially admired. It is a very large decorative, pale salmon in color, and of wonderful substance. The Spencer Dahlia Gardens' exhibit was always the center of an admiring throng. Their new seedling to be introduced in 1920, Mrs. Edna Spencer, was the best thing in their display. Princess Pat, staged by the Star Dahlia Farm, was also the object of much admiration. R. McWhirter seems to have a promising novelty in this seedling. His exhibit won many first and second prizes.

Unusual interest was manifested in the "Garden Beautiful" exhibit sent by the inmates of San Quentin prison. The convicts were given bulbs last spring by the members of the society, and they certainly put up a wonderful exhibit for their first attempt. These flowers were all grown at the prison, and the transformation of a gloomy patch of ground behind prison walls into a beautiful horticultural area, is as inspiring as it is remarkable. The management of the entire show was in the capable hands of Angelo J. Rossi, of Pelicano, Rossi & Co. The exhibition was a great success, financially and otherwise.

THE AWARDS.

Best general display covering 150 square feet, arranged for effect—Pelicano, Rossi & Co., 1st; Star Dahlia Farm, 2nd; Jesse Seal, 3rd.

Best collection of peony dahlias—Jesse Seal, 1st; A. Hodgens, 2nd; Bessie Boston Dahlia Farms, 3rd.

Best collection of decorative—Jesse Seal, 1st; A. Hodgens, 2nd; Bessie Boston Dahlia Farms, 3rd.

Best collection, cactus—Jesse Seal, 1st; Bessie Boston Dahlia Farms, 2nd; Star Dahlia Farm, 3rd.

Best collection show varieties—A. Hodgens, 1st; Star Dahlia Farm 2nd; Jesse Seal, 3rd.

Best six hybrids—Jesse Seal, 1st; Wm. Hill, 2nd; Bessie Boston Dahlia Farms, 3rd.

Best three hybrid show dahlias—Bessie Boston Dahlia Farms, 1st; Jesse Seal, 2nd; Star Dahlia Farm, 3rd.

Best 36 pompons—Bessie Boston Dahlia Farms, 1st; Jesse Seal, 2nd; A. Hodgens, 3rd.

Best 36 collarettes—Jesse Seal, 1st; Bessie Boston Dahlia Farms, 2nd; A. Hodgens, 3rd.

Best basket, singles—Wm. Hill, 1st; Jesse Seal, 2nd.

Best vase, 12 blooms—F. C. Burns, 1st; C. Saalbach, 2nd; H. V. Smith, 3rd.

Best vase, 25 blooms—Star Dahlia Farm, 1st; Richard Lohrmann, 2nd; Bessie Boston Dahlia Farms, 3rd.

Best vase, 50 blooms, one variety—Bessie Boston Dahlia Farms, 1st; Pelicano, Rossi & Co., 2nd; Star Dahlia Farm, 3rd.

Best established three-year old seedling—F. C. Burns, 1st; Star Dahlia Farm, 2nd; Bessie Boston Dahlia Farms, 3rd.

Best 1918 seedling—F. C. Burns, 1st; Star Dahlia Farm, 2nd; J. B. Anderson, 3rd.

Best 1919 seedling—William Hill, 1st; Pelicano, Rossi & Co., 2nd; F. C. Burns, 3rd.

Largest dahlia in the show—Jesse Seal, 1st; Star Dahlia Farm, 2nd; Bessie Boston Dahlia Farms, 3rd.

Most artistic basket of dahlias—William Hill, 1st; Pelicano, Rossi & Co., 2nd; F. C. Burns, 3rd.

Most artistic exhibit—William Hill, 1st; Jesse Seal, 2nd; William Wulff, 3rd.

Best exhibit of private gardeners—F. C. Burns, 1st; Bessie Boston Dahlia Farms, 2nd.

Best exhibit of dahlias, California origin, any type—Richard Lohrmann, 1st; Louis Garabaldi, 2nd; Charles Saalbach, 3rd.

Best California dahlias, never before exhibited—Bessie Boston Dahlia Farms, 1st; A. Hodgens, 2nd; F. C. Burns, 3rd.

Amateur Classes.

Most meritorious exhibit—Alexander Simpson, 1st; H. W. Butler, 2nd.

Best collection, 25 varieties—Alexander Simpson, 1st; James Radford, 2nd; F. A. Volkhardt, 3rd.

Best collection, 15 varieties—H. T. Hennig, 1st; H. W. Butler, 2nd; H. M. Smith, 3rd.

Best collection peony dahlias—Alexander Simpson, 1st; H. T. Hennig, 2nd; H. W. Butler, 3rd.

Best collection cactus dahlias—Alexander Simpson, 1st; James Radford, 2nd; H. W. Butler, 3rd.

Best three hybrid dahlias—H. W. Butler, 1st; Ernest Westelius, 2nd; James Radford, 3rd.

Best collection show dahlias—Alexander Simpson, 1st; James Radford, 2nd; H. M. Smith, 3rd.

Best three hybrid show dahlias—Alexander Simpson, 1st; H. T. Hennig, 2nd.

Best Collection pompons—H. T. Hennig, 1st; Alexander Simpson, 2nd; A. O. Harker, 3rd.

Best collection collarettes—H. W. Butler, 1st; A. F. Shulte, 2nd; C. Golker, 3rd.

Best collection of California dahlias—Alexander Simpson, 1st; G. K. Thompson, 2nd; James Radford, 3rd.

Best vase of single dahlias—H. W. Butler, 1st; O. A. Harker, 2nd; H. M. Smith, 3rd.

Most artistic basket of dahlias originating in California—H. W. Butler, 1st; E. Westelius, 2nd; O. A. Harker, 3rd.

Best 1919 seedling—O. A. Harker, 1st.

Best dahlia in show, any class—H. W. Butler.

Best general display by an amateur—A. T. Shulte.

The Late Boniface Baumann.

Boniface Baumann, well-known grower of Niles Center, Ill., died Friday, September 19, at the age of 76, after an illness of a week. He was a florist at Niles Center for nearly 50 years, and of late was in business with his son, Herbert, which was conducted under the name of B. Baumann & Son, their specialty being carnations. He was highly respected in the community in which he lived, and leaves a wife and seven children: Mrs. Leo Weber, Mike, Matt, Frank, George, Edward, Herbert and Peter Baumann to mourn his loss. Herbert Baumann, who is confined to the St. Mary's hospital in Chicago, where he is receiving treatment for a broken blood vessel, near the heart, was unable to attend the funeral, which was held from the home to St. Peter's Catholic church the following Monday, with interment at St. Peter's cemetery. The funeral was largely attended, and floral offerings from the trade were much in evidence.

FORT WAYNE, IND.—The attractive new store of the Blossom Floral Co., at 110 West Wayne street, had its formal opening September 24, many visitors attending. Roses were given as souvenirs. Richard T. Blossom and Ruth Flick Blossom, the proprietors, announce that they will always have on display the best in flowers for all occasions where flowers are appropriate.

SOUTH BEND, IND.—The South Bend Floral Co. will move about October 1 to more commodious quarters at 122 North Michigan street.

CINCINNATI, O.—Gustav C. Mickley, formerly with the Hill-Heller Floral Co., will enter business for himself October 1 at 108 West Seventh street.

HOUSTON, TEX.—T. A. Pendarvis, of the firm of Boyle & Pendarvis, florists, is also a member of the sales force of the Houston Tire & Vulcanizing Company.

OKMULGEE, OKLA.—The Flower Shop, conducted by George W. Marshall, has been removed to 108 North Grand avenue. The new store is one of the finest equipped in the state.

BALTIMORE, MD.—Miss Lillian Bryant, who recently discontinued business at 1822 North Charles street, has opened the Chateau Flower Shop at North avenue and Charles street.

CINCINNATI, O.—A. J. Smith, a greenhouse proprietor of this city, has complained to the police that he was robbed of $5,000 worth of liquor, September 6, the property being stored in his establishment.

HUMBOLDT, IA.—The Ickes-Braun Mill Co., Chicago, has been given the contract to rebuild and enlarge the present range of the De Meester Floral Co., which when completed will be one of the most up-to-date in this section.

SEATTLE, WASH. — The Hollywood Gardens are now located in their new quarters at the corner of Second avenue and Stewart street. The store, with its new fixtures and up-to-date equipment, presents a fine appearance.

CLEVELAND, O.—The florists' club at its meeting September 8 elected the following officers for the ensuing year: H. P. Merrick, president; Frank Ritzenthaler, vice-president; George Bates, treasurer; James McLaughlin, secretary.

BALTIMORE, MD.—The establishment formerly conducted by Mrs. Kate Patterson at 306 West Saratoga street, has been purchased by J. M. Dassin, of Detroit, Mich., and is now being operated under the name of Quality Flower Shop.

THE AMERICAN FLORIST

ESTABLISHED 1885.

Subscription, United States and Mexico, $1.50 a year; Canada $2.00; Europe and Countries in Postal Union, $2.50.

When sending us change of address always send the old address at the same time.

Advertising rates on application.

From the first issue THE AMERICAN FLORIST has accepted only trade advertisements.

Advertisements must reach us Tuesday (earlier if possible) as we go to press Wednesday.

We do not assume any responsibility for the opinions of our correspondents.

THE AMERICAN FLORIST,
440 S. Dearborn St., CHICAGO

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RETAILERS say cold weather is needed to drive the flower buyers home.

BASKETS and other florists' supplies are said to be on the way from Europe in large quantity.

GREENHOUSE BUILDERS have been very busy all the year and unusual activity continues in this line.

A STATUE of Xochipilli, Aztec god of flowers, has been dug up by an American archeologist in a suburb of Mexico City, formerly the home of the Aztec race.

THERE are 6,300,000 automobiles now registered and the number is increasing at the rate of 100,000 per month, New York first, then Ohio, Illinois and Pennsylvania.

OPPORTUNITY still knocks at the doors of men—one firm of florists in a Chicago suburb made $60,000 the past season on an investment of less than $100,000.

War Takes Walsh Family.

A gardener named Walsh, of New Bedford, Mass., had four sons in the British army, and three daughters, ambulance drivers, also with the British. All joined the forces in Ireland, and all were killed. His wife, the only member of the family left, is in an asylum, through grief.

SPECIAL DELIVERY parcel post packages of cut flowers make much better time than express shipments.

American Dahlia Society.

The American Dahlia Society held an interesting meeting at the Engineering Society building, New York, September 23, at which the outlook for the organization seemed very promising. The following officers were elected: Richard Vincent, Jr., White Marsh, Md., president. Vice-presidents: George L. Stillman, Westerly, R. I., north; George W. Kerr, Philadelphia, Pa., east; James Duthie, Oyster Bay, N. Y., Long Island; W. W. Wilmore, Denver, Colo., central west; Major M. F. Vanderbilt, Pacific Coast; Edward C. Vick, New York, secretary; William G. Rathgeber, New Haven, Conn., treasurer. In conjunction with the American Institute of the City of New York the society staged an excellent show, an account of which will appear in our next week's issue.

Florists' Telegraph Delivery at Buffalo.

The Florists' Telegraph Delivery convention in Buffalo, N. Y., October 15-16, will be the most important meeting of retail florists ever held in this country. The great gain in membership the past year has been phenomenal. Secretary Pochelon states, that with the additions for the year 1919, the association now numbers over 1,000 active members, all co-operating with one another in securing and delivering orders.

Florists who attend this meeting of the brightest lights among the retailers of the country, will receive both inspiration and information that will be greatly to their advantage, not only in better selling of flowers by telegraph, but in all kinds of retail store management. There will be two days of business that has to do entirely with the retail store. All those who have attended F. T. D. conventions, declare they have received by far more pep and enthusiasm for the business at these meetings than at any trade gatherings. Retailers who desire to be up-to-date should, wherever possible, attend this meeting.

Plant Quarantine No. 37.

IMPORT PERMITS AMENDED.

The federal horticultural board, under date of September 15, 1919, has announced that Form 207-3, "Application for special permit to import nursery stock and other plants and seeds," has been issued, which will supersede Form 207-2, copies of which should be destroyed. Attention is called to several changes. Under the captions, "Novelty" and "Necessary Propagating Stock," there has been added Paragraph 4, which reads:

"State proposed method of propagation. (This information is especially needed for plants, the propagation of which is varied or unusual, but the information should be given as to all plants for which special permit is requested.)"

Attention is also invited to the bond, which it is now proposed to use. This bond has been changed from a two-year bond to one to continue from two to five years, depending on the kind and character of the stock, in the amount of $5,000, or in an amount equal to twice the invoice value of the stock if such value be less than $2,500, but in no case less than $100.

Chrysanthemum Society of America.

ANNUAL MEETING AT NEW YORK.

The annual meeting and exhibition of the Chysanthemum Society of America, in conjunction with the American Institute of the City of New York, will be held in the Engineering building, that city, November 5-7, the business meeting of the society being announced for 8 p. m. on the evening of the first day.

In addition to the regular schedule of premiums, special prizes in 14 classes are offered, a list of which may be had upon application to the secretary, Charles W. Johnson, 2242 West 109th street, Morgan Park, Chicago. The prizes include numerous silver cups, gold, silver and bronze medals, and cash, the donors being the Chrysanthemum Society of America, the Lord & Burnham Co., Chicago and New York; the E. G. Hill Co., Richmond, Ind.; Elmer D. Smith & Co., Adrian, Mich.; Chas. H. Totty Co., Madison, N. J.; H. E. Converse, Marion, Mass.; A. N. Pierson, Cromwell, Conn.; Henry A. Dreer, Inc., Philadelphia, Pa.; Stumpp & Walter Co., New York; H. F. Michell Co., Philadelphia, Pa.; Weeber & Don, New York, and the National Association of Gardeners.

EXAMINING COMMITTEES.

President Wm. W. Vert announces the committees to examine new chrysanthemums for the ensuing year as follows:

Boston, Mass.—William Nicholson (chairman), James Wheeler, Alex Montgomery. Ship flowers to chairman, care of W. J. Thurston, manager, Boston Flower Exchange, 1 Winthrop square and Otis street, Boston, Mass.

New York — Eugene Dailledouze (chairman), Wm. H. Duckham, A. Harrington. Ship flowers to New York Cut Flower Co., 55 Twenty-second street, New York, care of chairman.

Philadelphia, Pa.—A. B. Cartledge (chairman), John Westcott, S. S. Pennock. Ship flowers to A. B. Cartledge, 1514 Chestnut street, Philadelphia, Pa.

Cincinnati, O. — R. Witterstaetter (chairman), James Allen, J. C. Murphy. Ship flowers to chairman, Jabez Elliott Flower Market, care of janitor.

Chicago—N. J. Wietor (chairman), E. A. Kanst, Thomas W. Head. Ship flowers to chairman, 162 North Wabash avenue, Chicago.

Shipments should be made to arrive by 2 p. m. on examination days to receive attention from the committee. Must be prepaid to destination and an entry fee of $2.00 should be forwarded to the secretary not later than Tuesday of the week they are to be examined, or it may accompany the blooms.

Seedlings and sports are both eligible to be shown before these committees, provided the raiser has given them two years' trial to determine their true character—not less than six blooms of each variety to be shown. Special attention is called to the rule that sports to receive a certificate must pass at least three of the five committees.

The committees will be in session to examine such exhibits as may be submitted on each Saturday during October and November, the dates of which will be October 4, 11, 18, 25, and November 1, 8, 15, 22, 29.

CHAS. W. JOHNSON, Sec'y.
2242 West 109th Street, Chicago.

Wants, For Sale, Etc.

Small Type, 12 Cents Per Line, Each Insertion. Display, $1.50 Per Single Column Inch, Each Insertion. These prices are net, cash with order. For Plant Advs., See Ready Reference Section.

Where answers are to be mailed from this office enclose 10 cents extra to cover postage, etc.

Situation Wanted.—Competent gardener now open to engagement. First class references. Address
Key 422, care American Florist.

Situation Wanted—By experienced grower of roses, chrysanthemums and pot plants. Single. Address
Key 417, care American Florist.

Help Wanted—Experienced grower of a general line of greenhouse stock. One who can show results and is a good worker. State experience and references in first letter. Write at once to
J. E. Matthewson, Sheboygan, Wis.

For Sale.—A retail establishment of 8,000 feet of glass; with store. Everything in first class condition. Address
Key 405, care American Florist.

For Sale—Two greenhouses, two acres of land with 80 bearing fruit trees and eight-room residence, $6,000; will pay for itself in three years. Retiring. **Wm. Kage, Petoskey, Mich.**

For Sale. In a live town in Illinois, 3700 square feet of glass; seven-room modern house; three large lots. Doing good business; no opposition; everything ready for winter. Reason for selling: old age. Address
Key 420, care American Florist.

Help Wanted

A qualified florist as assistant, experienced in carnation houses and also pot plants. State wages and references in first letter. Address

Key 419, care American Florist.

FOR SALE.

Pecky Cypress, $35.00 per 1000 ft.

1-inch thick, rough, random width and length. Carloads or small quantites. Immediate shipment.

CHICAGO & RIVERDALE LUMBER CO.
Phone Pullman 306. RIVERDALE, CHICAGO

FOR SALE

Bargain, greenhouses for sale at Summit, N. J., 45 minutes by rail from New York City; dwelling house, barn and large potting sheds:

1 house, 26 x 200 ft.
1 house, 20 x 200 ft.
3 houses, 18½ x 125 ft.
2 houses, 20 x 150 ft.
2 houses, 20 x 125 ft.

hot water heat; 8 acres of land around the place; selling price, $16,000; $6,000 cash, balance on easy terms. Apply to

CHARLES H. HAGERT, Dingman's Ferry, Pa.
or **E. L. McKIRGAN, Attorney,**
Littell Building, Summit, N. J.

BOILERS — BOILERS

ALL SIZES.

Selected Boiler Tubes, all sizes, for greenhouse piping and **Retubing Boilers.** Thoroughly cleaned like **New** and trimmed. Complete stock of **New** and **Second Hand** Pipe, Valves, Fittings, etc.

LEVINE & CO.
3738 South Halsted Street, CHICAGO, ILL.
Phone Boulevard 9354.

FOR SALE

Three ranges of glass near Chicago. One planted with carnations and the other two with roses. Each range is separate and located in different localities. Do not answer this if you have not $50,000 for each or can place $20,000 down. These are bargains.
Key 416, care American Florist.

WANTED

A Thoroughly Experienced Storeman

capable of running a first-class establishment. Only a reliable and best character man desired. State age, experience and salary expected.

Key 423, care American Florist

FLORISTS FIXTURES FOR SALE

One ice box 4x6 feet, counter, shelving, wrapping table and partitions in good condition. In storage.

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Telephone Belmont 3345

OFFICIAL S. A. F.

Shipping Labels

Actual size of leaf 2¾x5¼ inches

FOR CUT FLOWERS: in two colors, gummed paper; your card, etc., in black and leaf adopted by the S. A. F. in red. Prices: Per 500, $3.35; per 1000, $5.00. Samples on request. Electro of leaf, postpaid, $2.00. Cash with order.

AMERICAN FLORIST CO.
440 S. Dearborn St., CHICAGO

New Business

There are many new men in the trade and they want to know now where to

LOOK FOR STOCKS

The best way to tell them is by regular advertising in these columns.

The new conditions of business demand special effort on the part of those who have goods to sell.

AMERICAN FLORIST CO.
440 South Dearborn Street
CHICAGO

Send for It Today

Our New Thirty-two Page Illustrated

FALL AND XMAS CATALOGUE

FEATURING

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THE OVE GNATT CO., Inc.

Quality Merchandise. Prompt Service.

No P. & D. Charges.

LA PORTE, INDIANA

SEND THIS COUPON TODAY.

The Ove Gnatt Co., La Porte, Ind.:
Gentlemen: Kindly send me your new Fall and Xmas Catalogue.

Name .....

City .....

State .....

Lancaster County Florists' Association.

At 6 p. m., September 18, Leola, Pa., became the center of attraction for the florists of this vicinity, and they gravitated toward it via trolley and machine, until there were about 20 on hand. The host, W. B. Girvin, and his capable manager, John Shoenberger, piloted the visitors about the place. The first inspection was an immense plat of candytuft, grown for summer cutting. Next came the chrysanthemum houses, planted to pompons and standards, all of them in good shape, excepting one batch of Chadwick, which was badly used up by the "midge." Next were the carnations, of which only three varieties are grown, Supreme, Matchless and Mrs. C. W. Ward. They were uniformly good and producing flowers. One peculiar thing noted, was that a batch of Mrs. Ward, grown inside all summer, was not as good as those brought in from the field. Usually it is the opposite. On the side beds, were freesias and Godfrey lilies. This is the only place in the county where roses are grown as a shipping proposition, and they are well grown, Kaiserin and White Killarney as a summer blooming proposition, Ophelia and Columbia as winter bloomers. The area devoted to roses will be gradually increased, and the writer believes that eventually the place will grow nothing but roses. Mr. Girvin is one of Lancaster's model farmers, and the acreage of crops, tobacco and cereals, runs into three figures. Instead of maintaining a dairy, he feeds his steers each winter and thus gets plenty of good feeding material for his roses. The roses are fat and healthy all winter, and by spring, the steers are a picture for lovers of good stock.

The meeting was called at 7:30 on the porch. After the regular routine of business, the first matter taken up was a proposed trip to the dahlia show at R. Vincent & Son's Co., White Marsh, Md. Those having machines were asked to invite their more less fortunate fellows, all to meet at the chamber of commerce rooms in Lancaster at 7 a. m. sharp, from which point the run will be made, and it was announced on a card being sent out, that there would be no waiting, even for five minutes, for any one not on hand at that time.

Convention matters were discussed, by Harry K. Rohrer, Ira Landis and the writer, every one praising the convention. B. M. Wise, of the Excello Manufacturing Co., Cleveland, O., was the one visitor and he gave a pressing invitation to the members to come to Cleveland next summer, assuring us of good hotels and plenty of diversion along with our business propositions.

Flower show matters were discussed, and it was decided that we would not attempt anything along this line for presidential year, as former experience taught us that it was a bad time for shows.

President Weaver spoke of a trip to Allentown, which he found more of a flower loving city than Lancaster, but most of the flowers were asters. One feature which attracted him was the floral basins erected around each light standard of the city, and planted and taken care of by the park men, and he thought we ought to get busy and try and have this worked out in Lancaster.

Robert Pyle, of West Chester, has invited the club to make one of their fall or winter automobile runs to his place and he would have some of the Chester county men to meet with us and have a regular visitation over the county. This will be taken up at the next meeting of the club, which will be at the chamber of commerce rooms October 16, in the form of a social.

The ladies, finding the porch too cool for them, met indoors and Mrs. A. M. Herr gave an account of the ladies' doings at Detroit and a general social time was enjoyed until the wiseacres on the porch were ready to move, which was done by a motion to adjourn about 9 p. m.

ALBERT M. HERR.

Boston.

FALL WEDDINGS NOW A FACTOR.

Fall weddings are now quite numerous, and the call is heavy for delphiniums and Lilium speciosum for decorative purposes. Lily of the valley is poor in quality and so high in price that most of the stores are substituting swainsona in bridal bouquets. The cut flower demand is good and brisk fall business is anticipated. Yellow and white chrysanthemums are plentiful, and roses are arriving stronger each day and showing better color.

NOTES.

The Boston Rose Conservatories are now cutting roses in several varieties. They have announced that their office now closes at 4 p. m., and 3 o'clock on Saturdays.

Welch Bros. Co. reports business shows much improvement over the corresponding period last year. Their florists' supply department is going strong.

B. A. Snyder & Co. have had a most satisfactory summer season and are now well stocked for the fall business.

The Waban Rose Co. has opened a retail branch in the Shepard-Norwell department store on Tremont street.

Norris Comley, of Bedford, is shipping some good roses to this market.

S. K. G.

BOSTON FLORAL SUPPLY CO.

PRICES WILL NOT BE LOWER.

OFTENTIMES a little serious thought applied to one's business can save you a goodly sum of money. It is known all over the country that prices on everything, including supplies, will not be lower.

Economic conditions show clearly that prices will be higher for at least another year.

Don't you think you should buy now what you need for the coming season?

Not only has it been our aim at all times to sell large quantities of our goods at a small profit, but our prices are based principally on the cost of our raw stock of last year. It has always been our motto to sell our goods in large quantities at small profits.

Furthermore, we bought rather heavily to protect our customers against a rising market. We sincerely hope that you will take advantage of this opportunity to buy now and save yourself many dollars.

CYCAS.

Size	Price	Size	Price
8-12	$3.25	24-28	$ 7.00
12-16	4.00	32-36	9.50
16-20	4.75	36-40	11.50
20-24	5.75	40-44	13.25
		44-48	15.00

We preserve our own Cycas.

CUT FLOWERS.

We are anxious to serve you in every way possible in the shipments of our **Cut Flowers.** Mention the train you desire your goods on and we will make every effort to get it on that train. Telephone or telegraph your orders at our expense.

We Are the Largest Producers of WAX FLOWERS for Florists' Use in the World.

BOXES.

Cut Flowers— Per 100

	Telescope	2-inch Covers
18x 5x3½	$ 3.75	$ 2.75
21x 5x3½	4.50	3.50
24x 5x3½	5.00	4.25
28x 5x3½	6.00	5.00
21x 8x5	6.00	5.00
30x 5x3½	6.75	5.40

Cut Flowers— Per 100

	Telescope	2-inch Covers
24x 8x5	7.00	5.80
28x 8x5	7.75	6.40
30x 8x5	10.00	8.80
36x 8x5	11.75	9.75
30x12x6	12.75	11.00
36x12x6	13.50	11.50
36x14x6	15.00	13.00

Wreath Boxes— Per 100

	Telescope	2-inch Covers
16x16x5	$ 9.50	$ 8.50
16x16x7	11.00	9.25
18x18x6	12.00	9.50
18x18x8	13.50	10.50
20x20x6	14.50	11.50

Wreath Boxes— Per 100

	Telescope	2-inch Covers
20x20x9	15.50	13.00
22x22x6	16.50	13.00
22x22x9	18.00	16.50

Bouquet Boxes

19x9x8	10.50

Printing free on lots of 500 or more. In smaller lots, $1.25 per 100; Gold Ink, $2.50. These Boxes are the result of long experience. Why not take advantage of both quality and price?

PRICES SUBJECT TO CHANGE WITHOUT NOTICE.

BOSTON FLORAL SUPPLY CO., Wholesale Florists, Dealers in Cut Flowers, Evergreens and Florists' Supplies. Mfrs., Importers, Exporters, Preservers of Cycas.

Phones: Main 2574-3525.
Unknown customers kindly send references or cash with order.

15 Otis St., 96 Arch St., BOSTON, MASS.

Mention the American Florist when writing

Pittsburgh.

INDICATIONS POINT TO BIG FALL TRADE.

Following the arrival of cooler weather, business shows daily improvement, with stock plentiful, and the best of it not hard to move at fair prices for the season. The supply of local gladioli and asters, grown by farmers, and sold direct to the retailers, is about done for, which is bringing a return of business to the wholesale houses. American Beauties are not arriving in large numbers, which is good as the demand is none too brisk. Of the roses, Columbia and Premier are the leaders in the selling, and quality is exceptionally fine, comparing favorably with midseason stock. Ophelia, Pink Killarney, Sunburst and Maryland move slowly. There has been a shortage of white roses, and all that are offered bring fancy figures. Carnations are few and far between, and are not much of a factor. The supply of greens is limited.

NOTES.

The Pittsburgh Cut Flower Co. reports the largest supply business in its history. The same report comes from the McCallum Co., both indicating that the retailers throughout the country have made money and are preparing for a big fall season.

The Alpha Floral Co. has stocked up with canaries and gold fish and the big East End store creates a fine impression. Business in general is reported better than last year.

The Liberty Florists have finished remodeling their store, which is now up-to-date in every respect.

E. J. McCallum, of the McCallum Co., and Homer Woods are in New York on business for the firm.

Ed. McGrath, of McGrath & Langhans has returned from a three weeks' trip in the east.

John Harris was confined to his home for several days last week with a severe cold.

M.

St. Louis.

DEMAND SHOWS STRONGER TONE.

Trade in general during the week has shown some improvement with further gains expected as the season advances. Stock of all kinds is in good supply, with a shortening up of asters, gladioli, etc. Roses are arriving in about the usual quantities, but show improvement over the summer cut. Dahlias do not appear as good as last year nor will the supply be as large. Lily of the valley has been enjoying a good call but the out-of-town stock has been of very inferior quality and the retailers have been obliged to discourage its use as much as possible. Greens are in good supply.

NOTES.

Alexander Lurie, for some time manager of the Missouri Botanical Garden, has resigned his position and announced his intention of removing to Cleveland, O., where he has a position awaiting him. Mr. Lurie has made many friends in this city, who will hear of his departure with regret, but wish him full measure of success in his new field.

Sam Roth, formerly with Grimm & Gorley and the Mullanphy Florists, has taken over the flower department in the Famous-Barr Co. store. He is now busy getting the place in shape for the fall opening.

The local florists are organizing a bowling league and expect to have four teams in the field. There are quite a few good bowlers in the local trade.

J. J. W.

Cleveland.

BIG SURPLUS CAUSES PRICE DROP.

Counters in the wholesale houses continue to groan under the weight of surplus stocks of outdoor flowers, principally asters and gladioli, and now dahlias of all colors and varieties have been added to the quantity arrivals. Roses have been quite plentiful and the street merchants have been busy moving the ever-increasing oversupply. Prices have dropped considerably all along the line. Carnations are beginning to arrive in larger quantities, but are cleaning up nicely. They are largely short stemmed but the quality of the flowers is good. Carnation plants have never been as scarce as this year or as high in price. Good lily of the valley and white roses are in limited supply. A few orchids are seen. Larkspurs, lilac, statice, etc., continue to enjoy a good sale. Greens appear to be equal to all requirements.

NOTES.

The sympathy of the trade is extended to Louis November in the death of his mother, which occurred September 15 following a stroke of paralysis, while shopping in the downtown district.

The material for the new houses of the Brookline Floral Co. has arrived and it is expected they will be completed in about three weeks.

Miss Edith Connors, sister of Will Connors, of the Ohio Floral Co., was married September 16 to Francis I. Kelly.

Mark Emsley, of the J. M. Gasser Co., will be on the sick list for several weeks, due to blood pisoning.

J. H. Turnbull is in the market with his famous bronze dahlia. He is also cutting good swainsona.

C. F. B.

Roses in Quantity

Our stock is by far the best suited for the fall shipping trade. Order what you need from us. The cool nights have improved the quality of our stock wonderfully, and you will find that our Roses are unsurpassed for quality in this or any other market.

BUY DIRECT FROM THE GROWER.

We Are Rose Specialists, and Are Cutting from 245,000 Rose Plants.

These are all our own growth, guaranteed fresh cut and packed to arrive in good condition.

PRICE LIST

RUSSELL and COLUMBIA

Long	per 100,	$12.00 to $15.00
Good medium	per 100,	10.00
Medium	per 100,	6.00 to 8.00
Short	per 100,	4.00 to 5.00

ASSORTED ROSES—Our Selection

In lots of 300 or more; all choice, fresh cut stock.

Short lengths	at the rate of $30.00 per 1000
Medium lengths	at the rate of 50.00 per 1000

When ordering, please state grade wanted.

OPHELIA, HOOSIER BEAUTY, WHITE KILLARNEY

Extra long, $8.00 per 100; Medium, $6.00 per 100; Short, $4.00 per 100.

CARNATIONS.....$2.00 to $4.00 per 100

Gladioli and **Asters** at market prices
New Fancy Ferns.....per 1000, $2.00

Adiantum.....per 100, $1.00
Galax, bronze.....per 1000, 2.00

Asp. Sprays.....per 100, $2.50 to $3.00
Sprengeri.....per 100, 2.00 to 3.00

All seasonable flowers not grown by us will be procured for our customers. A trial order solicited.

In buying direct from the grower you are assured of fresh stock at all times and the most even run of quality possible.

NOTICE—We close at 5 o'clock week days and all day Sunday. Week Days 8 A. M. until 5 P. M.

BASSETT & WASHBURN

LONG DISTANCE PHONE:
CENTRAL 1457

OFFICE AND STORE
178 N. Wabash Ave., CHICAGO, ILL.

Greenhouses: Hinsdale, Ill., and Greggs Station, Ill.

Chicago.

STOCK IS NOT SO PLENTIFUL.

Stock is not so plentiful as it was last week, but at that there is enough to go around at somewhat higher prices. Roses are seen in quantity at all the stores, but are moving better, and prices have had a tendency to advance the last few days. American Beauty roses continue to hold their own, and there is always a good call for Mrs. Chas. Russell, Columbia and Premier. Milady, Ophelia, My Maryland, Champ Weiland, Sunburst, Mrs. Aaron Ward, Killarney Brilliant, Killarney, Double White Killarney and White Killarney are to be had in large quantities, and there is a fair supply of Cecile Brunner available. Carnations are in good demand at prices ranging from $2 to $4 per 100 and clean up favorably everyday. Gladioli are still quite a factor in the market, but the receipts are gradually dwindling so that there are no great surpluses seen at the stores. There has been a heavy call for Mrs. Francis King the past few days, which caused a scarcity in this variety at times. Asters were in short supply the early part of the week, due probably to the fact that the growers could not cut, owing to the heavy rains. Fancy asters are scarce and bring high prices, but there appears to be large quantities of inferior ones on hand. Lily of the valley is selling at $12 and $15 per 100, and cattleyas at $15 to $18 per dozen. Smith's Advance and Golden Glow chrysanthemums are to be had, and the first white pompons made their appearance this week. Some chrysanthemums from California were received by one of the wholesale houses this week. Dahlias, daisies, snapdragons, calendulas and lilies are included in the offerings, together with strawflowers, statice, gypsophila and other miscellaneous indoor and outdoor flowers not already mentioned. Several store openings and weddings called for a good supply of stock the past week, and the number of funerals seems to be increasing. The health department's weekly report indicates an increase in influenza, which caused thousands of deaths

Your
FOUNDED BY FLINT KENNICOTT 1st
Protection

A SYMBOL that represents a "CLEAN CUT" POLICY of wholesale merchandising in Cut Flowers with the Retail Florist and the COMMERCIAL GROWER.

With the Retailer—
It's Best to BUY HERE.
With the Grower—
It's Safest to Consign Here.

KENNICOTT BROS. CO.
Chicago's Exclusive Commission House

Mention the American Florist when writing

A. T. PYFER & CO.

WHOLESALE FLORISTS

164 North Wabash Avenue, CHICAGO

Mention the American Florist when writing

Fine Supply of Roses

Order what you need from us

RUSSELL
$5.00 to $15.00 per 100.

COLUMBIA
$6.00 to $15.00 per 100.

Killarney, White Killarney, Killarney Brilliant, Milady, My Maryland, Ophelia, Sunburst and Champ Weiland. $3 00 to $8.00 per 100. Our Selection, $4.00 per 100

Carnations, $2.00 to $4.00 per 100.

Complete Line of GREENS at Market Prices.

PETER REINBERG

Wholesale Florist

30 East Randolph St., LONG DISTANCE PHONES CENTRAL 601 and 2846 **CHICAGO**

A. L. VAUGHAN & Co.

NOT INC.

PHONES:
CENTRAL 2571 - AUTOMATIC 48-734 - CENTRAL 2572
161 North Wabash Ave. Chicago

IN QUANTITY

Roses - Asters - Gladioli

CARNATIONS

Complete Line of Other Seasonable Stock

We always have what you want; so place your regular orders with us.

We also have a Complete Line of Greens

The highest quality stock it is possible to produce is always obtainable here. Everything in Cut Flower and Greens at the right prices.

JOSEPH FOERSTER CO.

WHOLESALE FLORISTS

160 N. Wabash Avenue, CHICAGO, ILL.

Mention the American Florist when writing

WIETOR BROS.

WHOLESALE FLORISTS

30 East Randolph St., L. D. Phone Randolph 2081 **CHICAGO**

Mention the American Florist when writing

throughout this country and Europe last year. Five deaths and 58 cases, compared with seven cases and no deaths for a corresponding period last year, is the official tabulation. While the influenza was a life-saver for the florists last fall and winter, everyone in the trade sincerely hopes that the death list will be small, if the epidemic really becomes serious, which leading physicians warn against.

NOTES.

Allie Zech, president of the Florists' Club, has been appointed chairman of the committee to solicit funds from the trade for the home service campaign of the Salvation Army. Some of the former workers for the Liberty Bond, Victory Loan and War Fund drives are unable to serve this time and are returning their kits, which means that new ones will be asked to volunteer to take their places and report to him. Those in the trade who wish to contribute to this worthy cause should mail or send their remittance to their wholesaler or direct to Mr. Zech, 30 East Randolph street, as the florists are expected to realize their quota and make the same brilliant showing as in the past. The Salvation Army followed the boys to the front line trenches all during the terrific struggle overseas and everyone now has a chance to show their appreciation for the splendid services they gladly rendered during the hour of need. Any soldier will tell you what they did and everyone will do well to think twice before refusing or overlooking their request for help. Make your contribution today.

Sam Seligman is calling on the trade here this week. He has tendered his resignation to Schloss Bros., New York, to go into business for himself under the name of Sam Seligman Co., with headquarters in the same city at 299 Broadway, suite 1024. He is well and favorably known to the trade almost everywhere and has the best wishes of his many friends for a great success in his new venture. Mrs. Seligman is here with him.

Allan Gerling, of the Bassett & Washburn store force, and Miss Theresa Korupp, were married, Wednesday, September 24, at 4 p. m. The happy young couple have the best wishes of all their friends for a safe and pleasant voyage down the turbulent seas of matrimony.

Herbert Stone has resigned his position with A. Lange to manage the retail florist store of the Everette R. Peacock Co., 4013 Milwaukee avenue.

Notice has been issued for a meeting of the creditors of Ernest Rober, to be held at the Hotel Sherman, Friday, October 10, at 2 p. m.

The Florists' Club will meet at the Randolph hotel, Thursday evening, October 9, at 8 p. m.

CUT TUBEROSES

FOR IMMEDIATE SHIPMENT

Write, wire or phone.

IMPERIAL GARDENS, Sugar Land, Texas

BASKETS

Write for Catalog Now

RAEDLEIN BASKET CO.

713 Milwaukee Ave. CHICAGO, ILL.

REFRIGERATORS

COMPLETE FIXTURES

CENTRAL REFRIGERATOR & EQUIPMENT CO.

Estimates submitted.

155 No. Clark St., CHICAGO

We are the largest shippers of flowers in the Great Central Market, and our facilities are particularly well adapted to the handling of shipping orders.

FLOWERS

Good Flowers—"Flowers of Superior Quality," particularly Roses of the leading varieties, American Beauties, Russells, Columbia and Premier continue in good supply with us, as are also Milady, Ophelia, Brilliants and other Roses.

Our Carnations are coming in with longer stems and nice clean flowers in increasing quantities daily.

Include your requirements for Decorative Greens with your orders as our stock is of the highest quality and adequate to meet all demands.

Price List Sent on Request.

"The Nation's Most Expressive Flowers"

POEHLMANN BROTHERS COMPANY

66-74 East Randolph Street,
Chicago, U. S. A.

The Largest Growers of Flowers in the World.

The Chicago Flower Growers Association

WHOLESALE GROWERS of CUT FLOWERS and PLANTS

182 North Wabash Avenue L. D. Phone, Randolph 631 CHICAGO

Chicago's Leading Wholesale House Offers the Best Stock Obtainable. Place Your Orders Here.

Fancy Gladioli

Francis King, America, Halley, Augusta

$4.00 per 100; $35.00 per 1000.

CATTLEYAS
$15.00 to $18.00 per dozen.

CARNATION
$2.00 to $4.00 per 100.

CHOICE ROSES

	Per 100			Per 100	
Rose Premier	$4.00 to	$20.00	Killarney Brilliant	$3.00 to	$8.00
Russell	4.00 to	25.00	White Killarney	4.00 to	10.00
Columbia	4.00 to	18.00	Maryland	4.00 to	8.00
Milady	4.00 to	15.00	Sunburst	4.00 to	12.00
Ophelia	3.00 to	10.00	Ward	3.00 to	8.00

EXTRA SPECIAL ROSES BILLED ACCORDINGLY. ALL GREENS AT MARKET PRICES.

YOU CAN ALWAYS RELY UPON US FOR YOUR SUPPLY OF

CUT FLOWERS

ZECH & MANN

Remember when ordering that our line is so complete that it includes every item offered in the Great Chicago Market.

30 E. Randolph St.

CHICAGO

Long Distance Phones { Central 3283 Central 3284

Our Offerings Include:

ROSES.

COLUMBIA

RUSSELL

White Killarney

Pink Killarney

Milady Sunburst

Killarney Brilliant

Ward Ophelia

MINIATURE ROSES

Cecile Brunner

CARNATIONS

MISCELLANEOUS

ASTERS

Valley Cattleyas

GLADIOLI

CHRYSANTHEMUMS

GOLDEN GLOW

GREENS.

Plumosus Sprengeri

Galax, bronze. Galax, green

Ferns

Adiantum Smilax

Oscar J. Friedman, 520 South Michigan avenue, has sold his business to T. C. Fogarty & Co., who assume all liabilities and have purchased all the assets but the book accounts, which Mr. Friedman retains, assuming all obligations up to September 15. He also retains a minority stock in the new corporation, which will keep the name of Friedman for the period of one year. The deal includes the store known as the Ohio Floral Co., located at 509 South Wabash avenue. Mr. Friedman has been located on Michigan avenue since 1893, when he left the employ of Gallagher & Co., and is well and favorably known to the trade, which will no doubt be surprised by his action. Mr. Fogarty is also well known to the trade, having acted as buyer for Friedman for many years, during which time he made a large circle of friends, especially in the wholesale market, who wish him every success, for he has worked hard and been right with everyone he ever had any dealings with. Mr. Friedman will devote his entire time and attention to the furtherance of industrial underwritings. He closed three big deals the past month, one of which was that of Oscar Mayer & Brother, packers, for $1,200,000. Miss Casaretto will remain in the employ of Mr. Friedman. The first big order that Mr. Fogarty received since the store changed hands, was the Landis wedding, one of the largest this season. Mr. Friedman's friends in the trade regret to hear of his action, but all join in wishing him success in his new vocation.

Alfred A. Johnson, of the George Wienhoeber force, and Miss Louise Shrane, were married at the home of J. W. Stephenson, 2115 Harrison street, on the evening of September 17, Reverend Victor W. Thrall, pastor of the Covenant M. E. church, officiating. Just as the minister was ready to perform the ceremony, the fire department arrived on the scene. After finding out that there was no fire, the fireman retired to the room where the wedding cake was being cut, then the ceremony continued. Mr. Johnson is inclined to believe that the force at the store was responsible for all the excitement. George Wienhoeber and his assistants only smiled when accused of being the guilty ones.

Peter Baumann, formerly manager at Peter Reinberg's downtown store, has resigned his position to join the staff at the Chicago Flower Grower's Association store, entering upon his duties this week. He has a large circle of friends in the trade who wish him every success in his new position.

Eddie O'Neill, formerly with the Park Flower Shop, Cleveland, O., is visiting friends here this week, as is Lawrence Mathes, formerly with the J. M. Gasser Co., of the same city. Both have resigned their positions and are open for new ones.

T. E. Waters, manager of Poehlmann Bros. Co's. supply department, and J. C. Nielsen, one of his traveling men, returned this week from a business trip to Minneapolis, Minn. They journeyed home in Mr. Nielson's Dodge, making the trip in fast time.

Herbert Hansen has succeeded Peter Baumann as manager of Peter Reinberg's city salesrooms, having been promoted to that position this week. He will prove equal to the occasion, and his many friends congratulate him upon his success.

John Poehlmann is again attending to his duties at Poehlmann Bros. Co's. store after enjoying a well earned vacation fishing at Three Lakes, Wis. He caught the largest pike there this season, and brought it home to have it mounted.

Ronsley's store at 17 East Jackson boulevard is very inviting with its new coat of paint. A new balcony gives him about 50 per cent more room, which is quite an item when the high cost of loop rent is considered.

The Baumann family, of Niles Center, have the sympathy of the trade in the loss of a loving husband and father, whose death occurred last week, an account of which appears in our obituary column this issue.

At A. L. Vaughan & Co's. store the receipts of carnations are gradually increasing, but are cleaning up nicely right along, owing to their high quality. Asters and gladioli are still seen in quantity here.

Wietor Bros. report a heavy call for carnations at the store, which are selling surprisingly well, owing to their fine quality, notwithstanding the large quantity of other stock offered.

Mrs. Baumgarten, of the Baumgarten Floral Co., Milwaukee, Wis., passed through here this week, on a four weeks' visit in the east.

The Chicago Flower Growers' Association reports a strong demand for orchids this week, with choice cattleyas bringing as high as $18 per dozen.

Peter Reinberg booked orders for 39,000 field-grown carnation plants last week, which established a new record at this house.

Allan Humason, one of the promising young men in the trade, will join the ranks of the benedicts in the near future.

Visitors: Saul M. Rosenfeld, representing Wertheimer Bros., New York; W. A. Kennedy, of the C. C. Pollworth Co., Milwaukee, Wis.; W. J. Baker, Fort Worth, Tex.; N. A. Hansen, Niles, Mich.

Chicago Bowling.

The Florists opened the season in Kaad's league, September 17, winning one of the three games played. The scores are as follows:

Players	1st Game	2d Game	3d Game
Lorman	151	178	146
Zech	157	167	203
Huebner	148	160	145
Price	203	210	158
Olsem	155	211	152
Totals	814	926	804

HAVE YOUR CUSTOMERS

Say it With Budlong's Flowers

The Kind that are bound to give satisfaction.

A WORD TO THE WISE—Try Our Stock and Satisfy Yourself on This Score.

We Have as Fine a Lot of Roses of Every Variety

as is coming to this market. We carry a **Complete Line of Roses**. We are exceptionally strong on **Double White Killarney**, the only White Killarney that stays "white" during the hot months. **Once used, you will want no other.**

Gladioli **of Quality Stock,** all colors, at reasonable prices.

Asters Heavy supply of **White, Pink, Purple** and **Lavender** of the **large, showy kind** also plenty of the commoner sorts.

Choice Stock of Daisies, Calendulas, Candytuft, Feverfew, Snapdragons, Cornflowers, Chrysanthemums, Carnations, Gypsophila and all other Seasonable Stock.

HARRISII LILIES are scarce but we can supply RUBRUM and ALBUM.

DON'T FORGET US ON GREENS, AS WE HAVE

ASPARAGUS, SPRENGERI, FERNS, ADIANTUM, GALAX.

If you want good stock and good treatment, buy of Chicago's most up-to-date and best-located Wholesale Cut Flower House.

J. A. Budlong Co.

Quality Speaks Louder Than Prices.

Wholesale Cut Flowers and Greens

184-186 North Wabash Ave., Corner Lake St., CHICAGO

Roses, Valley and Carnations Our Specialty

Prices As Low As Others.

SHIPPING ORDERS GIVEN CAREFUL ATTENTION.

WE ARE CLOSED ALL DAY SUNDAY.

We are in daily touch with market conditions, and when a decline takes place you can reply upon orders sent us receiving such benefits.

San Francisco.

DEMAND LIGHTER AFTER FESTIVE WEEK.

Business, the past week, was not as good as the preceding one. This was to be expected, however, now that the fleet festivities have abated somewhat. Nevertheless, there was enough demand to keep the stores fairly busy. Funeral work was good, and helped to use a large quantity of flowers that otherwise would have had difficulty in finding a market. The shipping trade is improving rapidly, and is helping to keep the chrysanthemum market in a firm condition. Chrysolora and Crocus are still the leading yellow varieties, with Crystal Gem the best white offered. All are good shippers, and large quantities are moving to distant points every day. There are only a few good pinks coming in. Pompons, in nearly all colors, are to be seen everywhere. These are being largely used in decorative work and for out-of-town shipments. There is little change in the rose situation. Columbia is quite prominent, and is being largely called for. The supply of Russell has not increased to any noticeable extent and prices are firm for good stock. There is an ample supply of all the other varieties, with the exception of Cecile Brunner. Irish Elegance is in fairly good supply and is a good seller. The one surprise of the week is the supply of violets. Owing to favorable weather conditions, they are beginning to arrive freely, and are meeting with a ready sale. The Princess of Wales is the only sort being offered as yet, it being too early for Giant. This latter variety is a wonderful keeping flower, and is the only kind used by the shippers. Carnations have stiffened in price considerably, and are bringing 75 cents a bunch or $3.00 per 100. There is quite a shortage of good stock, and more could be used if available. Lilium rubrum can be had in limited quantities. It is much in demand for funeral and decorative work, and owing to the short supply, is bringing high figures. The aster situation shows no improvement over last week. The supply is far too great for this market to absorb, and only extremely low prices are being paid the growers. There is also an oversupply of dahlias, and it is only the finest stock that commands anything like remunerative prices. Gladioli are nearing the end of their season after a wonderfully successful one. Some excellent stock is coming in, but not in sufficient quantity to go around. Water lilies keep arriving with the supply about equal to the demand. There is an ample supply of zinnias. The quality is not as good as in former seasons. Interest in this flower seems to have fallen away during the past few years. At one time, it was a quite prominent fall flower. Calendulas are plentiful and cheap. There is no lily of the valley in the market, and very few gardenias. The orchid family is represented by a few cattleyas now and then. Tritomas are to be had in large quantities, and seem to meet with popular approval. The supply of ferns and asparagus just keep up with the demand. Pot grown celosias are in great favor, and some fine specimens are to be seen in the various stores. Cyclamens are coming in slowly and sell very well. As a variety, some of the stores are showing some extra good gloxinias, which add greatly to their window displays.

NOTES.

Kenneth S. Murray, of Redwood City, is starting to cut from his new crop of roses. He is a great admirer of Columbia, and is growing it largely this season. He still grows quite a few Killarneys, which he finds indispensable for his retail trade. He has several houses planted to colored freesias, which is probably the largest stock of any grower in this vicinity. He also grows several houses of carnations, principally Enchantress, which variety does extremely well with him.

Percy Ellings, superintendent of the Lynch Nursery Company, of Menlo Park, is in town on a business trip. He says that his firm's chrysanthemum crop is coming along in good shape, and heavy shipments of the early sorts are now being made to the north. They are cutting a fine lot of Mrs. O. H. Kahn, which is one of the most popular bronze varieties among the retailers. They have a large acreage of Louise

ERNE & COMPANY
—WHOLESALE FLORISTS—
30 E. Randolph Street, L. D. Phone, Randolph 6578. CHICAGO, ILL.
Mention the American Florist when writing

E. F. Winterson Co.
166 North Wabash Avenue, L. D. Phone Central 6004. CHICAGO
We offer the best Gladiolus on the Chicago market in quantity; also Asters, Roses, Carnations, Adiantum, Fancy Ferns and Smilax by the case. Our supply department is complete. Ribbons, Chiffons, Boxes and Wire Work are our main items. Try us.

Pockett and white and yellow William Turner also.

Manager Thomas Holmes, of C. C. Morse & Co.'s Market street store, has been showing some grand looking dahlias at their store this season. He has been the recipient of many congratulations over the splendid collection exhibited by his company at the dahlia show. He says that owing to the unprecedented demand, roses and fruit trees will be much higher this year than formerly. Counter trade is keeping up steadily at this store.

The E. W. McLellan Company, at Burlingame, has decided to enter the business of growing vegetables under glass, as well as flowers. They are planting tomatoes and cucumbers. They have already marketed a paying crop. This range is now producing heavily of all the standard varieties. They are greatly pleased with Rose Columbia, which on account of its pleasing color, is in great demand in this city.

Edward Schwerin has a large stock of decorative plants at his greenhouses for the coming season. Several houses are devoted to cyclamens, most of which are fine plants in nine-inch pots. Primula obconica is also largely grown here. There are sixteen houses of Adiantum Abrahamii, nearly all of which are in 10-inch pots. This is used for cutting. There is a fine lot of cinerarias coming in for the holidays.

Henry Maier, manager of the Hillsborough Nurseries, says that he has many landscape projects to start when the planting season opens up. He reports the inqury for all shrubs and plants to be far ahead of former years. He seems to think it is not going to be a question of price this coming season. The chief difficulty will be in getting stock. His greenhouses are all in the best possible shape for fall trade.

Domoto Bros. are sending in a large cut of roses from their greenhouses across the bay. They are cutting high grade Columbia, which is meeting with ready sale. The shipping trade is opening up quite early with them this season, and already a large amount is going forward to distant points. Their stock of Christmas plants, particularly poinsettias, are looking well, as are the begonias and other flowering sorts.

Frank R. Mills, of Palo Alto, is shipping a fine grade of carnations from out-of-doors at the present time. His soil and location are peculiarly adapted to the growing of this flower and he usually has a heavy crop marketed before the frosts set in. He will have a nice cut of orchids next month. His plant houses are looking well, and are filled with Christmas stock for his retail trade.

G. Rossi & Co. have their large range at Colma filled with a large stock of ferns and foliage plants. They produce aspidistras and Bostons on a large scale at this establishment. They also grow cyclamens extensively. Quite a lot of bulbous stock will also be planted this season, nearly all of which will be used in their shipping trade. They also carry a fine stock of bay trees and boxwood.

Joseph Logarmarsino, the prominent violet grower, is already sending in a large cut every day. He ships most of his stock to eastern and western points, and already reports many inquiries as to what stock he will have available for shipping this coming season. The Grant is his principal shipping variety. He has over six acres of this violet alone.

Podesta & Baldocchi are showing some splendid yellow chrysanthemums at their store on Grant avenue this week. They have been busy on decorations during the week, and used large quantities of Chrysolora and Crocus. They have a large and varied assortment of decorative plants on show, which adds greatly to the beauty of their store.

B. M. Joseph, on Grant avenue, does a large steamer trade, and says business in this line has been particularly good of late, owing to heavy travel to the Orient. His arrangements of baskets of fruit and flowers are novel, and at the same time, very attractive. Only the highest grade of stock is handled at this up-to-the-minute store.

Hayashi Bros.' stock of cyclamens are coming alone in fine shape for the holidays. They have many houses of stock in 9-inch pans, which will, no doubt, be excellent specimens later on. This firm has for years been specialists in this pot plant, and have been very successful in growing this holiday favorite.

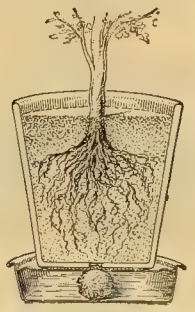
At the E. Seveau store, on Fillmore street, we found all hands busy. They are handling a splendid lot of chrysanthemums, which they say have sold well during the week. They are also receiving a large cut of good gladioli stock and many seasonable flowers from Mr. Seveau's country home at Redwood City.

Julius Eppstein's store in the St. Francis hotel was very busy all week with decorations. Large quantities of gladioli and yellow chrysanthemums were used. He says the prospects for a fine fall business were never better, and is hoping that the supply of orchids will increase soon.

The Charles C. Navlet Company is showing a fine lot of pot grown specimens of bougainvilleas this week at their Market street store. Manager Picetti says trade is keeping up nicely with them, and prospects are excellent for a busy plant trade this coming season.

Andrew McDonald, who for a number of years has been in charge of the greenhouses of the MacRorie-McLaren Co., is now head gardener at Cypress Lawn cemetery. Andrew is one of our best plant growers, and he has our best wishes in his new position.

Sell More Potted Plants



You can easily double your plant trade by showing your customers how easy it is to grow potted plants with a

Little Wonder Plant Irrigator

They keep your plants watered just right. Wholesale price, $20.00 per 100.

If your supply house does not carry them send us their name with your order.

Sample by mail, 35c

The Wonder Plant Irrigator Co.
2544 N. Clark St., CHICAGO

Luther Burbank will be one of the principal speakers on the opening day of the land show, which will be held in this city during the first week of October. He will also be a large exhibitor of his new and standard fruits and flowers.

The MacRorie-McLaren Co. has just completed a large piece of landscape on Hyde street hill. Great quantities of foliage and ornamental plants were used in the work. It reflects credit on Donald McLaren, its designer

E. Schwerin, of Mayfield, who is probably our largest grower of bulbous stock, is planting his houses for next season's trade. He grows large quantities outdoors also, and disposes of his entire cut in this market.

J. A. Axell says the violet season will open in a few weeks, when he will begin shipping to eastern points in large quantities. He is already making large shipments of asparagus and chrysanthemums to the east.

P. Vincent Matraia and wife have returned from an enjoyable trip to the north. While in Sacramento, they were extensively entertained by M. H. Ebel, the prominent retailer on Seventh street.

F. C. Jaeger & Son have been busy all week on decorative work. This firm specializes on pot plants to a great extent, and a large stock of the best commercial varieties is always carried.

Miss A. Tonini, the popular bookkeeper of the Bay Counties Seed Company, has resigned her position to enter college, where she will study dentistry.

JAMES T. LYNCH.

John Kruchten Co.

30 East Randolph Street, WHOLESALE FLORISTS L. D. Phone Central 8016-8017. CHICAGO, ILL.

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E. C. AMLING CO.

The Largest, Best Equipped, Most Centrally Located

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CUT FLOWER HOUSE

IN CHICAGO

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CENTRAL 1977 and 1978

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Mention the American Florist when writing

George Reinberg

WHOLESALE FLORIST

Extra fancy Ophelia, Sunburst, Columbia, Russell, Milady, White Killarney and Killarney Brilliant Roses. All orders given prompt attention. Try us.

162 N. Wabash Av., CHICAGO

1920 Catalogue

48 Pages for Florists

Sent free on request.

THE JOHN HENRY CO.

LANSING, MICH.

Mention the American Florist when writing

Wire Hanging Baskets

Price List, 1919. Plain Wire Hanging Baskets.

10-inch	$1.75	14-inch	$3.00
12-inch	2.25	16-inch	4.50

SHEET MOSS in bags, per bag, $2.00

Our Sheet Moss is the best value for the money in the market.

Michigan Cut Flower Exchange, 264-266 Randolph St., DETROIT, MICH.

Mention the American Florist when writing

Wholesale Flower Markets

Chicago.

CURRENT PRICE LIST.

	Dozen
Roses, Beauty	$ 1.50@$ 6.00
" Mrs. Chas. Russell	5.00@ 20.00
" Columbia	5.00@ 15.00
" Premier	6.00@ 20.00
" Hoosier Beauty	4.00@ 15.00
" Killarney Brilliant	3.00@ 10.00
" Killarney	3.00@ 10.00
" White Killarney	3.00@ 10.00
" Richmond	3.00@ 10.00
" Prince de Bulgarie	3.00@ 10.00
" My Maryland	3.00@ 10.00
" Mrs. Geo. Shawyer	3.00@ 10.00
" Milady	3.00@ 10.00
" Sunburst	3.00@ 10.00
" Mrs. Aaron Ward	3.00@ 10.00
" Hadley	3.00@ 10.00
" Ophelia	3.00@ 10.00
" Double W. Killarney	3.00@ 10.00
" Mrs. Moorfield Storey	3.00@ 10.00
" Champ Weiland	3.00@ 10.00
" Stanley	3.00@ 10.00
" Francis Scott Key	3.00@ 10.00
" Bayard Thayer	3.00@ 10.00
" Cecile Brunner	3.00
" George Elgar	3.00
" Baby Doll	3.00
" Nesbit	3.00
" Our selection	4.00
Carnations	3.00@ 4.00
Cattleyas, per doz.	12.00
Daisies	1.50@ 2.00
Gladioli	4.00@ 6.00
Valley	12.00@ 15.00
Calendulas	2.00@ 4.00
Chrysanthemums, per doz.	2.00@ 4.00
Callas	15.00
New Ferns, per 1,000	3.00
Galax, per 1,000	1.50@ 2.00
Leucothoe	1.00@ 1.25
Mexican Ivy, per 1,000	5.00@ 6.00
Plumosous Strings, each	.60@ .75
Smilax, per doz.	2.50@ 3.00
Sprengeri, Plumosus Sprays	3.00
Boxwood, 35c per lb., per case	9.00

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WHOLESALE FLORISTS

30 E. Randolph St., CHICAGO

Telephone Central 3284

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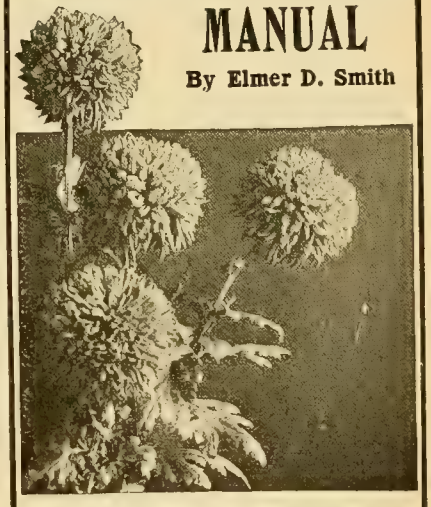
THE CHRYSANTHEMUM MANUAL

By Elmer D. Smith



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Price 60 Cents. Cash with Order.

American Florist Co.

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Percy Jones

INC.

Wholesale Florists

30 E. Randolph St., CHICAGO ILL.

Mention the American Florist when writing

The Dahlia Season Is Here

The flowers will be at their best during the next four weeks. We do not recommend the handling of Dahlias until all conditions are right. Now is the time.

OUR BIG AIM IS "BETTER DAHLIAS" EACH SEASON

We aim to handle only the **best varieties** that have all the **qualifications** as a **Cut Flower**. We specialize in **Novelties.** Many of the varieties that we handle are not offered elsewhere in quantity.

Start to handle them today. Let us send you a shipment, and you will order them again.

THE LEO NIESSEN CO., 1201 Race St., Philadelphia, Pa.

Philadelphia.

COOL WEATHER SHORTENS SUPPLY.

There has been a falling off in the supply the past week, due to the cool nights; the thermometer in low places was down to 48°, and in carnation houses registered 42°. This greatly shortened the rose crop, and as the asters and gladioli are distinctly on the wane, there was little, if any, surplus. The weather has been very favorable for dahlias, which are now to be had in quantity in all the standard varieties. Some of the specials are as fine as many of the chrysanthemums; in fact, much larger and with as long stems as Golden Glow and Smith's Advance, the only varieties now on the market. Anything select in roses is in demand at good prices. Three-fourths of the shipments are short grades that can only be used in funeral or small basket work. This is the usual condition for the season, as growers are not cutting any more wood than they can help. Very good American Beauties are offered which bring top prices for the season. There is an increase in carnations, some fair flowers, but stems short. Cattleyas have been very scarce; nothing is offered at less than $1, and for anything choice, $1.50. A dozen together is a large quantity.

OPTIMISM.

There is a strong feeling of optimism among all the trade of the city. The growers of foliage and flowering plants, all feel there will not be stock enough of the staples to go around, as advance orders are larger than ever before. The quality of the various stocks was never better. Ferns, in all sizes, are exceptionally fine. They have never been in better demand or held at higher prices. Dracænas, crotons and pandanus are superb. Cyclamens are rounding up each week, showing a great advance. Specialists of this plant all point with pride to advanced tables of this stock as being the best they have ever had. Peppers, begonias and poinsettias are other staples that are looking very promising. The retailers are well satisfied with the outlook. The early fall weddings have commenced, and quite a number of these important social events are booked for the first two weeks in October. Then will follow the debutante teas, which promise, this season, to be greater in number than ever before.

NOTES.

At the special meeting to consider the advantage of a "Say It with Flowers" week celebration in early October, all seemed unanimously in favor, but were at variance as to ways and means of carrying it out. The several opinions expressed will be gone over by the committee appointed, and a workable plan presented to the club at its meeting, October 7.

The decorated float of the H. F. Michell Co., in the industrial parade, was one of Philip Frued's masterpieces. The four beautiful farmerettes, each

Push Dahlias Now

The best commercial varieties. Direct from grower to you.
A trial order solicited.

PHILADELPHIA CUT FLOWER COMPANY
Wholesale Florists
1517 SANSOM ST., George Aengle Proprietor, PHILADELPHIA, PA.

EDWARD REID

Roses, Asters, Gladioli. All Seasonable Flowers.
This is the exclusive shop, only one block from Express Depots.
1619-1621 Ranstead Street, PHILADELPHIA, PA.

Wholesale Flower Markets

BUFFALO, Sept. 24. Per 100

Roses, Beauty, Special	30.00@	40.00
" Fancy	20.00@	25.00
" Extra	15.00@	20.00
" 1st	8.00@	10.00
" Killarney	3.00@	5.00
" My Maryland	3.00@	8.00
" Sunburst	3.00@	8.00
" Ward	3.00@	4.00
" Columbia	6.00@	15.00
" Ophelia	3.00@	10.00
" Russell	6.00@	10.00
" Shawyer	3.00@	10.00
" Bon Silene	2.00@	3.00
Cattleyas	85.00@	100.00
Sweet Peas	.50@	1.00
Asparagus Sprengeri	.35@	.50
Ferns	per 1.000	2.50
Calendulas	2.00@	3.00
Smilax		25.00
Gladioli	2.00@	4.00
Asters	1.00@	3.00
Japan Lilies	8.00@	10.00
Auratum Lily		15.00

BOSTON, Sept. 24. Per 100

Roses, Beauty	12.00@	25.00
" Killarney Queen	2.00@	6.00
" White & Pink Killarney	2.00@	6.00
" Double White Killarney	6.00@	12.00
" Killarney Brilliant	2.00@	8.00
" Hadley	6.00@	12.00
" Mock	2.00@	4.00
" Mrs. Chas. Russell	6.00@	12.00
" Taft	2.00@	8.00
" Milady	2.00@	8.00
" Ward and Hillingdon	2.00@	8.00
" My Maryland	2.00@	8.00
Carnations	12.00@	15.00
Easter Lilies	10.00@	20.00
Valley	6.00@	10.00
Gladioli	4.00@	8.00

CINCINNATI, Sept. 24. Per 100

Roses, Killarney	4.00@	12.00
" Mrs. Chas. Russell	6.00@	18.00
" Ophelia	4.00@	10.00
" Richmond	4.00@	10.00
" Sunburst	4.00@	10.00
" Shawyer	4.00@	10.00
" Columbia	6.00@	18.00
Lilium Giganteum	12.50@	15.00
Cattleyas	1.00@	3.00
Carnations	4.00@	12.00
Callas	10.00@	12.00
Calendulas	1.50@	3.00
Easter Lilies	12.50@	15.00
Snapdragons	6.00@	10.00
Gladioli	3.00@	5.00
Asters	2.00@	4.00

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Price List On Cut Flowers

H. G. BERNING
1402-4 Pine St., St. Louis, Mo.

BERGER BROS.

Roses, High Grade Dahlias
GLADIOLUS
1225 Race St. Philadelphia, Pa.

Pittsburgh Cut Flower Co.

WHOLESALE FLORISTS
116-118 Seventh Street,
PITTSBURGH, - PA.
Growers of Quality Flowers.

MASTICA

Used for glazing greenhouses. Put up in gallon cans.....$2.25
Rubber Putty Bulb (12-oz size)..... 1.25

Geo. H. Angermueller Co.
Wholesale Florists, 1324 Pine St., ST. LOUIS, MO.

C. C. POLLWORTH CO.
EVERYTHING in the line of Cut Flowers, Plants and Florists' Supplies.
MILWAUKEE, WIS.

HOLTON & HUNKEL CO.
462 Milwaukee St., Milwaukee, Wis.
Wholesalers and Growers of Choice Cut Flowers and Greens

H. Bayersdorfer & Co.
The Wholesale Supply House of America . . .
EVERYTHING THE BEST IN FLORISTS' SUPPLIES
1127 Arch St., Philadelphia, Pa.

Wholesale Florists' Supplies
THE HOUSE OF MERIT
Staple Baskets and Seasonable Novelties in Quantity.
Send for Our Catalogue.
JOS. G. NEIDINGER CO.
1309-1311 N. 2nd St., Phila., Pa.

GUST. RUSCH & CO.
Wholesale Florists
Jobbers in FLORISTS' SUPPLIES.
Phone Main 1245. P. O. Box 206
444-446 Milwaukee St., Milwaukee, Wis.

carrying a large rake on her shoulder, who marched along at the heads of four magnificent white Percheron horses, which pulled the float, easily attracted more attention than any of the other exhibits.

Benney Gibbs declares that growers could do much to help the situation, when flowers are plentiful, by carefully grading their stock, and only sending in that which it is reasonable to suppose will be salable. Sending along the rubbish, in the hopes that it will bring something, is only throwing money away.

One of the first of the "Say It with Flowers" billboard signs is coming to this city, Robert A. Craig engaging one from George Asmus as soon as the idea was presented at the convention. It will be placed on their Market street front, in full view of the elevated road.

Mark Mills declares that the retailer that does not get on the job early this season, in placing his Christmas plant order, is likely to find the best stock all bought up, as he is certain there will not be enough to go around.

Wm. K. Harris and Mark Mills, who made a record in their catches of the finny tribe the past summer, are now back and settled down to business. Superintendent Prince has kept on the job, and the greenhouses never looked better.

The dahlia and vegetable exhibition of the Pennsylvania Horticultural Society, held in Masonic hall, Ardmore, Pa., brought a strong competition in all the entries. The display of dahlias was particularly fine.

S. S. Pennock is in charge again at 1620 Ludlow street. During his vacation, he tried tarpon fishing off Block Island, but without success. Good catches were made, however, of blue fish and others.

A bricklayers' strike has held up the building operations at the Frank M. Ross store on 52nd street, for six weeks. It is getting to be a serious matter, which entails considerable loss to Mr. Ross.

Wholesale Flower Markets

PHILADELPHIA, Sept. 24.

		Per 100
Roses, Beauty, special	30.00@	40.00
" " fancy	15.00@	20.00
" Mrs. Chas. Russell	6.00@	20.00
" Killarney	2.00@	6.00
" Hadley	6.00@	15.00
" Sunburst	4.00@	10.00
" Wards	3.00@	6.00
" Ophelia	4.00@	12.00
" Columbia	6.00@	20.00
Easter Lilies	20.00@	25.00
Snapdragons	4.00@	6.00
Calendulas	2.00@	3.00
Adiantum	1.00@	1.50
Smilax		.25
Asparagus Strings	.50@	.75
Asparagus bunches		.50
Dagger and Fancy Ferns, per 1,000	3.00@	4.00
Gladioli	2.00@	6.00
Dahlias	2.00@	6.00
Tritomas	4.00@	6.00
Chrysanthemums, Golden Glow		25.00

ST. LOUIS, Sept. 24.

		Per 100
Roses, Hadley	2.00@	6.00
" Killarney	1.00@	4.00
" White Killarney	2.00@	6.00
" Hoosier Beauty	2.00@	8.00
" Russell	2.00@	15.00
" Ward	1.00@	2.00
" Mrs. Shawyer	2.00@	8.00
" Sunburst	2.00@	8.00
Ferns	2.00	
Carnations	1.00@	3.00

PITTSBURGH, Sept. 24.

		Per 100
Roses, Beauty, special	25.00@	30.00
" " fancy	15.00@	20.00
" " extra	8.00@	12.00
" " No. 1	3.00@	6.00
" Hadley	4.00@	15.00
" Killarney	3.00@	10.00
" Maryland	4.00@	10.00
" Scott Key	10.00@	20.00
" Sunburst	3.00@	10.00
" Mrs. Aaron Ward	3.00@	8.00
" Russell	4.00@	20.00
" Columbia	4.00@	25.00
" Ophelia	4.00@	10.00
" Hilda	3.00@	10.00
Carnations	2.00@	3.00
Cattleyas		50.00
Ferns, per 1,000	2.50	
Sweet Peas	1.00@	2.00
Gladioli	4.00@	6.00
Daisies	1.00@	2.00
Asters	2.00@	4.00
Galax	1.50	
Plumosus	.35@	.50
Sprengeri	.35@	.50
Dahlias	4.00@	8.00

Clarence Watson, of the Leo Niessen Co., says "cattleyas are cattleyas"—worth their weight in gold, and likely to hold this value the entire season.

K.

FANCY FERNS (Special Picked)
Leave us your order for regular shipments.
C. A. Kuehn, WHOLESALE Florist
All Seasonable Cut Flowers | Mfr. and Dealer in "Florists" (Brand) Supplies
1312 Pine Street, ST. LOUIS, MO.
Mention the American Florist when writing

McCALLUM CO
Florists' Supplies
PITTSBURGH, PA.
Mention the American Florist when writing

Philadelphia Wholesale Florists' Exchange
Roses, Dahlias, Gladioli
Up-to-the-Minute Service. Satisfaction Guaranteed.
1615 Ranstead St., Philadelphia, Pa.

MINNEAPOLIS, MINN.
RICE BROTHERS
Wholesale Florists and Supplies
218 North Fifth St.
Send list in for quotations.

MILWAUKEE, Sept. 24.

		Per 100
Roses, Killarney, W. Killarney	4.00@	8.00
" Ward	4.00@	6.00
" Mrs. Chas. Russell	6.00@	15.00
" Ophelia	4.00@	8.00
" Columbia	6.00@	15.00
" Hoosier Beauty	4.00@	10.00
Carnations, assorted	2.00@	3.00
Cattleyas, per doz.		9.00
Gladioli, per doz.	.50	
Gypsophilia	.25@	.35
Asters	1.50@	2.00

New York.

BUSINESS IS SLOWLY IMPROVING.

There are yet dull days, but for that matter there are dull days in all seasons. Although there has been no great advance in prices, there is a better movement in stock than there was a few weeks ago. During the past week, the supply, particularly in roses, was lighter than it had been for some time. In the last days of the week, prices on the best rose stock advanced. There is now fine stock of the new rose, Premier, on the market. We have been cautious about writing an opinion of this rose, as the summer is not the time to judge a rose. But if Premier can turn out the quality that has been seen during the past week, and keep it up, it is all right. Good Columbias and Ophelias also continue to arrive. Although the various types of Killarney were once popular, it now appears that, excepting the whites, and particularly the Double White Killarney, they have been superseded by the newer varieties. The popularity of Mrs. Russell and Prima Donna seems also to be on the wane in this market. Orchids, which dropped in price a short time ago, are up again, and are likely to be held at good figures when the society season has fairly begun. A few chrysanthemums continue to arrive, but they are not factors. In gladioli, asters and dahlias, there is an abundant supply. There is a movement in all of them, the asters, on account of their superior usefulness in funeral work, taking the lead. There are quantities of large and showy dahlias on the market, and their variety in color makes the show windows of the retailers look gay. They fill a niche, so to speak, in the decorative scheme, but their season is quite long enough to please the trade and too many are shipped to this market. As there has been no frost, quantities of other outdoor stock continue to arrive, noteworthy being the hydrangea blooms, which have now taken on the pink shade. Very little lily of the valley is seen or heard of, but the white bouvardia is noteworthy. In lilies, L. rubrum is the only one seen in quantity, and it is generally poor.

September 22.—Business is fairly active today and prices on all good stock are firm.

NOTES.

T. K. Godbey, of Waldo, Florida, has written to one of our contemporaries that he favors Quarantine No. 37. He has also sent a phototgraph of an Azalea indica that was grown in Florida, which he says has greatly increased in size in 15 years. He further states that he has carefully looked over the list of excluded plants and bulbs, and fails to find any that cannot be grown successfully in the south. If he is correct, the south has a great horticultural future. But let us get down to brass tacks on this proposition. We have heard something similar to what he writes on previous occasions. It is now some years since we were told that bulbs could be successfully grown at Bellingham, Wash., also in Virginia. Recently attempts have been made to grow plants and bulbs for the trade at Eureka, California. Growing "successfully," means in our vocabulary, the growing of good stock that can be placed on the market, when needed, at prices that are not prohibitive. We have never noticed any great stir in the plant and bulb trade that had been caused by the above mentioned efforts, but if stock can be successfully grown as here outlined, now is the time to get busy.

An event of considerable interest, September 19, was the arrival at this port, from Hamburg, Germany, of the S. S. Jason, of the Kerr Line, with a considerable cargo. There have been other arrivals from Germany, but this is the first ship, since the war ended, that has brought an important cargo, as there were 4,500 bags of sugar beet seed on board. Toys and various other articles comprised the remainder. The officials of the Kerr Line say that they have had no trouble in doing business, "despite the fact that the peace treaty is not yet ratified." That is enlightening. In an attempt to bludgeon the people of the United States into accepting a League of Nations, that we believe a majority of them do not want, it has been stated that we would have to go "hat in hand" to Germany, unless the league is accepted. That is in line with the stories that ignorant nurses have sometimes related to scare children, but the people engaged in trade are grown ups.

It will cause satisfaction among the florists to learn that regular passenger travel across the Atlantic has again been established, as the "steamer business" of florists, before the war, was no small item. Over 20 passenger steamships are now in regular service. Of these, nine are British, six French, the Nieuw Amsterdam and Rotterdam the two largest Dutch steamers; three Italian, and one Scandinavian-American. Other passenger steamships will soon be put in service, among them, let us hope, some flying the American flag. Considering the great things that were promised for the Hog Island shipyard, we should not now be in the tail-ender class.

That lively young fellow, Richard Vincent, Jr., president of the American Dahlia Society, arrived in this city, September 19. Stopping long enough to take a bite and a sip, he started for Storrs, Connecticut, to attend the field day, September 20, on the society's trial grounds at the state agricultural college, where he was well pleased with his reception, and the work that has been done. Back to New York, he attended the dahlia show of the Horticultural Society of New York at Bronx Park. He, of course, stops here for the meeting and exhibition of his own society.

The honored name of Burns is familiar to everybody that can read, but the Burns family of our acquaintance, is more practical than the lamented poet is said to have been. A. S. Burns, Jr., the grower of Spring Valley, N. Y., recently purchased a new $5,000 touring car, and by way of trying it out, came down to this city and took his father, A. S. Burns, Sr., and his brother, H. H. Burns, on an extended trip to Southampton and other Long Island points.

J. W. Hauser, the retailer, and wife, are on an extended tour of eastern Canada. When last heard from, they were in Montreal, but it was expected that they would continue their trip to New Brunswick and Nova Scotia. They are fine people, and doubtless our Canadian cousins will give them a warm welcome.

Vaughan's Seed Store received unusually heavy shipments of bulbs the past week, 1485 cases French bulbs on the S. S. Roma and 1192 cases Dutch bulbs on the S. S. Norman Monarch.

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Cattleya orchids, special	100.00@	200.00
Carnations	1.00@	2.00
Adiantum Croweanum and Hybridum	.50@	.75
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Delphiniums, per doz.	.10@	.15
Bouvardia, white, per doz.	.50@	.75
Chrysanthemums, per doz.	1.50@	2.50
Asters	.50@	2.00
Lilies, Rubrums	3.00@	4.00
Dahlias	1.00@	4.00
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J. P. Gilbanks and wife, of 50 Broadway, are on a vacation in the Adirondack mountains.

The referee in the matter of Alex. McConnell has paid a first dividend of 10 per cent.

A. F. F.

New York Federation of Societies.

ANNUAL MEETING.

The annual meeting of the New York Federation of Horticultural Societies and Floral Clubs was held at the state fair, Syracuse, September 10. The meeting was called to order at 2 o'clock with President F. R. Pierson in the chair. Eighteen delegates were present from the affiliated organizations. President Pierson spoke of the three projects in which the federation is especially interested at this time, viz., the erection of a horticultural building at the state fair grounds, Syracuse, the erection of experiment greenhouses for the department of floriculture at Cornell University; and Plant Quarantine No. 37. In regard to Plant Quarantine No. 37, President Pierson stated that the organization had already gone on record as in opposition to this quarantine, and therefore it was unnecessary to discuss it further. In regard to the horticultural building, he thought that the time was ripe and he outlined the general policy which should be adopted in the campaign for the building. He was optimistic that the building would come in the near future.

A resolution was passed urging the necessity of an immediate consideration of a horticultural building, and a committee consisting of D. Lumsden, Ithaca, chairman; Dr. Erl Bates, Syracuse; Madison Cooper, Calcium; F. A. Danker, Albany, and A. Cowee, Berlin, was appointed to confer with the state architect regarding plans for the building.

Dean A. R. Mann was present at the meeting and outlined the policy of the College of Agriculture in regard to the completion of the college buildings. He stated that in this programme, one of the first items was the range of greenhouses for investigation in floriculture. It was his opinion that the trustees would approve of a bill for this range, and when it was introduced the federation should use every effort possible to secure the appropriation. Dean Mann stated that there should be frank expression of opinion from the commercial interests regarding the ways in which the college could best serve them, for the college existed to be of service to the people of the state. He hoped that all farmers' organizations would tell the college authorities what they want done. He also hoped that it would not be necessary to wait eight or 10 years for the floricultural range.

Dr. E. M. Mills, of Syracuse, chairman of the committee to encourage organization of amateur rose societies, reported that Rochester now has a very live organization. At the first meeting, 51 members were present, and he understood there are now 105 members. Buffalo and Elmira are also considering the organization of societies. He hoped Utica and Albany would soon come into line. He reported a very live organization in Auburn. It was moved and carried that the secretary write the secretary of the Auburn Rose Society and the Rochester Rose Society asking them to become members of the federation. It was also moved and carried that the arrangements for a meeting of the federation with an affiliated society should be left with the secretary.

It was moved and carried that a committee of three be appointed to confer with Professor Lumsden in regard to changes in the premium list of the New York state fair. F. R. Pierson, Tarrytown; E. A. Slattery, Buffalo; and J. Prouty, Baldwinsville, were appointed on this committee.

The opinion was expressed that there should be a closer relationship between the affiliated organizations, and in order to bring this about, it was moved that notice be given that at the next annual meeting the constitution would be changed to provide for an executive committee, the personnel of which should be composed of the presidents of the affiliated organizations. In view of the necessity for such a committee at the present time, the president named a special executive committee to consist of the presidents of the various affiliated organizations.

The following officers were elected: F. R. Pierson, Tarrytown, president; Dr. Erl Bates, Syracuse, first vice-president; Charkes Vick, Rochester, second vice-president; Hugh McCarthy, Syracuse, third vice-president; F. A. Danker, Albany, fourth vice-president; W. H. Workman, Oswego, fifth vice-president; W. A. Adams, Buffalo, treasurer; E. A. White, Ithaca, secretary.

E. A. WHITE, Sec'y.

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W. J. Barnes FLORIST, KC, Mo.
Kansas and Western Missouri.
Up-to-date Service.
F. T. D. Est. 1890.

Mention the American Florist when writing

Alpha Floral Company
CHICAGO
146 S. WABASH AVE.
No order for less than $3.00 accepted for delivery. All orders for less than this amount will be absolutely refused.
Send your telegraph orders to us for delivery in Chicago and vicinity.
Member of F. T. D.

EDWARD SCEERY
Passaic, N. J. F. T. D. Paterson, N. J.

Send your Orders for Chicago and Suburbs to
Schiller the Florist
2221-2223 W. Madison St. CHICAGO
All orders carefully filled under the supervision of
GEORGE ASMUS, Mgr.
Wire, Write or Phone West 822
Member of Florists' Telegraph Delivery.

New York.
BROADWAY FLORIST
2094 Broadway, S. E. cor. 72d St.
Phone Columbus 5468.
Branch: 840 Westchester Ave., Bronx.
Phone: Intervale 4990.

Washington, D. C.
Louise Flower Shop
Connecticut Ave at N St., N. W.
Miss Louise W. Daugherty, Proprietress
Phones—Franklin 3579, 3841, 3842.
Member of Florists' Telegraph Delivery.

Albany, N. Y.
EYRES
FLOWERS OR DESIGN WORK
Delivered in Albany and vicinity on telegraphic order.
106 STATE STREET

E. W. PEARSON
38 State Street, Newburyport, Mass.
Covers All New England Points

Tacoma, Wash.
California Florists
will take care of all telegraphic orders.

J. W. RODGERS
Elks' Building, 4 South Jefferson Street, Dayton, O.
Telegraph orders for Dayton will receive our immediate and careful attention.

LITTLEFIELD, Florist
WORCESTER, MASS.

Hession
Madison Ave. and 76th St.
NEW YORK
Quality Flowers
TWO GREENHOUSES
ON PREMISES
Plant Specialists Phones 107, 420, 775 Lenox
Member of Florists' Telegraph Delivery.

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Orders Carefully Executed
Pikes Peak Floral Co.
Wholesale and Retail
Member of Florists' Telegraph Delivery.

Cincinnati.
JULIUS BAER
—FLOWERS—
Mail and Telegraph orders carefully filled.
138-140 Fourth St., East

Denver, Colo.
The Park Floral Co.
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National Florist
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Matthews the Florist
Established in 1883.
Greenhouses and Nurseries in Riverdale.
Member of Florists' Telegraph Delivery.

LEIKENS, Madison Ave. and 55th St., New York

Summer Season, 110 Bellevue Avenue, NEWPORT, R. I.
Send your orders to me for prompt delivery and satisfaction.
Member of Florists' Telegraph Delivery.

QUALITY and PROMPTNESS
New Orleans, La.
Members F.T.D.
— The —
Avenue Floral Co.
3442 ST. CHARLES AVENUE

ORDERS IN OR AROUND PHILADELPHIA
J. J. HABERMEHL'S SONS
Flowers and Service
THE BELLEVUE-STRATFORD BROAD AT WALNUT STS.
Conservatories, Diamond St. at 22nd.

A. B. CAZAN, 2751 Broadway, NEW YORK, N. Y.
FLOWERS OF QUALITY
Member of Florists' Telegraph Delivery.

SALT LAKE CITY
Miller Floral Co.
10 EAST BROADWAY
250,000 Square Feet of Modern Glass.
First-Class Stock and Service. Usual Discount.
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849-851 Irving Park Blvd. Deliveries in Chicago and Suburbs

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Floral Experts
5936 Penn Av., Pittsburgh, Pa.

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FALLON, Florist.

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F. H. WEBER
N. E. Cor. Taylor and Olive Sts.
Flowers delivered in City and State on short notice.
Member of Florists' Telegraph Delivery.

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Rock's Flowers
Members Florists' Telegraph Delivery Ass'n.

Albany, N. Y.
Danker FLORIST
The Best Service
MEMBER F.T.D.

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JAMES WEIR, Inc.
FLORIST
324 Fulton St. cor. Pierrepont
Telegraph orders receive our usual good care and prompt attention. Phones, 270, 271 Main.

C. H. FREY Wholesale and Retail Florist
1133 O St., LINCOLN, NEB.
Will fill orders for the West on short notice
Trade discounts. First-class stock.

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Philips Bros.
938 BROAD STREET
Members of Florists' Telegraph Delivery.

Michigan. Orders will be carefully cared for by
HENRY SMITH
Wholesale and Retail Florists of Grand Rapids.
Member of Florists' Telegraph Delivery.

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3343 W. MADISON ST.
NEAR GARFIELD PARK
CHICAGO

Kansas City, Mo.
A. Newell FLORIST
Established over 30 years.
1122 Grand Avenue.

DULUTH FLORAL CO.
200 miles in any direction. We are the center of the great Northwest. Daily deliveries to Superior, Wis
DULUTH, MINN.

WIRE YOUR ORDERS TO
HARRY PAPWORTH
The Metairie Ridge Nursery Co's
FLORISTS
135 Carondelet St.
NEW ORLEANS
ROSES ORCHIDS VIOLETS
F.T.D.

Lang Floral & Nursery Co.
1214 Main Street, Dallas, Texas.
Write or wire headquarters for flowers for Texas, Oklahoma, Louisiana, New Mexico. No orders too large, none too small.
Member of Florists' Telegraph Delivery.

FREY & FREY,
1338 O Street, LINCOLN, NEB.
Wholesale and Retail
Members of Florists' Telegraph Delivery.
Mention the American Florist when writing

Rockford, Ill.
H. W. BUCKBEE.

Grand Rapids, Mich.
GRAND RAPIDS FLORAL CO
ALFRED HANNA & SONS will fill your orders for Designs and Cut Flowers in Michigan.

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THINK OF **HEINL'S**
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"SAY IT WITH FLOWERS"
MacSchling Flowers
Schling Service Nothing Better
785 Fifth Avenue
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New York Floral Co.
Cor. Manor House Square and North Broadway
Mention the American Florist when writing

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:::FLOWERS:::
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Galesburg, Ill.
Pillsbury's Flower Stores
For Central Illinois
Members of Florists' Telegraph Delivery.

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HENRY W. SHEPPARD
532-534 RACE STREET
Successor to the HILL FLORAL CO.
Good Stock and Good Service.

Cleveland, O., and Vicinity.
BRAMLEY & SON
1181 E. 71st. St.
The Largest Growers of Flowers in the City.

Pittsburgh, Pa.
MRS. E. A. WILLIAMS
621 Penn Ave.
Members of Florists' Telegraph Delivery.

CHARLES L. SCHMIDT
313 Market St., Harrisburg, Pa.
Night and day service in all Central Pennsylvania.

CHICAGO
Central Floral Co.
DETROIT
132 N. State St., CHICAGO, ILL.
35 Broadway, DETROIT, MICH.
Best service in both cities and adjoining territory.
Member of Florists' Telegraph Delivery.
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Boston, Mass.
Penn The Florist
"Penn, The Telegraph Florist"
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Orders in or around WASHINGTON, D. C.
Geo. C. Shaffer
FLORIST
900 Fourteenth Street

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Podesta & Baldocchi
224-226 Grand Avenue
Mail or telegraphic orders promptly and most carefully executed.
Mention the American Florist when writing

WASHINGTON, D. C.
GEO. H. COOKE
Florist
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Mention the American Florist when writing

Washington, D. C.
BLACKISTONE, Inc.
14th and H Streets, N. W.
Exceptional Service

For St. Louis.
WIRE
Grimm & Gorly

New York
Malandre Brothers
2077 Broadway, near 72nd St.
'Phone, Columbus 6883
The name "Malandre Brothers" on a box of flowers is a Guarantee of Quality.
Orders from other cities receive our personal attention.
Mention the American Florist when writing

St. Paul, Minn.
L. L. MAY & CO.
Order Your Flowers for delivery in this section from the
LEADING FLORISTS OF THE NORTHWEST
Mention the American Florist when writing

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AUGUST R. BAUMER,
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Member of Florists' Telegraph Delivery.
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IN THE HEART OF Newark, N. J.
The Rosery Floral Co.,
167 Market St., at Broad St.
Everything in Flowers
Prompt Deliveries to any town or city within 150 miles of Newark.
Telephone Market 494

"WE NEVER SLEEP"
IDLEWILD GREENHOUSES Memphis, Tenn.
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"Up-to-the-Minute" Service and Execution.
Every Flower in Season

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Samuel Murray,
1017 Grand Avenue
Member of Florists' Telegraph Delivery.

CHICAGO
Mangel
The Palmer House Florist
17 E. MONROE ST.
Member of Florists' Telegraph Delivery.

The Seed Trade

American Seed Trade Association.

E. C. Dungan, Philadelphia, Pa., President; Wm. G. Scarlett, Baltimore, Md., First Vice-President; David Burpee, Philadelphia, Pa., Second Vice-President; C. E. Kendel, 216 Prospect Avenue, S. E., Cleveland, O., Secretary-Treasurer.

The thirty-eighth annual meeting will be held June, 1920.

VISITED NEW YORK: J. C. Vaughan, Chicago.

A SHIPPING strike is reported at Marseilles, France.

PROSPECTS are for an average crop of watermelon.

EARLY fall business in the seed stores is reported good.

THE price of bags at Chicago, September 24, was $62.00.

THE crop of dwarf beans is expected to be much below normal.

THE dealers are all busy filling orders for French and Dutch bulbs.

PRESIDENT MILLER, of the American Bulb Co., Chicago, is returning from Japan, having reached Vancouver September 22.

VISITED CHICAGO: John A. Schrenker, Jr., representing the J. Chas. McCullough Seed Co., Cincinnati, Ohio; C. P. Keeney, Leroy, N. Y.

THE outlook is for a large crop of small gladiolus bulbs, on account of the long continued drought in most of the growing sections.

MAGNOLIA, N. C.—The weather has been very dry here, and bulbs are suffering for want of rain. Large sizes are sure to be short unless good rains come soon.

TOMATO SEED.—Delaware growers report 70 per cent of their acreage a failure. New Jersey growers abandoned 30 per cent of their fields. Ohio prospects are fair.

ONION SETS in the Chicago district show an advance of 15 to 25 cents over the selling prices quoted last week, when the figures were $2.25 for reds and yellows, and $2.75 for whites.

ANY seed dealer who is putting up a new building that he figures on using for the next 50 years, should keep in mind the necessity for a good landing place on his roof for all his customers' aeroplanes.—Nicholson's Notes.

GRASS SEED.—Prices for grass seed on the Chicago Board of Trade September 24, were as follows: Timothy, $9.50 to $11.00 per 100 pounds. September, $12.00 bid, $12.25 sellers; October $11.90 bid, $12.50 sold for March.

TOLEDO O.—Cash clover opened unchanged and October and December were steady, September 22, with cash offered at $29.80. Timothy was five cents higher, cash being offered at $5.40, September $5.75, October $5.67½, December $5.77½, and March $5.90.

LEROY, N. Y.—C. P. Keeney reached home this week in good health and fine spirits, from a three months' trip in the western seed growing districts. He reports the seed pea conditions unprecedented. The garden bean yield in the Greeley district, he says, is six-fold to nine-fold, and in certain parts of Idaho from 18-fold to 20-fold.

New York Seed Trade.

The bulbs just received from Europe are reported of good size, except mother bulbs of narcissus, which are below the average. All are well cured. The trade demand continues good. Local jobbers are making haste to unpack for local distribution.

Arrivals on the S. S. Nieuw Amsterdam September 23, included J. J. Sluis, of Sluis' Seed Store, Chicago; Sidney Bayersdorfer, Philadelphia, Pa.; and Harry A. Bunyard, this city.

The S. S. Norman Monarch, which arrived last week, brought in 23,000 cases Dutch bulbs.

Philadelphia Seed Trade.

At the W. Atlee Burpee Co's. establishment, a warning is being issued regarding the early-flowering or winter-forcing sweet peas, the seed stock of which in all the choice varieties is likely to be soon depleted. It appears, that owing to the war and the scarcity of labor, the acreage in California devoted to the sweet pea crop was greatly curtailed last season, in addition to which, owing to unfavorable conditions, the vines did not make their normal growth. All of this has greatly reduced the seed harvest. Hybridizing at Fordhook and at the company's seed farms in California, has been carried on very successfully, resulting in some fine colors in the late or summer-flowering, as well as in the improved early-forcing sorts. David Burpee, who had planned to go abroad this month to get into personal touch with the European seed growers, has found it necessary to give up the trip this year, owing to the uncertainties of the return voyage, latest advices indicating that he might have to remain three months to secure passage.

J. Otto Thilow is greatly pleased that the bulbs for Henry A. Dreer, Inc., arrived on time and in such good condition. Orders will now go out without the laborious night work of the past two years. A window display of splendidly colored crotons and choice ferns and other foliage plants was a feature at this establishment.

The H. F. Michell Co. places great value on its pavement display. Philip Frued, who has charge of the retail plant department, says he would not take $100 per day rent for the space for just an ordinary day. He feels that most or nearly all of the sales from the pavement stock are made to passersby, who had no intention of purchasing, but who stopped to admire, and in many cases took a plant home with them. He at all times has the front of the store in mind, the windows are invariably well dressed and frequently changed. Price cards are always conspicuous and have much to do in helping the sale.

American Seed Trade Association.

SPECIAL COMMITTEES FOR 1919-1920.

President Dungan has appointed the following committees for 1919-1920:

Legislative—Watson S. Woodruff, chairman; George S. Green, A. E. Reynolds, W. G. Scarlett, E. L. Page, Wilbur Brotherton.

Postal Laws—Alex Forbes, chairman; David Burpee, G. F. Bradley, Chas. H. MacKubbin, Francis Stokes.

Express—L. P. McCausland, chairman; R. D. Edwards, R. F. Lyon, Frank Leckenby, Charles Hollenbach, A. L. Don, A. W. Schisler.

Experiment Stations—L. L. Olds, chairman; H. A. Simmers, D. B. Gurney.

Resolutions—W. H. Barrett, chairman; C. D. Coe, C. C. Hart.

Tariff and Customs—J. C. Vaughan, chairman; Lem Bowen, S. F. Willard, J. M. Lupton, F. B. King, S. F. Leonard, A. B. Clark.

Seed Testing and Publicity—C. C. Massie, chairman; Kirby B. White, John L. Hunt, H. G. Hastings, Geo. S. Green, M. H. Duryea.

Pieters-Wheeler Seed Company
Growers of High Grade SEED
Gilroy, California
Beet, Carrot, Lettuce, Onion, Radish.
Correspondence Solicited.

THE W. C. PRESSING SEED COMPANY
NORWALK, OHIO.
Growers Exclusively of
Sweet Corn Seed

Alfred J. Brown Seed Co.
Growers of
Peas and Beans
Grand Rapids, Mich.

The Best Color Chart
For Florists, Seedsmen and Nurserymen
PRICE $1.00 POSTPAID.
AMERICAN FLORIST CO.
440 S. Dearborn St., CHICAGO

Braslan Seed Growers Company
Grower for the Wholesale Trade Only. ONION, LETTUCE, CARROT, PARSNIP, PARSLEY, CELERY, ENDIVE, SALSIFY, NAMED AND MIXED GRANDIFLORA AND SPENCER SWEET PEAS AND SUNFLOWER.
SAN JOSE, CALIFORNIA

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VEGETABLE SEEDS

With our Stock Seed Farms at Grass Lake, Mich., and our growing stations in every part of the United States where seeds are grown successfully, all in charge of capable and experienced men, we are equipped for and are producing

PEAS, BEANS, CORN and VEGETABLE SEEDS

of all kinds in quantity and of highest quality.

Glad to quote for present delivery or on growing contract for crop of 1919.

JEROME B. RICE SEED CO., CAMBRIDGE, N. Y.

The General Bulb Company

Established 1883.

VOGELENZANG, HOLLAND

AMERICAN BRANCH

110 Water Street, NEW YORK CITY

Western Seed & Irrigation Co.

Seed Growers and Dealers

FREMONT, NEBRASKA

SPECIALTIES:

Cucumber, Muskmelon, Watermelon; Pumpkin and Squash; Sweet, Flint and Field Corn.

Write for special contract and spot prices.

I. N. Simon & Son

Garden Seeds

438 MARKET STREET

Philadelphia - - Pa.

THE

J.C. ROBINSON SEED CO.

WATERLOO, NEBRASKA

ROCKY FORD, COLORADO.

Contract growers of Cucumber, Cantaloupe, Watermelon, Squash and Pumpkin Seed; Sugar, Flint and Field Seed Corn.

PEACOCK BRAND SEEDS — STANDARD OF QUALITY

Quality Seed

FOR THE

MARKET GARDENERS

OF

AMERICA

EVERETTE R. PEACOCK CO.

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Mention the American Florist when writing

C. C. MORSE & CO. Seed Growers San Francisco, Calif.

GROWERS OF SELECTED STOCKS OF

Onion, Lettuce, Radish, Carrot, Sweet Peas, Etc.

BROWN SEED CO., GRAND RAPIDS, MICH., ENTERTAINS EMPLOYES IN AIRPLANE FLIGHTS.
Novel Outing Enjoyed by 24 Persons Consisting of Trips Over the City Attaining an Altitude of 2,000 feet.

Waldo Rohnert
GILROY, CAL.
WHOLESALE SEED GROWER
Specialties:
Beet, Carrot, Endive, Lettuce, Onion and Radish.
Correspondence Solicited.
Mention the American Florist when writing

TOMATO SEED
Grown for the Wholesale Seed Trade
HAVEN SEED CO.
SANTA ANA, CALIFORNIA
Mention the American Florist when writing

R. & M. GODINEAU
SEED GROWERS
Angers, - - France
Specialties: Beets, Mangoes, Carrots, Cabbages, Celeries, Parsleys, Parsnips, Turnips.
Growing Crops Given Personal Attention.
Mention the American Florist when writing

JAMES VICK'S SONS
Growers of
Flower and Vegetable Seeds
Get the benefit of our 69 years' experience.
All seasonable varieties.
Our stocks are very complete.
ROCHESTER, N. Y. The Flower City

GRASS SEEDS
H. A. PETERSEN, Limited
SEED MERCHANTS
Brisbane, Queensland, Australia,
are Exporters of Rhodes Grass, Paspalum Grass, Soudan Grass, Couch, Prairie Grass, Red Top Grass. Correspondence invited.

Burlap.

The agreement of the Calcutta jute mills to work only four days per week will be continued until December 31. This plan has been in operation since March 1. Advices received in New York are to the effect that, beginning January 1, 1920, and until March 31, of that year, the schedule will be five days per week. Reports from the Dundee market state that there is little prospect of delivery on new business before December. There is an upward tendency on jute prices in anticipation of buying by Germany in the near future. At New York, burlap prices continue to advance, but the market is not active.

Catalogues Received.

Conard & Jones Co., West Grove, Pa., roses, hardy shrubs and vines and perennials; St. Louis Seed Co., St. Louis, Mo., bulbs and seeds; Aggeler & Musser Seed Co., Los Angeles, Calif., forage grass seeds; Thos. J. Grey Co., Boston, Mass., bulbs; Jackson & Perkins Co., Newark, New York, nursery stock.

R. C. McGILL & CO.
WHOLESALE SEED GROWERS
SPECIALTIES IN VARIETY
ONION - CARROT - BEET - RADISH - PARSNIP
CONTRACT PRICES MAILED ON REQUEST
SAN FRANCISCO CABLE ADDRESS, "McGILL-SEED" SAN FRANCISCO CALIFORNIA

NARCISSUS PAPER WHITE GRANDIFLORA
1300 to a case. WRITE FOR PRICES.
READY FOR IMMEDIATE DELIVERY.
HOGEWONING & SONS, Inc., 32 Broadway, New York

For SEEDS
Flower, Vegetable and Farm
Send your inquiries to
HURST & SON
152 Houndsditch
LONDON, - - ENGLAND
The Premier British Wholesale and Exporting Seed House
75 YEARS UNRIVALLED REPUTATION

Just Received
HOLLAND BULBS
FREESIA PURITY, ¾ in. and up.
Prices on application.
J. M. THORBURN & CO.
53 Barclay Street, thru to 54 Park Place
NEW YORK CITY

GARDEN SEED
Beet, Sweet Corn, Garden Beans, Onion Sets and Sweet Potatoes in variety. Also other items of the short crop of this past season, as well as a full line of Garden Seeds, will be quoted you upon application to
S. D. WOODRUFF & SONS, 82 Dey St., NEW YOR
and ORANGE, CONN.

EDGAR F. HURFF
SWEDESBORO, N. J.
Grower of High-Grade Seed.
TOMATO, Pepper, Eggplant, Squash, Pumpkin, Cucumber and Watermelon Seed and Field Corn on contract.
CORRESPONDENCE SOLICITED

Mushroom Growing
By B. M. Duggar
Presenting accurately the requirements for success.
260 pages, cloth, fully illustrated. Price, $1.50.
American Florist Co.
440 S. Dearborn St., CHICAGO

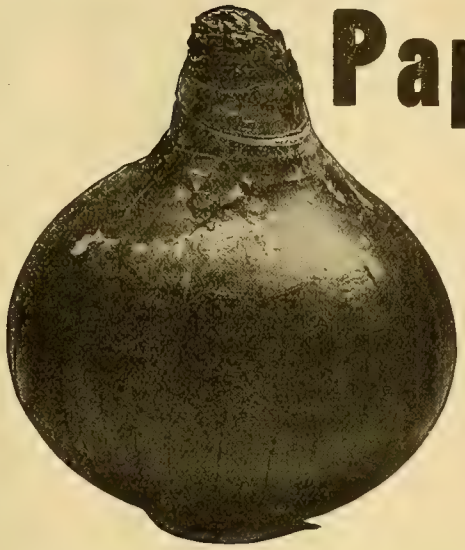
ROUTZAHN SEED CO.
Arroyo Grande, Calif.
Sweet Pea and Nasturtium Specialists.
Wholesale Growers of full list of
FLOWER and GARDEN SEEDS

LANDRETH
SEEDS WHICH SUCCEED
Bloomsdale Farm. Bristol, Pa.

GEORGE R. PEDRICK & SON
PEDRICKTOWN, N. J.
Pepper, Egg Plant, Tomato, Okra, Asparagus, Rhubarb, Celery, Spinach, Beet, Onion, Beans, Cabbage, Cauliflower, Sweet Corn and Vine Seeds.
Correspondence Solicited.
WHOLESALE SEED GROWERS

BURPEE'S SEEDS
Philadelphia
Wholesale Price List for Florists and Market Gardeners

Yokohama Nursery Co., Ltd.
Woolworth Building,
NEW YORK CITY
IMPORTERS
Japanese Bulbs, Plants and Seeds



Paper White Narcissus

BEST GRANDIFLORA TYPE

French Growers of Highest Reputation

IN FULL SIZED CASES

Dock inspection shows our men that five of our cases are as tall as six cases of some other importers. Watch out.

12 ctms. to 13 ctms. { We would like to quote you both these sizes. Write or wire. } **13 ctms. and up**

Also from S. S. "Norman Monarch," Cunarder, Sept. 22

ALL DUTCH BULBS

Bought for Our Own Florists' Trade

Not for Speculation or Auction.

Advance Order Buyers Will Receive Their Stocks Soon.

VAUGHAN'S SEED STORE

31-33 W. Randolph St., CHICAGO. 41-43 Barclay St., NEW YORK.

Atascadero Seed Company

ATASCADERO, CALIF.,

Wholesale Growers of

HIGH GRADE SEEDS

We specialize in Beans, Carrots, Lettuce, Onions, Parsnip, Radish, Salsify, Spinach, and Named and Mixed Nasturtiums, and Grandiflora and Spencer Sweet Peas.

Write for Our Growing Contract Price List.

Mention the American Florist when writing

THE C. HERBERT COY SEED CO.

VALLEY, Douglas County, NEB.

Contract Growers of

HIGH GRADE SEEDS

Cucumber, Muskmelon, Squash and Pumpkin, Sweet, Flint and Dent Seed Corn.

Mention the American Florist when writing

The Everett B. Clark Seed Co.

GROWERS FOR THE TRADE

Beans, Peas, Sweet Corn, Onion, Turnip, Radish, Beet, Carrot, Spinach, Etc.

Branches: Wisconsin, Colorado, Montana, Idaho, Washington. Milford, Conn

BRITISH SEEDS

KELWAY'S

LEADING HOUSE FOR

IMPROVED FARM ROOT SEEDS
IMPROVED VEGETABLE SEEDS
IMPROVED FLOWER SEEDS

Write for Our SPECIAL PRICES, stating, if possible, quantities required. Illustrated Catalogue Free

KELWAY & SON, Wholesale Seed GROWERS **LANGPORT, Eng.**

Cable Address: "KELWAY, LANGPORT."

Mention the American Florist when writing

If you are interested in

POINSETTIAS

and four and five inch

BOSTON FERNS

for immediate delivery, write

GEO. A. KUHL, Wholesale Grower, PEKIN, ILL.

Mention the American Florist when writing

Before Placing Orders for

SWEET PEAS, Spencers, Grandifloras, etc., ASTERS and FLOWER SEEDS in general; TOMATO, LIMA and POLE BEANS, write

JOHN BODGER & SONS CO.,
Contract Seed Growers
LOS ANGELES, CALIFORNIA

Mention the American Florist when writing

Market Gardeners

Vegetable Growers' Association of America.

E. A. Dunbar, Ashtabula, O., President; Louis F. Miller, Toledo, O., Vice-President; S. W. Severance, Louisville, Ky., Secretary; H. J. Cheney, Grand Rapids Mich., Treas. Next annual convention September 1920.

Prices of Indoor Fruits and Vegetables.

Chicago, Sept. 23.—Cucumbers, Climax baskets, 60 to 75 cents; celery, Michigan, crate, 75 cents to $1.00; leaf lettuce, per tomato box, 10 to 12½ cents; radishes, per 100 bunches, $1.50 to $2.00; tomatoes, per box, 25 to 50 cents.

New York, Sept. 22.—Celery, per doz. roots, 20 to 75 cents; cucumbers, 40 to 60 cents per dozen; mushrooms, $2.00 to $3.50 per three-pound basket; tomatoes, carrier 50 cents to $2.25; lettuce, per package, 25 cents to $1.50; radishes, per 100 bunches, $1.50 to $2.50.

Geraniums and Lettuce.

ED. AMERICAN FLORIST:

Will you kindly inform me if geraniums and lettuce can be grown successfully in the same house at the same temperature; also the names of the best single and double commercial geraniums according to color?

Ohio. F. H.

There is no good reason why geraniums and lettuce could not very well be grown in the same house. While geraniums, to make the greatest progress, should have a little more heat, we can arrange for a little more time, and get a better product. When grown with lettuce, owing to the lower temperature, geraniums require very little water in winter. "Keep them dry," should be the watchword. Towards spring, the temperature naturally will be corrected, and they will respond all the better for their cool treatment.

In regard to varieties, we are at present not actively engaged in bedding plants, but we used to produce them heavily. We understand that very few changes have occurred in 10 years in this line; hence, the old standards are as popular as ever. To head the list, we place S. A. Nutt, double crimson; Scarlet Bedder, bright scarlet; Alphonse Ricard, orange red; Francis Perkins, double pink; Jean Viaud, double rosy pink; La Favorite, double white; Mrs. E. G. Hill, single salmon.

There is as a rule, only a limited demand for single types, hence these should be produced only sparingly. And it is much better to have a few varieties, in large numbers, than a large assortment, in few numbers. Motto: A few standard kinds well done.

MARKETMAN.

Vegetable Markets.

Reports to the bureau of markets of the United States department of agriculture for the period September 16-23, indicate moderate price changes and decreasing shipments. Potatoes were nearly steady. The tone in consuming markets was slow and slightly weaker. Jersey sacked Giants held nearly at last week's closing range of $2-$2.15 per 100 pounds f. o. b. and were nearly steady also in eastern terminal markets with closing range unchanged at $2-$2.50. Maine Cobblers ranged $1.95-$2 per 100 pounds f. o. b. in bulk at shipping points. Jobbing prices weakened slightly in New York and Boston reaching $2.35-$2.60 per 100 pounds sacked and bulk while other eastern and middle-western markets ranged $3-$3.50. Minnesota Early Ohios sold slightly lower, closing at $2.35 f. o. b. sacked for field run stock. Minnesota Red River Ohios ranged $2.30-$2.45 f. o. b. shipping points. Carlot sales in Chicago strengthened to a closing range of $2.30-$2.40 sacked. The tone of the onion market was firm and price changes mostly in upward direction. Western sacked yellow stock continued fairly steady at $3-$4 in leading jobbing markets. Middlewestern red stock was quoted $3.10-$3.20 f. o. b. shipping points and ranged $3.40-$3.60 in middle-western consuming markets. California yellow stock strengthened further to a range of $2.40-$2.50 f. o. b. shipping points and advanced 50 cents in New York, reaching $4-$4.25. New York domestic cabbage declined further closing at $32-$34 per ton bulk f. o. b. shipping points, but continued about steady in terminal markets at $40-$50. Wisconsin and Minnesota domestic stock declined steadily, closing at $24 per ton bulk f. o. b. and holland seed at $25. Consuming markets quoted northern domestic stock at $40-$55, but carlots in Chicago sold at $30-$35 per ton bulk.

Potato Wart Disease Eradication.

In answer to the question, "What does the potato wart look like?" Dr. E. W. Olive, field assistant in plant disease survey, United States department of agriculture, describes the disease as follows:

"When small the growths on the surface of the potato tuber resemble warts; but when larger the outgrowth reminds one of a small, more or less spongy cauliflower light brown in color, later becoming dark or even black. Finally the whole diseased potato may disintegrate into a black, crumbly, decayed mass. Remember that the outgrowths when young are wart-like, or like small spongy cauliflowers attached to the potato tubers. Do not mistake the small round, solid little tubers, which sometimes grow out from a potato, especially from scabby or badly diseased specimens.

"In September, 1918, a diseased potato was sent from Highland, Pa., to Professor J. G. Sanders of the Pennsylvania department of agriculture, and he recognized it at once as something important. He took it to Washington, and the United States department of agriculture pronounced it as the serious European wart disease. A hasty survey of the situation showed that it was largely confined to little back yard gardens of the anthracite coal miners in a restricted region in Pennsylvania.

"It is believed that the disease was imported from Europe, possibly from England or Ireland. In 1912 the federal horticultural board, in the hopes of keeping the disease out of America, prohibited the importation of potatoes from those countries where the disease was known to exist. Before the embargo went into effect, however, several million bushels of the crop of 1911 had been brought into this country from Europe and distributed throughout the east. Possibly, then, the potato embargo of 1912 was an act of locking the door after the horse was stolen!

"When the department of agriculture agents were searching for the disease in Pennsylvania, one Irish woman with characteristic sense of humor, showed all her neighbors one of her large diseased potatoes as a new variety of cauliflower which grew underground.

"Of course, the disease is a fungous growth and affects only the potato; a person might eat it without injury in the least, but the chances are that they would not, for the warty out-growths are ordinarily cut off in peeling. In fact, in Pennsylvania the worst spots were often right by the back door where the potato peelings had been thrown out to the chickens. If the peelings had been cooked first, the disease would of course have been killed.

"Sometimes the warty outgrowths appear on the stems above ground, but generally the sole effect is on the tubers, in severe cases causing them to turn into a black, crumbly decayed mass. The crop in some of the small gardens in Pennsylvania was practically a total loss. While the vines might appear fairly healthy and promising above ground, the disease might exist and be detected only at digging time.

"It is easier to prevent the wart disease than it is to control. If it once gets into a field, it is hard to eradicate. Therefore the United States department of agriculture, through the plant disease survey and county agents, and the state experiment stations all over the country, are co-operating in an effort to find the disease if it is present."

"Market Gardening"

An elementary text book containing 102 pages, 5x7, with 36 illustrations, by F. L. Yeaw, manager of the Oasis Farm & Orchard Co., Roswell, N. M.

Cloth Bound, 75 Cents.

American Florist Co.

440 S. Dearborn St., CHICAGO

Terre Haute, Ind.

LONG DROUGHT SERIOUSLY FELT.

Since June 20, this section of the country, has suffered from unusually dry weather, the rainfall between that date and August 20 being but one-half of an inch. All growing crops have suffered in consequence, and thousands of acres of corn on sandy soil have simply dried up, many fields being practically a total loss. Vegetables are, of course, scarce and high in price. Outdor flowers, such as asters and gladioli, were very poor, although the late plantings of the latter are now showing excellent quality, the rains of the past week having been of great benefit to them. Business during the past two weeks has been quiet, and the growers are taking advantage of the chance to get their places ready for winter.

NOTES.

Edgar Weber, Wm. Henley, James Cowan and Fred Winter motored to Crawfordsville, September 16, to attend a meeting of the state association.

Fred G. Heinl has returned from Detroit, Mich., making the trip by motor, accompanied by his family.

Henley Bros. have their rose and carnation houses in fine condition. The rose stock is especially good.

Cowan Bros. have rebuilt three of their houses and added an office at their establishment.

Heinl & Weber have two houses of poinsettias which promise well for Christmas.

B. S.

Paper White Grand.

IMMEDIATE SHIPMENT

Paper Whites, 13-15 cm., 1250 per case..... **$18.00** 1,000

OCTOBER SHIPMENT

Narcissus Emperor, double nosed..... $36.00 1,000
" **Empress,** " 36.00 "

In lots of 10,000 or more $35.00 per 1000

These are home grown bulbs, selected XXX for forcing. Prices are packed and F. O. B. New York. Cash with order, less 2% from those not having established credit with us.

ALSO FOR PROMPT SHIPMENT, BAY TREES, PEONIES, RAFFIA, BAMBOO CANES. FOR LATER SHIPMENT, DUTCH BULBS, JAP. LILY BULBS, BEGONIAS AND GLOXINIAS, AND VALLEY PIPS, PALM SEEDS, ETC.

WRITE FOR PRICES SPECIFICALLY STATING REQUIREMENTS.

McHUTCHISON & CO., The Import House **95 Chambers St., New York**

BULBS

Paper Whites and Dutch Stock
Write for Prices
Try us for Quick Supply.

The W. W. BARNARD CO.
231-235 W. Madison St., Chicago

Seed Packets

FLOWER SEED SIZES TO CATALOGUE ENVELOPES—RETURN ENVELOPES

Brown Bag Filling Machine Co.
FITCHBURG, MASS., U. S. A.

GERANIUMS

S. A. Nutt, at $15.00 per 1000, up to Nov. 1st. Other varieties all sold until then.
Winter prices starting Nov. 1st.

S. A. Nutt and Buchner..at $18.00 per 1000
Poitevine and Ricard....at 22.00 per 1000

ALBERT M. HERR, LANCASTER, PA.

JUST OUT

BOLGIANO'S 1919 SUMMER AND FALL CATALOG OF "BIG CROP" SEEDS

Special prices for Florists and Market Gardeners. Write for a copy at once—It will save you money.

J. BOLGIANO & SON, Baltimore, Md.

MICHELL'S SEASONABLE BULBS

FREESIA "PURITY"

This grand type supersedes all the old varieties of **Freesias.** Flowers are almost twice the size of the regular type, and a pure glistening white

	Doz.	100	1000
First Size Bulbs	$.20	$1.25	$10.00

NEW GIANT COLORED FREESIAS

These varieties are equal to the **"Purity"** in size; have excellent form and splendid texture.

	Doz.	100	1000
Blue	$1.25	$8.00	$75.00
Lavender	1.25	8.00	75.0
Pink	1.25	8.00	75.0
Mixed, all colors	.75	5.00	40.00

NARCISSUS, PAPER WHITE GRANDIFLORA	Doz.	100	1000
First size, 13 ctms. up (1250 bulbs to case)	$.40	$2.50	$21.00

Also Hyacinths, Tulips, Narcissus, Callas and other **Seasonable Bulbs;** also **Seeds** and **Supplies.**

Send for New Wholesale Price List if you do not receive a copy.

HENRY F. MICHELL CO., 518 Market St., PHILADELPHIA, PA.

Teddy, Jr. FERNS Scottii

Beautifully finished stock. Ready for immediate sale.

6-in.....$1.00 each; $ 90.00 per 100 | 4-in. **Smithii**.....35c each; $35.00 per 100
8-in. (Pedestal grown).. 2.00 each; 175.00 per 100 | 6-in. **FICUS Elastica.** (Rubber Plant.).....75c

Try a sample order—you will be pleased.

HENRY I. FAUST, Wholesale Grower of Christmas and Easter Plants. **Merion Station, Pa.**

SMILAX

Extra Good, Well-Rooted Plants.
From 2-in. pots, $2.00 per 100; $18.00 per 1000.

Boston Yellow Daisies.
A special good strain; from 2-in. pots, $3.50 per 100.

Elmer Rawlings, Wholesale Grower, ALLEGANY, N. Y.

CHAS. H. TOTTY

MADISON, NEW JERSEY

WHOLESALE FLORIST

Chrysanthemum Novelties My Specialty

Mention the American Florist when writing

The Nursery Trade

American Association of Nurserymen.

J. Edward Moon, Morrisville, Pa., President; Lloyd C. Stark, Louisiana, Mo., Vice-President; John Watson, 400 Nassau Street, Princeton, N. J., Secretary; J. W. Hill, Des Moines, Iowa Treasurer.

Forty-fifth annual convention will be held at Chicago, June, 1920.

NURSERY STOCK in many lines is already short of requirements, especially ornamentals.

BRAINTREE, MASS.—The Blue Hill Nurseries have been incorporated by Julius, Victor and Nina Hourlin, with a capital stock of $45,000.

Pacific Coast Prices Advance.

The California dealers in fruit trees and roses report that advance quotations sent out by growers indicate that fruit trees, which formerly retailed at 35 to 50 cents, will have to bring from 85 cents to $1 this year if the dealer is to have a fair profit. Field-grown roses will also probably retail at 75 cents to $1 each. A number of nurseries are said to have no more stock to offer, owing to the unprecedented demand. One of the largest nurseries in Oregon is reported to have bought up all the fruit trees in California that it could secure to supply the heavy demand in the north.

J. T. L.

Ass'n of American Cemetery Supts.

As we go to press, the annual convention of the Association of American Cemetery Superintendents is in session at Cincinnati, O., the dates being September 24-25, previous announcement of which appeared in our issue of August 23, page 302. In addition to a well arranged programme of topics of timely interest, the local convention committee, composed of William Salway, Carl E. Kern, J. C. Cline and M. M. Jones, have arranged for entertainment of the visitors, which will add to the pleasure and success of the meeting. The attendance on the opening day indicates a large and representative gathering, whose deliberations should be fruitful.

The present officers of the association are: W. H. Atkinson, Trenton, N. J., president; H. S. Adams, Jamaica Plain, Mass., vice-president; W. B. Jones, Pittsburgh, Pa., secretary-treasurer.

Firs.

The number of fir trees that can be successfully grown in this climate for many years is not large. One of the handsomest here is the white fir of western North America, Abies concolor. There are fine specimens of this beautiful tree in the Arboretum raised here from seed planted in 1874 and now about 60 feet high, with the lower branches resting on the ground, and solid masses of gray-green foliage. As handsome and as promising in this climate is the Japanese Abies homolepis, or, as it has been more often called, Abies brachyphylla. This a large tree on the mountains of central Japan with dark green leaves silvery white on the lower surface and violet-purple cones. It has proved perfectly hardy in this climate. The largest specimen in the Hunnewell pinetum is now 55 feet high with branches sweeping the ground. The Arboretum trees are smaller but already produce their handsome cones. A variety of this tree, (var. umbellata) with green cones and rather lighter-colored leaves, is established in the Arboretum where it has grown rapidly, the largest specimen raised from seeds planted in 1891, being 35 feet high. Abies cilicica from Asia Minor and A. cephalonica from southeastern Europe are hardy trees in the Arboretum and now promise to grow here to a large size. Abies Veitchii from Japan is still a handsome tree in the Arboretum, but it is doubtful if it carries its beauty to old age. A. amabilis and A. grandis from northeastern North America are handsome young trees here, and A. nobilis from the same region just keeps alive here as a nearly prostrate shrub, although in Methuen, in the extreme northern part of this state, there are handsome and healthy specimens of this fir nearly 30 feet high.—Arnold Arboretum Bulletin.

Henry W. Busch, Detroit, Mich.
Vice-President American Association of Park Superintendents.

Henry W. Busch, Detroit, Mich.

VICE-PRES. AMER. ASS'N. OF PARK SUPTS.

Henry W. Busch, elected vice-president of the American Association of Park Superintendents at the annual meeting of that organization at Hartford and New Haven, Conn., August 24-26, a report of the proceedings of which appeared in our issue of September 6, page 368, is 43 years of age, 15 of which have been spent with the department of parks and boulevards of Detroit, Mich. The park department of that city has but one commissioner, whose appointment is subject to the pleasure of the mayor. All positions of a subordinate nature are under civil service rules, and Superintendent Busch has served under various administrations. In Detroit, there is a saying, "Commissioners may come, and commissioners may go, but Busch stays on forever."

Included in the Detroit system is the famous Belle Isle park, an island of 704 acres, lying in the Detroit river. It was purchased in 1879 for $200,000 and today is valued at $17,000,000.

Milwaukee, Wis.

MARKET SHOWS HEALTHY CONDITION.

Market conditions for the week ending September 20 were the most satisfactory of the month, marked by a considerable increase in funeral work and other sales, and a shortening up in supply. The demand was in excess of the receipts, with the result that prices advanced. The outdoor supply is lessening, and the quality is also suffering. In greens, the market is well supplied.

NOTES.

The large Grand avenue department stores, as well as those on Wisconsin street, who had fall openings last week, again featured very tasty window displays, the work of the A. F. Kellner Co. The variety in the grouping fully demonstrated this firm's ability as decorators.

The younger element—and some of the older ones—will get together and make merry at a harvest dance in costume, which will be held at Keipper's park, September 27.

The regular meeting of the florists' club will be held October 2. Some legal points pertaining to labor will come up for discussion at that time.

Heavy rain, with high winds, followed by hail, visited this vicinity, September 20, but at this writing, no damage to glass has been reported.

Visitors: M. B. Latham, Racine, Wis.; H. Larsen, Menominee, Mich.; M. Hensen, St. Paul, Minn.

E. O.

HARRISONS' NURSERIES
Fruit Trees Budded from Bearing Orchards. Peach, apple, pear, plum, cherry, quince, grape-vines, strawberry plants, raspberries, blackberries, evergreens and shade trees. Catalog free.
Harrisons' Nurseries, Box 39, Berlin, Md.

SNOW QUEEN CANNA
Awarded Certificate of Merit at S. A. F. & O. H. New York Convention. And 100 other notable kinds. Always ask for
SWASTIKA BRAND CANNAS.
The CONARD & JONES CO. WEST GROVE PENN'A.
Robert Pyle, Pres. Ant. Wintzer, Vice-Pres.

Hill's Evergreens
BEST FOR OVER HALF A CENTURY
Small, medium and large sizes supplied.
Price list now ready.
The D. Hill Nursery Co.
Evergreen Specialists Largest Growers in America
Box 404, DUNDEE, ILL.

Ibolium The New Hybrid Hardy Privet (L. Ibota x Ovalifolium) Now sent out for the first time.
One-year field-grown plants, $5.00 each. Summer rooted, frame-grown, $3.00 each. Nov. 25th delivery
THE ELM CITY NURSERY CO., WOODMONT NURSERIES, Inc., Introducers of BOX-BARBERRY NEW HAVEN, CONN

PEONIES

OUR GUARANTEE: WE WILL REPLACE WITH THREE EVERY PLANT BLOOMING UNTRUE TO DESCRIPTION.

TERMS: To new customers, cash with order or satisfactory references. Not less than 25 of one kind at these prices. All shipments made at purchaser's risk. No charge for packing. Offered subject to surplus being unsold upon receipt of order. Strong divisions 2 to 4 eyes.

Net price per 100

Grandiflora Nivea Plena	Large globular milk white very fragrant, first white to bloom.....$20.00
Couronne d'Or	Large ivory white, fragrant, splendid grower, free bloomer. Absolutely the best late white for cut flower purposes...$22.00
Delicatissima	Early, large rose shape, delicate lilac rose, ideal wedding shade. Very fragrant, tall grower. Known locally for over 20 years as the "L. L. L. Pink". Always brings good prices.....$18.75
Docteur Bretonneau	Large deep pink flower, fragrant, vigorous, free bloomer. Splendid keeper in cold storage. Midseason. Also called Lady Lenora Bramwell.....$15.00

IRIS

Best varieties at lowest prices. Send for catalogue of Peonies and Iris.

PETERSON NURSERY, 28 N. La Salle St., Chicago

Baltimore.

DAHLIAS NOW FEATURE STOCK.

Market conditions during the past week have shown considerable improvement. Gladioli are on the wane, and dahlias which are taking their place, may be had in abundance and in many fine varieties. The stock offered this year is excellent, due to proper handling, the result of the good work of the wholesalers in educating the large growers, varieties being shipped separately, packed 50 in a corrugated box, and such lots are sold in the original packages, eliminating unnecessary handling. Red and white roses are still scarce, but very good pinks are to be had to supply the demand, although some of the growers have to cut them before they are fully open.

NOTES.

A fine piece of landscaping, placed in the court house plaza for the Odd Fellows' convention, caused much favorable comment by the public. The work was planned by Charles R. Jones, superintendent of Druid Hill park.

The S. S. Pennock Co. handled 100 American Beauty roses last week, which were secured from out of town, and delivered to the customer in about five hours after the order was received.

Robert Halliday is spending some time in Ocean City, N. J., where it is hoped by his many friends, that the rest at the seashore will bring a speedy return to health.

W. Summers, of Pennsylvania avenue, is prevented from attending to business at his store, but the establishment is ably handled by his efficient manager.

G., JR.

Nashville, Tenn.

STATE FAIR BRINGS GOOD BUSINESS.

"Fair week" proved quite a boon to the florists, with thousands of visitors being entertained in various parts of the city. Corsage bouquets were much worn and proved quite a factor in the demand. Stock in general has been arriving a little more freely. There are many good roses on the market at present, notably Columbia. Carnations will soon be plentiful. Dahlias are coming along nicely and funeral work keeps up to its usual high standard.

M. C. D.

JUST ARRIVED!

Complete Line of Bulbs

Hyacinths, Tulips, Narcissus, Crocus, Narcissus Paper White Grandiflora, Callas, Freesias and Easter Lilies.

Choice Offering of Roses for Forcing or Outdoor Planting.

Also a Select List of Heavy Field-Grown Plants and Hardy Perennials.

CLIMBERS.

	2-yr. old.		3-yr. old.	
	Per doz.	Per 100	Per doz.	Per 100
Dorothy Perkins, Red Dorothy Perkins, Lady Gay, Tausendschon, Philadelphia Rambler	$2.75	$20.00	$3.50	$25.00
Clematis Paniculata, extra large, field-grown	$1.75 per doz.; $12.00 per 100			

HARDY PERENNIALS.

	Per doz.	Per 100		Per doz.	Per 100
Anchusa Italica	$1.10	$8.00	Japanese Iris	$1.10	$8.00
Anemone, Assorted	1.10	8.00	Garden Iris	1.10	8.00
Aquilegia, "	1.10	8.00	Lythrum Roseum	1.10	8.00
Campanula, "	1.10	8.00	Monarda	1.10	8.00
Coreopsis, "	1.10	8.00	Oriental Poppy	1.10	8.00
Delphinium, "	1.10	8.00	Perennial Phlox, Named	1.10	8.00
Digitalis, "	1.10	8.00	Hardy Pinks	1.10	8.00
Gaillardia, "	1.10	8.00	Salvia Pratonsis	1.10	8.00
Helianthus, "	1.10	8.00	Sweet William—All Standard Varieties	1.10	8.00
Hibiscus, "	1.10	8.00			

Also Many Other Varieties of Hardy Plants and Shrubs.

Above offer is subject to immediate acceptance and stock on hand upon receipt of orders.

Our Fall Catalog is now ready for distribution. Ask for your copy.

JAMES VICK'S SONS

ROCHESTER, N. Y. The Flower City

Mention the American Florist when writing

Our Convention Exhibit

Proved our stock to be the best finished and largest assortment of foliage and flowering plants in this country. Quicken your sales with a sample order for the fall opening. **Craig Quality Ferns, Dracaenas, Areca, Crotons, Pandanus** and **Ficus** will bring you profitable business. Order now.

ROBT. CRAIG CO., Branch: Norwood, Pa., **4900 Market St., Philadelphia, Pa.**

Carnation Laddie

Rooted Cuttings, Jan. 1st, 1920, Delivery.
$8.00 per 100; $75.00 per 1000. Order now
A. F. LONGREN,
4249 West Monroe St., CHICAGO, ILL.

CHRYSANTHEMUM SPECIALISTS

Elmer D. Smith & Co.
Adrian, Mich.

Mention the American Florist when writing

Carnation Laddie

R. C., Feby. and March Delivery,
$10.00 per 100; $90.00 per 1000.
The demand for this Carnation will far exceed the supply.
F. DORNER & SONS CO., Lafayette, Ind.

Mention the American Florist when writing

Plant Propagation, Greenhouse and Nursery Practice.

By M. G. Kains.
342 pages, illustrated. Price $1.75.
American Florist Co.
440 S. Dearborn St., CHICAGO

Providence, R. I.

WEDDINGS MOVE CONSIDERABLE STOCK.

Business during the past week has been good with a considerable movement of cut stock occasioned by several weddings. Asters are shortening in supply and prices are now firm. Roses continue to arrive at a good rate and are easily moved. A few chrysanthemums were shown but their poor quality did not entitle them to much favor. Fall bulbs have been received and are selling well, especially Paper White narcissus.

NOTES.

Mrs. P. F. Conley is cutting excellent asters. Boston ferns at her establishment are also showing excellent growth.

John Trottier, of the Westminster Greenhouses, has a new Essex car.

H. A. T.

CINCINNATI, O.—T. D. Long, of Vaughan's Seed Store, Chicago, is here this week attending the convention of the Association of American Cemetery Superintendents.

Asparagus Plumosus and Sprengeri

2¼-inch, $3.50 per 100; $30.00 per 1000
Plumosus Seedlings, $1.00 per 100; $8.00 per 1000

Primula Malacoides

2¼-inch, $5.00 per 100

Variegated Vincas

Field Clumps, $8.00 per 100; $70.00 per 1000.
Rooted Cuttings, ready in Oct., $1.50 per 100; $12.50 per 1000. 90 per cent tip cuttings.

Green Vinca Rooted Cuttings, $1.50 per 100.

English Ivy Rooted Cuttings, $1.50 per 100; $12.50 per 1000.

Good Packing. No Extra Charges.

Muskogee Shrubbery Garden, WHOLESALE FLORISTS
J. Rowley, Mgr.
Muskogee, Okla. P. O. BOX 38

PEONIES

Extra Good Divisions or Undivided Clumps. (Divisions, 3 to 7 eyes.)

Clean, healthy, northern-grown. **Large plants at division prices.** Where wanted for cutting or immediate effect, **we will send undivided plants or clumps to equal the number of divisions ordered.** Six at dozen, 25 at 100 rate; 1000 lots at 10% off 100 rate, applying on 250 or more. Packing free. Prices net f. o. b. St. Paul, subject unsold.

	Doz.	100
Aurora, rare, lilac-white	$12.00	$96.00
Avalanche, large milk-white	3.00	24.00
Baroness Schroeder, blush	11.00	88.00
Coronne d' Or, free blooming	3.00	24.00
Duchess de Nemours, white	2.25	18.00
Madame Crousse, snow white	2.50	20.00
Madame de Verneville, one of the best whites	2.00	16.00
Mons. Dupont, ivory white	4.75	37.50
Venus, delicate shell-pink	12.50	96.00
Germaine Bigot, lilac-rose	14.00	99.00
Grandiflora Nivea Plena	$ 7.50	$ 60.00
Golden Harvest, peach-pink	2.50	20.00
Felix Crousse, deep rose-red	3.75	30.00
Francois Rosseau, intense velvet red; large, perfect rose bloom. **one of the finest reds;** heretofore always sold at $3.00 to $5.00 per division.	15.00	120.00
Madame Victor Verdier, deep rose	3.00	24.00
Mons. Martin Cahuzak, garnet.	30.00	240.00

Offer also:—**New and Rare Peonies**—Le Cygne, Tourangelle, Jubilee, Primevere, Sarah Bernhardt, Lady Alexandra Duff, Therese, Solange, La France, Elwood Pleas, Madame Aug. Dessert, Loveliness, Marie Crousse, Karl Rosenfield, Madame Gaudichau and the Brand Peonies and many others. Write for prices.

THE W. L. MILLER SEED CO., Market Square, **St. Paul, Minn.**

Mention the American Florist when writing

Jos. Heacock Co.,

Wyncote, Pa.

Grower of Kentias.

Mention the American Florist when writing

Improved Bird's Eye —AND— Christmas Joy Peppers

Out of 2¼-in. pots at $6.00 per 100.
Grown from selected stock.

GENISTAS

Very bushy, 3-inch at $25.00 per 100.
4½-inch at $50.00 per 100.

A. L. MILLER, Jamaica, N. Y

Mention the American Florist when writing

PEONIES--CUT FLOWER VARIETIES

Prices Are for Divided Roots with from Two to Five Eyes

WHITE

DUCHESS DE NEMOURS (Calot)
Sulphur white with greenish reflex, cup shape..... Doz. $3.00, 100 $20.00

FESTIVA MAXIMA
Flowers of immense size, 7 to 8 inches in diameter, snow-white with red blotches on edges of center petals..... 3.60 22.50

MAD. DE VERNEVILLE
Guard petals sulphur white, center delicate rose white: one of the most desirable of the white Peonies for all purposes..... 3.00 20.00

MARIE LEMOINE
Large, compact, pure white, cream white center, carmine tips. Fragrant..... 3.00 20.00

QUEEN VICTORIA
White, center petals tipped carmine, large, full bloom, one of the best cut flower sorts. Early..... 2.40 15.00

PINK

EUGENE VERDIER
Delicate flesh pink, very tall, free and beautiful.... Doz. $4.00, 100 $30.00

KOHINOOR
Shell pink, very free, splendid cut flower sort. Mid-season..... 3.00 20.00

MARGUERITE GERARD
Large, compact, semi-rose. Pale hydrangea pink, center petals flecked crimson. 7.00 50.00

SOUVENIR DE G. CALOT
Brilliant rose with silvery reflex..... 3.60 25.00

TRIOMPHE DE L'EXPOSITION DE LILLE
Soft carnation pink with white reflex..... 3.60 25.00

RED

LA GRANGE
Very desirable on account of its striking red color, heavy stem and large, double flowers..... Doz. $4.00, 100 $30.00

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Deep carmine rose, tipped silver with fiery reflex. Semi-rose type. Fragrant. Late..... 3.60 25.00

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Fine full bloom, color very brilliant rose..... 3.60 25.00

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FERNS.

Ferns. A splendid lot for immediate shipment. For varieties and prices see advertisement on front cover page of this issue. F. R. Pierson, Tarrytown, N. Y.

Fancy Ferns, special picked. C. A. Kuehn, 1312 Pine St., St. Louis, Mo.

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If You Do Not Find What You Need in Our Ready Reference Department, Write Us About It.

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Mfg. of wire and wire goods of all descriptions.
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Mfrs. of wire designs for 35 years. Write for list. Joseph Ziska & Sons, Chicago.

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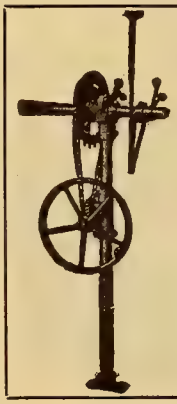

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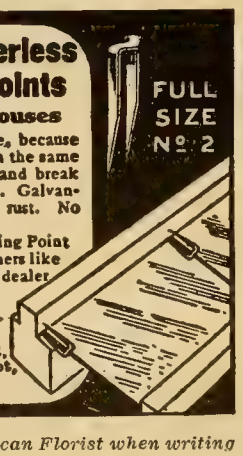

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Vol. LIII. **CHICAGO AND NEW YORK, OCTOBER 4, 1919.** **No. 1635**

THE AMERICAN FLORIST

ESTABLISHED 1885

Copyright 1919 by American Florist Company. Entered as Second Class Matter Nov. 11, 1891 at the Post Office at Chicago, Illinois, under act of March 3, 1879.

PUBLISHED EVERY SATURDAY BY

AMERICAN FLORIST COMPANY,
440 S. Dearborn St., Chicago.
Long Distance Phone: Harrison 7465.
Registered Cable Address: Ameflo, Chicago.

Subscription, United States and Mexico, $1.50 a year; Canada, $2.00; Europe and Countries in Postal Union, $2.50. Volumes Half Yearly From August 3, 1901. Single Copies, 10 cents.

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The thirty-sixth annual convention will be held at Cleveland, O., August, 1920.

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AMERICAN DAHLIA SOCIETY.

Annual Meeting and Exhibition at New York, September 23-25.

Best Show in Society's History.

The American Dahlia Society held its annual meeting and exhibition, mention of which was made in last week's issue, page 518, in conjunction with the eighty-eighth fair of the American Institute of the City of New York in the Engineering building, that city, September 23-25, and President Vincent, the officers of the society and Secretary W. A. Eagleson of the board of managers of the American Institute have every reason to be proud of the successful exhibition. One may state without hesitation that it was the best show ever held by the society, and the finest display of dahlias ever seen in New York. The doors were thrown open to the public at 7 p. m., September 23. Throughout the day, while rain was falling, sometimes in torrents, an outlook not auspicious for a large opening attendance, Manager William Rickards and his assistants and the exhibitors were hard at work staging the displays, but the doors had not been open an hour before the hall was thronged with admiring visitors.

Two hundred years ago or more, Milton wrote:

"Wherefore did nature pour her bounties forth
With such a full and unwithdrawing hand,
Covering the earth with odors, fruits, and flocks,
But all to please and sate the curious taste?"

A century later, Cooper wrote:

"The earth was made so various, that the mind
Of desultory man, studious of change
And pleas'd with novelty, might be indulged."

It must be conceded that man himself has done much to assist nature to "sate the curious taste," and in the production and hybridizing of dahlias we have a noteworthy example. The great variety in size, form and color of this flower will continue to be a source of wonder and admiration to inquiring minds. Confining ourselves strictly to this exhibition, although the hall was large—to be exact, two halls were thrown into one—all the available space was taken. Limited room was given to gladioli, roses, fruit and vegetables, but by far the larger part of the exhibits were dahlias. The standard sorts of this flower are generally known, but the variety in types and colors seen in this exhibition were almost bewildering.

The show and exhibition varieties, as a matter of course, were prominent. With so much good stock, it is not easy to particularize. In the variegated types, there were novel features. One, named Contrast, is a bright pink to the tips, which are pure white. Another, Freckles—appropriate name—reminded us that Thanksgiving is near, as it is spotted like a turkey's egg. The singles were not very prominent, as it is well known that they are bad shippers. Some of the older favorites were seen in good form, but new varieties and types come so fast that it is almost unsafe to classify new and old. We will mention a few that were good: Nina, Kalif, Mrs. Charles Baeck, Dutchess of Brunswick, Judge Mareau, Mrs. Addison Pratt, Glory of Argonne, General Pershing, Victory, Conquest, Cactus, Delice, Thais, Yellow King, Princess Julianna, Mrs. Hugh Dickson, and King of Autumn.

W. A. Manda, South Orange, N. J., had a table of his new and large crimson dahlia, Mandaina, which will be disseminated next spring.

Richard Vincent, Jr., & Sons Co., White Marsh, Md., made a good exhibit of King of Autumn and other varieties, but not in competition.

Charles H. Totty, Madison, N. J., made fine exhibits of his new roses, Madame Butterfly and Frank L. Dunlop.

W. W. Wilmore, Denver, Colo.
Vice-Pres. of the American Dahlia Society, Representing the West.

The Duckham-Pierson Co., Chatham, N. J., exhibited fine stock of the roses, Premier, Columbia, Hadley, Mrs. Charles Russell and Ophelia.

The judges for the exhibition were as follows: Professor George Fraser, Storrs, Conn.; J. C. Clark, Riverton, N. J., and John S. Vincent, White Marsh, Md., for the American Dahlia Society. For the American Institute: Peter Duff, Orange, N. J.; William Turner, Rumson, N. J., and James Duthie, Oyster Bay, N. Y.

In an article published in the garden section of the New York Sun, September 28, referring to the exhibition, there was the following: "One unfortunate circumstance only is to be recorded, and that is that an inferior dahlia was given the name of the late J. Harrison Dick, secretary of the society. This dahlia seems to have been selected by force of circumstances. It is not one that will ever become popular, nor can it be recommended either for amateur gardeners or for florists' purposes. It is to be hoped that the name will be withdrawn and given to a much more worthy subject."

The Business Session.

The annual meeting of the society was held in the Engineering building on the afternoon of September 23. President Vincent delivered his address and the reports of Secretary Pepper and Treasurer Austin were read. The report of the nominating committee, composed of George L. Stillman, George W. Kerr and James Duthie, was read by Mr. Stillman, recommending the following slate, which was elected: Richard Vincent, Jr., White Marsh, Md., president; George L. Stillman, Westerly, R. I., first vice-president, representing the north; George W. Kerr, Doylestown, Pa., second vice-president, representing south and east; James Duthie, Oyster Bay, N. Y., third vice-president, representing Long Island and New York; W. W. Wilmore, Denver, Colo., fourth vice-president, representing the west; Major N. F. Vanderbilt, San Rafael, Calif., fifth vice-president, representing the Pacific coast; Wm. J. Rathgeber, New Haven, Conn., treasurer; Edward C. Vick, New York, secretary. Executive committee: I. S. Hendrickson, Flowerfield, N. Y.; P. W. Popp, Mamaroneck, N. Y.; Richard Appel, New York; C. Louis Alling, New Haven, Conn., and W. C. Noonan, Locust Valley, N. Y. Nomenclature committee: Professor George Fraser, Connecticut Agricultural College, Storrs; James Kirby, Huntington N. Y.; E. Stanley Brown, East Moriches, N. Y.; I. N. Sailor, Richmond Hill, N. Y.; N. Harold Cottam, Wappingers Falls, N. Y.

Professor Fraser reported for the judges on the dahlias planted in the trial garden at Storrs, Conn., and stated that 45 varieties had been planted of which 25 had scored high enough to be awarded certificates. A detailed report will be made later.

A strong resolution was passed, endorsing the opposition offered by other societies to Plant Quarantine No. 37, and directing the secretary to send copies to the federal horticultural board and the secretary of agriculture.

On the evening of September 23 President Vincent and Secretary Pepper arranged for a dinner at the Hotel Grand which was thoroughly enjoyed by the officers of the society, the judges of the exhibition and a number of the society's members. Among those present was President-elect A. L. Miller, of the Society of American Florists.

Geo. W. Kerr, Doylestown, Pa.
Vice-President American Dahlia Society, Representing the East and South.

President Vincent's Address

Once more, my friends and fellow members of the American Dahlia Society, we are gathered together in this great city of New York, but under much brighter conditions than a year ago, and we believe that our efforts to make the present exhibition the greatest in the history of the society have been realized. The past year has been an eventful one in many ways and a number of unexpected problems have arisen for us to solve, but we have aimed to meet conditions to the best of our ability and have succeeded to a certain extent, and we believe that the prospects for our future are bright.

Membership.—As a result of the war, labor shortage and other factors, especially the change in secretaries, our membership during the past year did not increase as expected or double in numbers as was our earnest desire, to make the organization one of the strongest in the United States, or as strong as our kindred societies. We hope, however, that peace, happiness and prosperity may endure forever, and that the people throughout the world may become more anxious to see their homes decorated with beautiful flowers than with the trophies of war. Under the happy auspices of peace, may I ask every member of the American Dahlia Society to earnestly strive for the upbuilding of the organization, but let us not be selfish, but help other societies as well as our own, especially the parent body, the Society of American Florists, whose slogan is "Say It With Flowers" and whose members are doing everything possible to increase the love for and a greater use of flowers. Kindly do your part and you will help the world to be brighter and more beautiful.

The American Institute.—Thanks to the kindness and help of the American Institute of the City of New York, we are again able to meet under the most favorable conditions and invite our friends and all dahlia lovers to enjoy with us the company of its officers and others connected with this splendid exhibition. We thank the officers and management for their liberality and kindness and sincerely hope that our exhibitions under their auspices may continue to grow and prosper as the years go by so that we may educate the public to the beauty of nature in the use of flowers.

Bulletin's "Inquiry Department."—As president of the society I receive numerous inquiries by letter as to varieties suitable for different purposes, planting, manuring, insect pests, the handling of bulbs, etc. Some of these queries are easy to answer, while others, to one like myself, who "does not know it all," are puzzling. If answered by letter, it is only the individual or club that is benefitted, whereas if asked and answered through the society's Bulletin, many may be helped. Therefore, I suggest that our next year's Bulletin contain an "Inquiry Department."

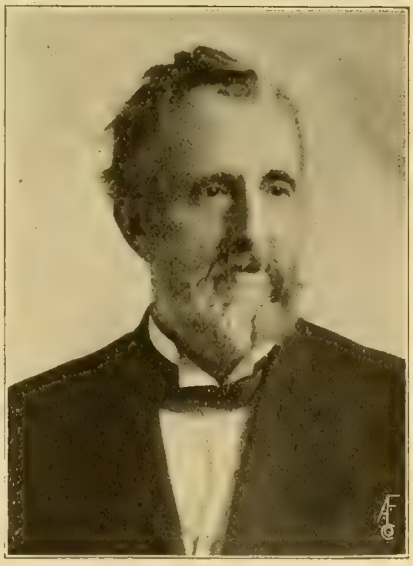
Funds.—The returns from the memberships are not up to expectations, There are several reasons for this, but we are hoping for the best in every way, and I think our treasurer's report will show up fairly good. A few years ago, several of us started a permanent fund,

Edward C. Vick, Newark, N. J.
Secretary American Dahlia Society.

DAHLIA PRINCESS JULIANA.
Ten-Acre Field of This White Variety and Geo. Wolfrum and Family, Berlin, N. J.

but this matter has not been pushed as it should have been; in fact, few of our members knew of it and its advantages. I sincerely hope that the present meeting will bring results to the end that we will have an increase in the number on the life membership roll. The California Dahlia Society, which is affiliated with our organization, is certainly doing wonderful work, and its members are surely interested, according to reports in the Bulletin. We also have the support of a number of garden clubs and other bodies of similar character, several having joined during the year, and we expect more will affiliate with us in the near future.

New varieties.—The increasing number of new varieties has made extra work for the society in preventing duplicates being placed on the market or flowers similar to those already in existence. In the last few years, since the formation of our society, there has been increased interest in the propagation of seedlings. Some of these, even those introduced by amateurs, are the equal to any that have ever been produced, while others, however, have been given names, although having no special qualities whatever over existing varieties. Our friends on the Pacific coast, as well as our members in other parts of the country, have produced some beautiful flowers that are distinct from any grown elsewhere. It appears from Plant Quarantine No. 37 that we will have to depend on this country for new varieties and I here say that I believe that we are equal to the situation and can hybridize and produce new types that are as good as any raised any place in the world.



Richard Vincent, Jr., White Marsh, Md.
President American Dahlia Society.

Nomenclature Committee.—The nomenclature committee of the society met in New York last spring with a view to classifying some of the hybrid types that have been introduced within the past year or two, a feature that puzzled the judges at the shows during that time. There has been a change in the formation of new types and hybrids produced for which no class has been formed. We believe that we have this straightened out for the present, but no one can say how long it will last, for we are only at the beginning of dahlia breeding and some astonishing novelties may be looked for in the near future.

Trial Grounds.—Some years ago after the organization of our society, we established trial grounds under the supervision of Professor Hall, at the New York experiment station at Geneva. Professor Hall, through sickness, had to relinquish the care of it, and the necessity of having one not too far from New York, confronted us. Professor Fraser of Storrs, Conn., undertook the work, although it was impossible to accomplish very much the past season on account of limited time. The results show for themselves as per report of the committee, which will be given at this meeting. We hope, with cooperation of members, another season, to be able to show the progress of the trial grounds to better advantage and for the good of all concerned by giving a complete list of the best varieties for the garden, for cut flower purposes and also the elimination of all old and practically useless varieties. We want the help this coming season of all our members, not only to increase our membership, but to increase the interest in the planting and the cultivation of dahlias. The dahlia stands for loyalty, and if you love the flower, and who does not who has any love for the beautiful, then be loyal to her cause, and "Say It With Flowers," and dahlia flowers whenever in season.

If you have a spare bulb, give it to your neighbor who has none, with the request that he plant it, and if he is

successful, you will have made another dahlia lover and possibly a member of the society. We want members, and we want to see the dahlia growing in every home garden, wherever possible, so fellow member, not only grow dahlias, but talk dahlias, and the results will follow.

And now in conclusion, as your retiring president, I want to thank all, both officers and members, for your forbearance, courtesy and kindness to me as your presiding officer during the past year. We have striven together to bring the results we see before us today, and we can return to our homes, rejoicing that we have made this world look brighter and better to someone by seeing the beautiful coloring of nature as exhibited here today in this wonderful exhibition, and may the education given, be the means of making more homes and gardens beautiful and Godlike.

Secretary Pepper's Report.

Although taking office only on January 1, superseding, by appointment, Mr. Lewis, whose business duties prevented him longer acting as secretary, this report covers the period since our last annual meeting. While then quite unfamiliar with the details of the society's work, I have, through the very kind assistance of my brother officers and members of our directorate, endeavored to carry the society's work forward, and am pleased to report, that in spite of the somewhat adverse conditions experienced very generally in the commercial world, the society has had a fairly successful year.

The roll of membership at present contains 310 names, of whom 202 have already paid their dues for 1919. Four have asked to be dropped from the roll at the close of the year. Compared with last year's record, a slight advance in membership is shown, and, everything considered, the society is to be congratulated on having fully maintained its strength during a most trying period. The great and continued interest of our esteemed member, Geo. L. Stillman, of Westerly, R. I., in the society, has been demonstrated in the number of applications for membership sent in by him; and our worthy president, R. Vincent, Jr., has also rendered material assistance in this direction. Inasmuch as in all lines of amateur and professional work there is much personal association one with another engaged in it, it is a matter for regret that a very small proportion only of our new members join through the solicitation of our older members, generally. If each member would take it upon himself or herself to procure one new member during a year, the membership would be doubled in a very short time.

The society has published three issues of the Bulletin since our last annual meeting, and two more are anticipated before the close of the year, one about the end of the present month, the other in November. Thereafter, under instructions from our executive board, publication of the Bulletin will be continued bi-monthly. It is intended to enlarge the scope of the publication, making it more educative in character, and opening departments in the conduct of which our members are invited to join. The great improvement in the different forms of our cherished flower, and the various methods of advancing both quality and form now in practice, should furnish details for discussion which would make the six issues of the Bulletin during a year highly interesting. The circulation will, in future, be sufficiently valuable to advertisers to induce advertising patronage sufficient to at least defray a goodly portion of the expense of printing, which nowadays is a serious item, as most of us know who have anything to do with the production of printed matter. Our Bulletin is an important factor in our success, and if its scope can be enlarged a little, the resulting benefit to the society would be very great.

Our trial garden at the Connecticut Agricultural College, Storrs, has proved to be highly successful in its first year's operation. Those of your officers who had the privilege a day or two prior to this meeting to examine the exhibits planted in the garden can testify as to the great value of this splendid adjunct to our work, and the efforts of Professor Fraser to make the garden the success that it is, should be rewarded with the most hearty thanks of our membership. The report which Professor Fraser will make covers the results of his work and the awards recommended.

Your executive board has met several times during the year just closed, and at their meetings the various details of our work have been thoroughly discussed and directed. Rules for the conduct of our trial garden, and an official scale of points for judging dahlias were framed and adopted, as published in the Bulletin. The meetings of the board were well attended, and held at no slight sacrifice of time on the part of members, some of whom came long distances to attend.

Dahlia Awards, Storrs Trial Gardens.

The following seedlings received certificates when the varieties in the trial gardens at the Connecticut Agricultural College, Storrs, were scored by officials of the American Dahlia Society, September 20. The figures represent the number of points; the letter before the figure whether exhibition or commercial; the letter after the figure, the type, as D. decorative; H. C., hybrid cactus, etc.:

G. H. Mastick	E.	79½	D.
Amy Robsart	E.	88½	P.
Quentin Durward	E.	75	D.
Esther Lynn	E.	91	
	C.	83	
Yellow de Luxe	E.	84	D.
Splendid No. 762	E.	90	H.C.
Lavender Pink	E.	83	D.
The Millionaire	E.	88	D.
Lady Helen	E.	91	H.C.
	C.	87	
King of Shows	E.	85	S.
Perfect Beauty	E.	82	
Maurentia	E.	78	C.
Aquitania	E.	84	H.C.
Catherine Wilcox	E.	83	D.
	C.	82	
No. 701	E.	80½	C.
No. 702	E.	81	C.
No. 706	E.	86	C.
No. 707	E.	83	C.

DAHLIA VASE.
Flowers 5 to 8 Inches Diameter.

No. 16 Cactus	E.	89	C.
Geo. E. Alling	E.	80	D.
Margaret Douglass	E.	90	D.
	C.	90	
No. 130	E.	76	D.
No. 1, Dark Red	E.	81	H.C.
Mrs. A. C. James	E.	86	C.
Seawanhaka	E.	86	D.
No. 182, Louise C. Beach	E.	91	P.

The scale of points used in judging was as follows: Exhibition vars.—Color, 20; stem and foliage, 25; substance, 15; form, 20; size, 20; total, 100 points. Commercial vars.—Color, 25; stem and foliage, 25; substance, 25; form, 15; size, 10; total, 100.

The Awards.

Cut Flowers—Commercial Growers Only.

Best collection of 50 varieties, one flower of each, at least four types—M. F. Jost, East Haven, Conn., 1st; W. D. Hathaway, New Bedford, Mass., 2nd.

Best collection of 25 varieties, one flower each, at least three types—M. F. Jost, 1st; W. C. Noonan, Locust Valley, N. Y., 2nd.

Best collection of 10 varieties, one flower each—M. F. Jost, 1st; W. C. Noonan, 2nd.

Best display of single dahlias, 100 flowers—Mills & Co., Mamaroneck, N. Y., 1st; N. Harold Cottam & Son, Wappingers Falls, N. Y., 2nd.

Best display of cactus dahlias, 100 flowers—W. D. Hathaway, 1st.

Best display of pompon dahlias, 100 flowers—A. W. Davidson, Ansonia, Conn., 1st; W. D. Hathaway, 2nd.

Gardeners and Amateurs Only.

Best collection of 50 varieties, one flower of each—Judge Mareau (John Harding, Gr.) Green's Farms, Conn., 1st; John H. Wiegand, Westville, Conn., 2nd.

Best collection of 25 varieties—John Harding, 1st; John H. Wiegand, 2nd.

Best collection of 12 varieties—John H. Wiegand, 1st; John Harding, 2nd.

Best display of single dahlias, 50 flowers—Mrs. F. H. Allen (James Lenane, Gr.) Pelham Manor, N. Y., 1st; Sarah M. Wakeman, Southport, Conn., 2nd.

Best display of cactus dahlias, 50 flowers—Sarah M. Wakeman.

Best display of pompon dahlias, 50 flowers—James Lenane.

Open to All.

Best vase, 25 blooms show dahlias, yellow, one named variety—N. Harold Cottam.

Best vase, 25 blooms show dahlias—Sarah M. Wakeman, 1st; N. Harold Cottam, 2nd.

Best vase, 25 blooms show dahlias, pink—N. Harold Cottam.

Best vase 25 blooms show dahlias, any other color—N. Harold Cottam.

Best vase, 25 blooms yellow decorative—N. Harold Cottam & Son, 1st; Emily Slocombe, New Haven, Conn., 2nd.

Best vase, 25 blooms white decorative—M. F. Jost.

Best 25 blooms, pink decorative—N. Harold Cottam & Son.

Best vase, 25 blooms decorative, any other color—N. Harold Cottam & Son, 1st; Sarah M. Wakeman, 2nd.

Best vase 25 blooms yellow cactus—N. Harold Cottam & Son.

Best vase 25 blooms white cactus—N. Harold Cottam & Son.

Best 25 blooms pink cactus—N. Harold Cottam & Son.

Best vase, 25 blooms cactus, any other color—Emily Slocombe, 1st; N. Harold Cottam & Son, 2nd.

Ten varieties, peony-flowered, three each, long stems—W. C. Noonan, 1st; N. Harold Cottam & Son, 2nd.

Ten varieties, cactus, three each, long stems—W. C. Noonan, 1st; N. Harold Cottam & Son, 2nd.

Ten varieties, show and fancy, three each, long stems—N. Harold Cottam & Son, 1st; C. Louis Alling, West Haven, Conn., 2nd.

Ten varieties, decorative, three each, long stems—Sarah M. Wakeman, 1st; N. Harold Cottam & Son, 2nd.

Eight varieties pompons, three each, long stems—A. W. Davidson, first; C. Louis Alling, 2nd.

Eight varieties, single, three each, long stems—Mills & Co., 1st; N. Harold Cottam & Son, 2nd.

Best vase of peony-flowered, eight varieties—C. D. Smithers, (Thomas Henderson, Gr.) Glen Cove, N. Y., 1st; W. C. Noonan, 2nd.

Best vase cactus, six varieties—J. Gowans, Leonia, N. Y., 1st; W. C. Noonan, 2nd.

Best vase show and fancy six varieties—Sarah M. Wakeman, 1st; James Lenane, 2nd.

Best vase decorative, six varieties—Sarah M. Wakeman, 1st; W. C. Noonan, 2nd.

Best vase pompon, six varieties—W. C. Davidson, 1st; James Lenane, 2nd.

Best vase singles, six varieties—Mills & Co., 1st; W. C. Noonan, 2nd.

Twenty-four cactus, distinct varieties, short stems—N. Harold Cottam & Son, 1st; C. Louis Alling, 2nd.

Twenty-four decorative and hybrid show, distinct varieties, short stems—C. Louis Alling, 1st; Thomas Proctor, 2nd.

DAHLIA BASKET.
Flowers 4 to 7 Inches Diameter.

Twenty-four ball shaped dahlias, distinct varieties, short stems—Sarah M. Wakeman, 1st; W. D. Hathaway, 2nd.

Best vase 12 scarlet dahlias, any one variety, long stems—Frederick Utter, Harrison, N. J., 1st; John Lewis Childs, Flowerfield, N. Y., 2nd.

Best vase, 12 white, any one named variety—Sarah M. Wakeman, 1st; A. W. Davidson, 2nd.

Best vase, 12 yellow, any one named variety—John Lewis Childs, 1st; C. Louis Alling, 2nd.

Best vase 12 pink, any one named variety—Peter Hauck, Jr., (May Schneider Gr.) East Orange, N. H., 1st; Sarah M. Wakeman, 2nd.

Best vase 12 variegated, any one named variety—John Lewis Childs, 1st; Alfred E. Doty, New Haven, Conn., 2nd.

Best vase, 10 variegated dahlias, 10 named varieties, long stems—N. Harold Cottam & Son, 1st; W. D. Hathaway, 2nd.

Special Premiums.

Finest and most meritorious display of dahlias, 100 square feet or more—Leonard & Weber, Trenton, N. J.

Best exhibit of varieties originated by the exhibitor, Silver medal of the Toronto Horticultural Society—George L. Stillman.

Best display of six vases of collarette dahlias, distinct varieties—W. R. Coe (Thomas Proctor, Gr.) Oyster Bay, N. Y., 1st; N. Harold Cottam & Son, 2nd.

Best bowl or vase decoration of peony-flowered or decorative—Meacham & Sherman, Stratford, Conn., 1st; C. Louis Alling, 2nd.

Best basket or hamper decoration of cactus dahlias—C. Louis Alling, 1st; Young & Nugent, New York, 2nd.

Best table centerpiece of dahlias for effect—A. W. Butler, (John T. Hall, Gr.) Mt. Kisco, N. Y.

Best decorative vase of ball-shaped double dahlias, W. Atlee Burpee's silver cup—C. W. Noonan.

Best vase of long stemmed dahlias, one variety, six flowers—John Harding, 1st; C. W. Noonan, 2nd.

Best vase of modern cactus dahlias, 12 flowers, not less than four varieties—J. Gowans, Leonia, N. Y., 1st; C. W. Noonan, 2nd.

Best vase of long-stemmed cactus or hybrid cactus—E. D. Adams, (W. H. Waite, Gr.) Rumson, N. J.

Collection, not over 25 varieties, any or all types—Ralph W. Clark, Brocton, Mass., 1st; Meachem & Sherman, 2nd.

Best unnamed tested seedling dahlia—Mrs. C. H. Stout, Short Hills, N. J.

Best vase of long-stemmed peony-flowered dahlias—W. C. Noonan.

Best vase of any type arranged for decorative effect—Mrs. T. Thomas, Short Hills, N. J.

Best vase of mixed dahlias—Thomas Proctor.

Collection, not over 12 varieties—J. Gowans.

Best vase of 12 blooms hybrid cactus—Eugene R. Hein, Central Park, N. Y., 1st; Sarah M. Wakeman, 2nd.

Best packed box of dahlias for shipment—Leonard & Weber, 1st; Warren W. Maytrott, Vineland, N. J., 2nd.

Vase of not over 12 seedling dahlias, 1919—Mrs. C. H. Stout.

Best three flowers, any color, on long stems—The Dahlia Farms, East Moriches, N. Y.

Largest flower in the show—John Harding.

Best display of cut dahlias—John Harding.

Fifty varieties, one flower each—John T. Hall.

New dahlia named Mrs. George Schlagel—George Schlagel (S. G. Milosy, Gr.).

Fancy display of dahlias—Max Schling, New York.

American Dahlia Society's silver and bronze medals for the best exhibits in the show—Stumpp & Walter Co., New York, 1st; J. H. Bowman, Paterson, N. J., 2nd.

For Rose Madame Butterfly—Chas. H. Totty Co., Madison, N. J.

For 50 varieties of dahlias—Mrs. Howell Wooley, Long Branch, N. J.

Gladioli.

Best 25 named varieties, three spikes each—Mills & Co., 1st; John Lewis Childs, 2nd.

Best ten named varieties—Mills & Co., 1st; The Dahlia Farm, 2nd.

Miscellaneous Cut Flowers.

Best 20 vases hardy perennials, herbaceous—A. A. Rosin, Rochester, N. Y.

Best collection of annual flowers—A. A. Rosin, 1st.

THE RETAIL TRADE

Conducted by Robt. Kift, Phila., Pa.

Hollywood Gardens' New Home.

The accompanying illustration shows the handsome new store of the Hollywood Gardens, Seattle, Wash., which was opened to the public, September 2, in the Washington Annex building, the corner location being an ideal one in the center of the shopping and theater district and directly opposite the city's leading hotel. One of the attractive features of the store, which is one block north of the former location, where the business was so successfully conducted for the past 10 years, is the fine window display, both on the entire front and side of the establishment, which also provides excellent light for the interior. The prevailing colors in the store decoration are peacock blue and light yellow, which as a background to the flowers offers a most pleasant effect. The store throughout is equipped with every modern convenience, and has 1,000 square feet of basement floor space where all commercial and design work receives attention. William Holmes, formerly of Pittsburgh, Pa., is manager of the decorative department. The Hollywood Gardens is one of the oldest members in the Florists' Telegraph Delivery, representing Seattle.

Florists' Telegraph Delivery.

There is no one feature that applies to the sale of cut flowers that has so greatly benefited the retail branch of the business as this combination of live-wire storekeepers. It looks very simple and easy now, but it took men with vision and energy, men who were, in the early days, up against the stone wall of indifference, and but for whose foresight and progressiveness, the whole scheme would still be in the visionary stage. All honor is due C. B. Whitnall, Henry Seibrecht, the late J. A. Valentine, Wm. F. Gude, Albert Pochelon, Irwin Berterman, and other of the pioneers, who surmounted all obstacles, and finally made practical the selling of flowers by telegraph and placed the association in its present enviable position.

The organization, under the brilliant leadership of President W. F. Gude, and that indefatigable worker, Secretary Albert Pochelon, has doubled its membership in the past three years, and thereby greatly increased its efficiency. With its 1,200 or more members, representatives of the business in every state in the union, there is being created new business of a magnitude that would not have been thought possible a few years ago.

The retail florist who does not tie up to this live wire organization, is missing one of the greatest aids to the creating of new business, as is the member, who after joining, sits tight and waits for the orders to come in. "He's a hustler," is generally the description that is given of the successful business man, one who is not satisfied to wait for the trade to come in, but who goes after it in every legitimate way. His success is in proportion to his energy. The F. T. D. sales system, or the creation of new business, by the machinery of the organization, is set in motion by each individual member in his own store. It has to be kept running to make it pay. Its capacity is unlimited, there being absolutely no clogging of its well-oiled wheels. There must, however, be a congenial atmosphere in which to get the best results. An enthusiasm and belief in its possibilities, that finds expression in publicity, so that every patron of the store is sure to know of this instantaneous, nation-wide delivery of cut flowers.

This absolutely necessary co-operation cannot be too forcibly presented to all members; the fact that flowers can be delivered to any city, town or community in the United States or Canada, within the hour or two hours, is known to comparatively few flower buyers, many of whom would be only too glad to make use of this service.

Every order successfully carried out means new customers for the association; the sender or recipient are alike enthusiastic over its novelty, and are sure to speak of it to their friends.

The extent of the business is variously estimated as now amounting to from $1,500,000 to $3,000,000 a year. This is a volume of trade that has practically been created and made possible by the association. In this, as in every new co-operative movement, there are little difficulties and annoyances that have to be overcome and smoothed out. They are much the same as are constantly occurring in one's own store. Customers sometimes expect to pay $1.50 per dozen for roses when the price is $3. Following a diplomatic explanation, they take the money's worth, of these or something else and go away better informed and satisfied. It is the same with the order received by telegraph. One cannot give $3 worth for $1.50, but the common sense way out, is to furnish $1.50 worth of the flowers desired, or substitute something that will make as good a showing as possible for the money.

The small order is a bugaboo to many who are prone to make a mountain out of a mole hill; they are glad enough to take small orders for home delivery themselves, for in their careful execution they are building up their trade, and should therefore welcome them from association members, as when satisfactorily filled, they are almost sure to increase their local trade.

Orders, as far as possible, should be made to read: Not specified quantities, but money's worth of the article desired. Many are continually doing things that they themselves condemn. An order received for 12 red roses, or two dozen carnations, without stating price, will at once call attention to the unbusiness like method of sending orders. It is always best to look your telegram over before sending, as one just received, and see if the order could be intelligently filled and delivered in your own store without further instructions.

The greatest care in orders should be given to correct spelling of names and initials; also, street numbers, north, south, east and west, and the state in which the city or town is situated. Spell the state out, as so many abreviations are similar.

Every order by telegram should be immediately verified by letter, as frequently this notice, arriving in time, contains in detail information that makes for the better execution of the order.

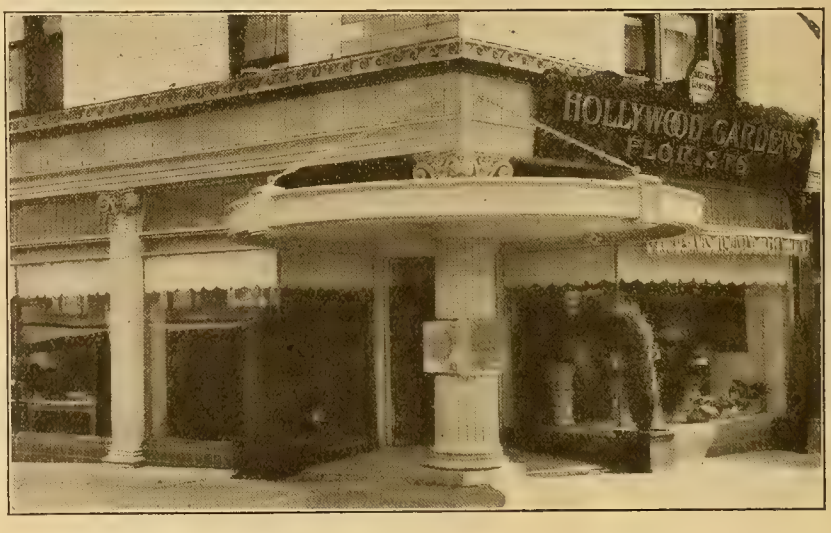
When orders are received, there should also be an immediate acknowledgement by mail, that the order is understood, and will receive best attention. This is of great assistance to your correspondent at times, which frequently occur, when the party receiving the flowers does not promptly acknowledge them, and there is then doubt as to whether the order was properly carried out.

Responsibility of all members has been established by the guarantee fund, but it is up to every retailer to improve and establish his credit by the prompt payment of all bills immediately on presentation. Carelessness in this important matter is nearly always attributed to inability, and future transactions are viewed with distruct.

The schedule of telegraph rates to all principle cities, which can be secured from the companies, should be on hand for immediate reference. When orders are for localities in which no members of the association are listed, it is best to send in care of the nearest member, rather than trust the message to uncertain addresses, which may be returned the next or several days later as undeliverable.

Next week in the Flower Shop.

As the season opens up, it will be some time before business gets to running smoothly, several days of brisk demand being followed by depressions that are quite discouraging. These conditions will not worry the man who is on the right track, who keeps in touch with his customers and whose stock,



HOLLYWOOD GARDENS' HANDSOME NEW STORE, SEATTLE, WASH.

while not over abundant, is kept fresh and well displayed.

Goldenrod is now at its best, and while a wayside blossom, is well worth carrying. Many nice decorative effects can be arranged with goldenrod and fall asters, which are also coming in.

Hydrangeas are coloring up; they will soon be at their best, when greens and reds are found on the same head of bloom. They are cheap, and can be used in store and window decorations with good effect.

Dahlias will be the leading flower for the next three weeks. Select certain varieties. Delice is a fine pink, Minnie McCullough a good orange, and Jack Frost a real velvety Hadley red. Autumn King is a large fancy variety, one of the best. There are many other standard every-day sorts, several of which should be carried in stock. The recognized best wholesale method of handling dahlias, is to sell only on orders, which are packed at the dahlia farms, and delivered direct through the dealer to the stores, without repacking. Retailers then receive what they desire, and get the flowers in the best possible condition. In the old way of selecting 25 or 50 of a variety from a box of 200, at least 25 per cent of the flowers were more or less bruised, and the remainder, lying on counters in the wholesale house, open to the air, soon wilt or lose their fresh appearance. Dahlias are a little difficult to handle. They must be kept out of drafts, and not so crowded in vases as to bruise or crush one another. Any impact is almost sure to cause an injury that will discolor the flower. Feature a window of small vase baskets, filled with all one color dahlias, such as the orange-shaded Minnie McCullough, or Country Girl, a narrow ribbon bow on the handle, with a sprig or two of autumn leaves, and there is something at once attractive and salable. This can be repeated in other colored flowers and baskets. For variety, fill a lot of boxes with one dozen in each. Tie up a few empty boxes with a trifle of outside trimming, such as a sprig of autumn leaves, a spray of fall asters, and a nice dahlia. Arrange these with the filled boxes. They will make a showy window. A conspicuous price card will soon start them off on their way to "Say it With Flowers."

A wedding window is now in order, as the first two weeks in October is generally the period for many of these social events. While the orders for such occasions are generally given considerably ahead, yet for various reasons, many leave the decorations to the last, and there is yet time to make a bid for this work. A bride's shower bunch, a couple of bouquets or hat baskets for the maids, little baskets for the flower girls, and a decorated kneeling stool, will at once suggest the wedding. A card, "Wedding decorations our specialty," will suggest and cause a more careful inspection.

A card, calling attention to some little special the store is offering, sent to the list of customers, is almost sure to give an extra impetus and bring new business.

A fern special, describing plants in popular sizes for room decoration, may be just what is required to give the finishing touch.

The great variety of dahlias, now in the market, are worth a special invitation. It will be easy to get a few flowers of a number of varieties, with some especially large ones, as single specimens. These, each variety labeled, will attract attention, for which orders for the plants can be taken for delivery next spring.

It is getting near the time of the annual convention of the Florists' Telegraph Delivery at Buffalo, N. Y., October 14-15. Each recurrence of the annual meeting of this body of retailers is, on account of its rapidly growing membership, more interesting than the last. As a factor in obtaining new business, it is most important, and any retail florist who does not tie up to this organization, and feature its well laid plans for nation-wide delivery of cut flowers, is putting aside one of the greatest helps to his business. Get on the wire today. It will pay you.

National Publicity For Flowers.

The fall advertising in connection with our campaign commences with a two column display in the issue of Collier's Weekly for October 4, the circulation of which is over a million copies. Other prominent weeklies will be used at the start, and principally throughout November. The monthlies will be used throughout December, their dates of issue being early in November, so that Thanksgiving and Christmas business will be featured, colored pages being used in the Metropolitan Magazine, Century, Atlantic Monthly, Harper's, Scribner's, Review of Reviews, World's Work and Munsey's.

ONE OF J. BOLGIANO & SON'S FLEET OF TRUCKS.
They Were First Prize Winners in the Baltimore Automobile Parade.

Bolgiano's Prize Winning Trucks.

The fleet of automobiles of J. Bolgiano & Son, Baltimore, Md., in the big automobile parade in that city, September 20, in which 1600 trucks were entered, one of which, is shown herewith, were the prize winners for the best decorated vehicles. The Bolgiano garden float, which led the fleet was very unique. It was composed of a miniature garden, which contained asparagus, beans, carrots, lettuce, beets, cabbage, endive and tomatoes, laid off in rows, and actually growing. The tomato vines showed quantities of fine rosy, red fruit. Flowers were not overlooked, as one corner of the garden was devoted to flowering plants, all in full bloom. Working the garden was an attractive young lady, attired in the garb of a farmerette, assisted by a farmer boy, who was propelling a wheelbarrow filled with vegetables, presumably just having picked them from the garden. The front of the truck was beautifully decorated with flowers and vines. Each department of Bolgiano's Seed Store was advertisingly represented by a truck in their fleet. A large two-ton vehicle carried a full load of poultry food and following this came a truck with a load of coops of live poultry. Other trucks followed, displaying articles of interest to the poultryman, also lawn grasses, implements and fertilizers for the lawn, window boxes, palms, ferns, and bulbs for home decoration.

Our committees would have gone much further, had their original plans been possible of accomplishment. It is not their policy to contract for more publicity than the funds in sight will warrant. Space in the mediums used is very expensive, and a $20,000 appropriation is not made without considerable thought. The committees' work, as laid down, is handicapped by the very slow materialization of subscriptions. The influx of contributions may be quite good for a week or two, then comes a lull, showing that many florists are not bothering themselves with this great and important matter of publicity for flowers. There are probably 13,000 florists who can well afford to subscribe, who have as yet shown no disposition to do so, although they must admit that the campaign has been wonderfully effective. East and west, north and south, our slogan has become well implanted in the public mind, and it is up to every florist to render assistance to keep it there—and this means, that he must contribute according to his means.

This should not be allowed to be a campaign of the few, as all are interested in proportion to their investments. There has been no dictation as to how much a florist should give—that is a matter entirely for him to decide. In other lines of business, where campaigns such as ours are conducted, contributions are on a specific basis, and

no difficulty is experienced in collecting the fund aimed for. And we should have no difficulty; if every florist in this country should contribute only $5, our fund would be easily completed. As it is, several of our wise and up-to-date members of the trade have contributed one hundred times this amount. You gentlemen who have not subscribed might well ask yourselves why they have done this. It could not have been that they alone were likely to benefit, but rather that the interests of the whole industry would be advanced. Are you willing, are you satisfied, that others should bear an expense which is incurred as much for your benefit as for anyone else in the trade? We are sure you are not. Instead of spending $20,000, this fall, we ought to be in a position to spend $50,000, and the money would be forthcoming if you did your part. Just give further thought to this very important undertaking and send in the contribution which we know your conscience prompts you to send—be a "regular fellow" and let us add your name to our honor roll.

JOHN YOUNG, Sec'y.

Spokane Dahlia Exhibition.

More than 3,000 dahlia blooms, representing upward of 200 varieties, were on display at a recent exhibition of this flower in Spokane, Wash., there being two extensive collections by professional growers as well as a number of good entries by amateurs. The city park department had an excellent display, the arrangement being in the form of an oval bed with a fountain in the center, among the noteworthy varieties being City of Portland, George Walters and Hortulanus Witte, the flowers being excellent in form and attractive in color. Mrs. C. E. Bartholomew, of Springdale, and Mrs. J. N. Nankernis, of Moscow, entered large assortments and J. P. Graves showed a number of well-grown specimens. Mrs. J. N. Othmer, of Spokane, presented a new seedling variety, North Central, the flower being a mulberry red in color, and Charles Wurrs, also a local exhibitor, featured Jean Sharmat, yellow and orchid lavender in color.

Pittsburgh.

TRADE SHOWS CONSISTENT GAIN.

Business improvement is manifested daily, sales comparing favorably with those of a year ago, the figures of which were in reality abnormal, and those of 1917 would perhaps give a better basis. Outdoor stock, with the exception of dahlias, is getting poor in quality and the supply is short. Receipts of American Beauty have been very small, although the quality is good and prices range from $6 to $40 per 100. Columbia, Russell and Premier are of fine form, but the supply does not meet requirements. All roses clean up daily at good figures. A few carnations arrive, but they are not of the best, the stems being short and flowers small. A few of the early chrysanthemums are also seen, the number being limited. Asters are practically a thing of the past, and their end in most cases will not be regretted. The gladioli supply has shortened and the few received bring good returns. Dahlias are now the backbone of the market and will continue to rule until frost. Some of the finest specimens ever seen in this market are being received each day from New Jersey. Yellow daisies have made their appearance, but as yet they are small and do not move any too well. The supply of greens is adequate. The steel strike has not as yet affected business in this city, but a falling off in shipping orders to nearby towns has been noticed. At present, prospects seem bright for a settlement and the return of the men to their work.

NOTES.

The Lambourne Floral Co., of Alliance, O., are now cutting some of the finest Russell, Columbia and Premier roses seen for some time.

John Mitchell, of the Alpha Floral Co., and John Harris, of Harris Bros., have returned from a trip to the mountains.

E. C. Ludwig is still cutting outdoor gladioli at his farm in Butler county.

M.

Columbus, O.

OCTOBER PROSPECTS BRIGHT.

Business in all branches has shown improvement during the month, and prospects for October are good in every way. Receptions and parties are being resumed after the usual lull during the summer months, and all of the florists are expecting a good season as a result. Funeral work has not been quite as active as earlier in the summer. On the whole, the tone of the trade is satisfactory, and prospects are considered bright. Rains, which have fallen recently, have helped the growers, and there is a fair quality of stocks on hand. Receipts are now confined almost exclusively to roses, which are in good supply and are much better than the earlier offerings. They include Sunburst, Premier, Russell and Ophelia and sell from $3 to $5 per dozen. The first chrysanthemums are now on the market, and are rather small. They come from local growers, and move at the rate of about $4 per dozen. Gladioli are now practically over and only a few are offered. Dahlias are arriving in good quantities and are selling well at $1.50 to $2 per dozen. Cactus varieties are expected soon. Asters are practically gone. Sweet peas and carnations are now found at the local florists in good supply, and sell readily. Some demand is reported for other seasonable lines of flowers. Greens are rather plentiful.

NOTES.

The Munk Floral Co., South High street, will give each lady who attends the coming luncheon of the Kiwanis club at the Deshler hotel, a small bouquet of flowers. The ladies will be the guests of honor at the luncheon.

It is expected that the sale of the Fairview Floral Co., located on the Henderson pike, will soon be announced. Negotiations have been in progress for some time. The purchaser is said to be Norman R. Coslett.

T. J. Ludwig, florist, 82 North High street, is having a good run on roses and dahlias and also on other seasonable stock. He predicts a good business during the fall and early winter.

The opening of the football season at the Ohio State University always stimulates the demand for chrysanthemums, and already there is quite a business traced to that institution.

J. W. L.

San Francisco.

BETTER DEMAND AND IMPROVED QUALITY.

The market is showing a decided increase in trade all along the line. The large flower buyers who have been out of town all summer are returning, and a better grade of stock is now in demand than for some time past. There has been a steady call for funeral work, which has helped to move a lot of stock that otherwise would be unsalable for other purposes. The chrysanthemum now has the center of the stage, and is in great favor. The demand continues brisk, and growers and retailers alike are receiving good figures for their stock. Chrysolora, Crocus and Crystal Gem are the predominant varieties offered, although a few good bronze and pink are noted occasionally. Pompons are not so plentiful as last week and clean up nicely. Shipping trade is reported as having opened up in favorable shape, and large consignments leave the city daily for distant points. While there is a large cut of roses, first class stock is on the short side. There is a fine grade of Ulrich Brunner arriving, which is the only long stemmed rose to be had. There are no Russell to speak of, and no American Beauties at all, Columbia and Ophelia are most in evidence, but there is plenty of room for improvement in the stock offered. Red roses are quite plentiful and move slowly. There are no white roses to be had. Cecile Brunner is again on the short side. There are very few good carnations coming in. Good prices are being received for whatever stock arrives. Asters are beginning to show the effect of the long season, and only a poor grade of stock is coming in. Gladioli may still be seen everywhere. They have had an unusually long season, and with few exceptions, have been a profitable crop. Red and pink are the only colors available. Dahlias are still abundant, but are cheap and little called for. Gardenias are very scarce and bring firm prices. Cattleyas have begun to come in in larger quantities than for many months, and are selling well. These popular flowers have been out of the market so long that their reappearance is hailed with delight by all the stores. Violets are increasing in supply rapidly, and are proving very popular. Princess of Wales is the only variety offered as yet. The stems are somewhat short, but this does not seem to detract from their favor. The supply of outdoor flowers, such as delphiniums, scabiosa, etc., is getting short, showing that they will soon be out of the market. Some fairly good sweet peas are to be seen occasionally. Cut cyclamens are to be had in limited quantities and are popular. There is a nice supply of Cibotium Schiedei in various sizes that are much in public favor. Celosios in various colors are also being seen everywhere. There is some excellent Primula obconica being sent in, which is greatly needed, as the supply of flowering plants has been very limited for some time. Cyclamens are being sent in in greater quantities now than for months, and move readily at good prices. All varieties of Boston ferns can be had. There is always a steady demand for this stock. There is an ample supply of palms, but they are not in much demand just now. The cut of adiantum and asparagus is beginning to shorten up considerably, as at the present writing there is just about enough to go around. All other green goods are plentiful.

NOTES.

Ferrari Bros. are in with a greatly needed cut of Cattleya labiata. Their stock is in the finest possible condition, and there is every indication that they will cut heavily from this time forward. The rose houses are also looking well and a steady cut is being sent into this market every day. Manager Victor Ferrari says his gardenia houses will soon have a large crop ready to cut. He is enthusiastic over the prospects for a heavy business this season.

The many friends of W. V. Eberly, for many years manager of the California Nursery Company, at Niles, will be overjoyed to learn that his wife, who wandered away from a hospital at that city while undergoing treatment for a nervous disorder, has been found. She was discovered in a vineyard at Livermore, very weak and emaciated, but is now on the road to recovery. Mr. Eberly had offered a reward of $1,000 for news of her whereabouts.

The Art Floral Co. has had a very busy week. During the early part there was a continuous delivery of baskets of flowers to President and Mrs. Wilson at

the Hotel St. Francis. Large quantities of the choicest chrysanthemums and orchids were lavished on the president and his wife by admirers. The firm kept up a beautiful window display every day.

The dahlia show held at Santa Rosa last week was a decided success. Many of our prominent dahlia specialists were in attendance and put up fine displays. The chrysanthemum show will be held during the latter part of November and promises to be as successful as its predecessors. J. S. Sweet will be the manager. He has conducted all the former shows with much ability.

C. Kooyman & Co. report that the sales for florists' bulbs have been far ahead of former years. This, they claim, is undoubtedly due to the excellent prices that growers of bulbous stock, such as freesias and gladioli, have received for their crop during the past season. The trade in supplies of all kinds is steady.

At Darbee's, on Hyde street, the shipping of fall stock is beginning to assume large proportions. Chrysanthemums are the principal item going forward now, but violets will be ready to ship about the middle of next month. Mrs. Darbee grows a large part of the violets she uses in her shipping trade.

Pelicano, Rossi & Co. were called upon to supply large quantities of orchids and chrysanthemums to the presidential party. They were fortunate in securing a large cut of Cattleya labiata from their grower, all of which was used in baskets presented to Mrs. Wilson. JAMES T. LYNCH.

Detroit, Mich.

CLUB MEETING.

The meeting of the florists' club, September 23, brought a good attendance, and the interest manifested by the members gave indications of a season of unusual activity. Complete reports were made by the chairmen of the various committees in charge of the affairs in connection with the convention of the Society of American Florists and the meeting of the American Gladiolus Society in this city, and the payment of a few belated bills was ordered. The question of a week to be devoted to the advancement of the slogan, "Say it With Flowers," was fully discussed, and the merits of such a feature were appreciated by all, but the time selected by the clubs in eastern cities was considered impractical here, because of the great scarcity of flowers so early in the fall season. November was considered more suitable, and the plan will be carried out at that time by the club.

Robert Plumb, chairman of the judges who passed upon the recent exhibits of the public school children, reported in detail on the displays made by the scholars of flowers grown by them from seeds furnished by the Twentieth Century Club. Numerous prizes were awarded, consisting principally of plants donated by the florists' club, as well as many members individually.

Philip Breitmeyer made a strong appeal to members to work actively in the club's interest the coming season and made many suggestions for adding interesting features to the club's activities.

A series of entertainments throughout the season was a suggestion by Treasurer J. K. Stock that was heartily approved. Harry Taylor, the newly-elected secretary of the club, made his initial appearance in that capacity and read some trade paper excerpts of timely importance.

The cigars were passed in the name of A. J. Stahelin, whose home was gladdened by the arrival of a baby girl last week. Mrs. Stahelin and the little daughter are both doing nicely.

Joseph Streit, manager of the bowling team, announced the opening of the season occurred September 25 at the Broadway alleys.

NOTES.

Robert Plumb went to the hospital September 24 to undergo an operation on his ear. He has been a sufferer for some time from the ailment which it is hoped the operation will eliminate.

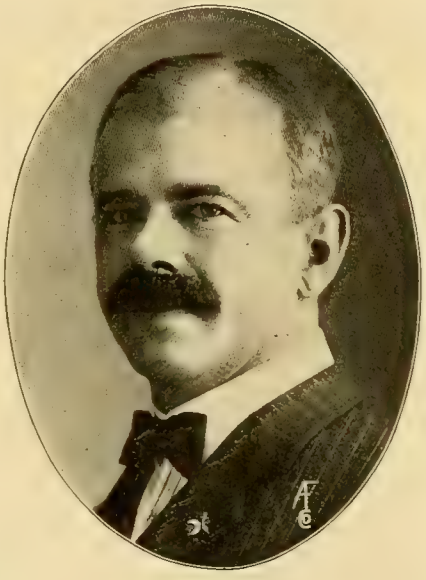
Robert Rahaley and A. J. Stahelin went to Shingleton, Mich., September 23 to enjoy a week's fishing.

J. F. S.

Boston.

DEMAND IS SPASMODIC.

Business during the past week has not been up to standard, although there have been spasmodic flurries at times. Chrysanthemums are becoming quite plentiful and now sell at $1.50 to $3 per dozen, the offerings being Smith's Advance and Golden Glow. Dahlias this season have been a failure due to excessive rain. Gladioli are now passing out. Cattleyas arrive in small numbers and are readily disposed of at $18 to $24 per dozen. Oncidiums bring $4 and $5 per 100 flowers. Lily of the valley is now held at $17 per 100. Roses are quite plentiful and reasonable in price. Carnations also show improvement. Easter lilies are now out of the question.



The Late J. B. Deamud.

NOTES.

The florists' association of this city will hold its next meeting at the Parker House, October 7, with a dinner at which music and entertainment will be a feature. Mr. Hicks, of the chamber of commerce, will talk on subjects of interest to the trade.

Henry Wheeler, a successful orchid grower, has returned from the Rangley lakes, where he spent the summer with his family.

Hamlin & Co. have opened their new store in the Littler building, after considerable delay resulting from the labor situation.

Thomas Roland is now shipping quantities of cyclamens, begonias, crotons and ferns from his Nahant range.

John J. O'Brion's store reports good cut flower and plant sales. He is preparing for a busy fall season.

Houghton & Gorney are enjoying good business with a large demand for funeral work.

John J. Cassidy reports good business, with numerous large funeral orders.

S. K. G.

OBITUARY.

John B. Deamud.

John B. Deamud, for many years prominent in the Chicago wholesale cut flower trade, died at Pontiac, Mich., September 25. Falling from a tree in his orchard at Caro, Mich., last autumn, he sustained serious injuries, including a broken shoulder-blade. He seemed to improve for a time, but his condition had been growing steadily worse from last March to the end.

Mr. Deamud was born in Dunville, Ont., January 12, 1866. In 1869 the family moved to Saginaw, Mich., where he engaged in the grocery business after school. At the age of 19 he moved to Chicago, entering the employ of J. C. Vaughan, and while there visited Europe in his employer's interest. In 1893 he entered into co-partnership with O. P. Bassett, under the name of J. B. Deamud & Co., handling the products of the Bassett greenhouses. This arrangement was terminated in 1895 and the following year he opened the Illinois Cut Flower Co., afterwards the J. B. Deamud Co., remaining at the head of that concern until January 1, 1914, when he returned to Vaughan's Seed Store. He was a life member of the Society of American Florists and practically identified with the important work of the national flower shows at St. Louis and Chicago. At the local exhibitions of the Horticultural Society of Chicago, before the war he rendered valuable assistance and was always ready and willing to lend a helping hand in the cause of horticulture.

In 1890 he married Mrs. Elliott (Miss Wilder) who, with one son, Wilder S., survives, also his father, who resides at Caro, Mich., a sister, Mrs. Scott, of Detroit, and a brother, William H. Deamud, of Port Huron.

Funeral services, conducted by the Masons, were held at Lane's chapel, West 63rd street, Chicago, with burial at Oakwoods cemetery. The trade was well represented and the floral offerings numerous, the latter including a beautiful wreath of Gladiolus Myrtle from Harry C. Rowe, this variety having been named by the raiser, A. E. Kunderd, of Goshen, Ind., after Mr. Deamud's daughter-in-law.

John A Long.

John A. Long, for 20 years a well known grower of East Haven, Conn., died September 23, of pneumonia, following a general breakdown in health, at the age of 58 years. He was highly esteemed by the florists of New Haven, who sent many handsome floral tributes to the funeral, which was held September 26. He is survived by his widow, four children and one brother.

LOUISVILLE, KY.—Several new houses are under construction at the range of E. G. Reimers & Co.

WYCKLIFFE, O.—The splendid orchid collection of James Corrigan, has been sold to the J. M. Gasser Co., of Cleveland, O.

TOWSON, MD.—Extensive plantings of Columbia and Premier roses have been made at the range of Stevenson Bros. The stock is showing fine condition.

INDIANAPOLIS, IND.—Clarence Thomas, formerly with the Circle Flower Shop, has severed his connection and will join the force of H. W. Sheppard at Cincinnati, O.

ST. LOUIS, MO.—Miss M. S. Newman, who for nearly 30 years conducted a flower shop at 3720 Olive street, died at her summer home in Green Mountain Falls, Colo., September 23, where she had gone to regain her health following a nervous breakdown.

THE AMERICAN FLORIST

ESTABLISHED 1885.

Subscription, United States and Mexico, $1.50 a year; Canada $2.00; Europe and Countries in Postal Union, $2.50.

When sending us change of address always send the old address at the same time.

Advertising rates on application.

From the first issue THE AMERICAN FLORIST has accepted only trade advertisements.

Advertisements must reach us Tuesday (earlier if possible) as we go to press Wednesday.

We do not assume any responsibility for the opinions of our correspondents.

THE AMERICAN FLORIST,
440 S. Dearborn St., CHICAGO

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THE American propagator and plant grower has his opportunity now.

THOSE who have neglected the coal supply must hurry up now and pay more.

GLADIOLI have brought materially higher prices in the cut flower markets the past two weeks.

Personal.

Professor J. C. Blair, of the horticultural department, University of Illinois, has been touring the horticultural sections of Colorado, Utah, California, Oregon and British Columbia, and expects to return to Urbana about October 10.

F. T. D. Convention Headquarters.

The Iroquois hotel, Buffalo, N. Y., has been chosen as official headquarters of the Florists' Telegraph Delivery Association during its meeting in that city, October 14-15. Reservations for accommodations can be made through S. A. Anderson, chairman of the hotel committee, 440 Main street, Buffalo, who requests that owing to the fact that such accommodations are rather limited, it will be to the advantage of all desiring reservations to make application at once.

Denver Chrysanthemum Show.

Chrysanthemum and rose growers from all parts of the United States are invited to exhibit novelties of chrysanthemums at the annual chrysanthemum show to be held in Denver, Colo., October 29-31, under the auspices of the Denver Society of Ornamental Horticulture.

The society is offering a $50 cash prize for the best varieties of new chrysanthemums, novelties since 1917, and a $25 prize for second best; also, a $25 cash prize for the best 50 flowers of the new rose, Premier, grown in Colorado.

The show will be staged in the large municipal auditorium, and is supported by the city administration, as well as by the leading society people of the city. The Denver flower show is an annual affair and unique, in that it is free to all. No entry charge is made to the exhibitors, and no admission charge to the public.

Exhibits should be addressed to the secretary, charges prepaid, and he will see that they are properly staged. Adam Kohankie, superintendent of Washington park, Denver, is manager of the show, C. R. Root, of the Colorado Seed Co., is president of the society and of the flower show committee, and S. R. DeBoer, 208 Tramway building, is secretary in charge of the exhibition.

Society of American Florists.

COLLEGE SECTION MEETING.

During the convention of the Society of American Florists held in Detroit, Mich., a small group of college florists held a meeting in one of the ante-rooms of the exhibition hall. Professor H. B. Dorner, of the University of Illinois, was the temporary chairman. He suggested that the college florists form an informal organization within the S. A. F. Members present were heartily in favor of this, and proceeded to elect a president and secretary-treasurer. Dr. A. C. Beal, of Cornell University, Ithaca, N. Y., nominated H. B. Dorner for the office of president and Mr. Dorner was unanimously elected. Alfred C. Hottes, of Ohio State University, Columbus, was nominated for the position of secretary-treasurer and elected to that office. An informal discussion was held, in which an attempt was made to formulate the aims of the organization, which may be briefly stated as follows: The college florists should be able to meet together each year to hold discussions relating to the problems of teaching and investigation in floriculture. The organization would give an opportunity for the florists to present to the investigator his problems, and for the college man to cooperate with the florist in making plain to him the ideals toward which instructional work and investigation are carried on in the colleges.

It was suggested that all those members of the S. A. F. who are engaged in teaching definite floricultural courses or conducting research in floriculture in the universities and colleges, would be eligible for membership. Professor Dorner also suggested that a booth be maintained at the annual conventions, at which place some members would be present to answer questions relating to the problems of the florists.

Those present at the meeting were H. B. Dorner and E. C. Volz, University of Illinois; E. J. Wilde, of Pennsylvania State College; A. C. Beal, of Cornell University; Jas. Whiting, of Massachusetts Agricultural College and A. C. Hottes, of Ohio State University.

It is hoped that all instructors who are engaged in teaching definite horticultural courses, will correspond with the secretary, so that they may be notified of any developments in the work of the college section.

ALFRED C. HOTTES, Sec'y.

Thanks Friends for Flowers.

Mrs. J. B. Deamud and her son, Wilder S. Deamud, desire us to tender their heartfelt thanks to many friends for the beautiful floral offerings on the occasion of the late Mr. Deamud's funeral.

Club Meetings Next Week.

[Secretaries of clubs and societies are requested to send change in time, place and date of meeting.]

Chicago, October 9, 8 p. m.—Chicago Florists' Club at Randolph hotel, Wells and Randolph streets. A. T. Pyfer, secretary, 164 North Wabash avenue, Chicago.

Cleveland, O., October 6, 8 p. m.—Cleveland Florists' Club at Hollenden hotel. James McLaughlin, secretary, Cleveland.

Davenport, Ia., October 9, 8 p. m.—Tri-City Florists' Club at home of member. Wm. Knees, Jr., secretary, Moline, Ill.

Dayton, O., October 7, 8 p. m.—Dayton Florists Club at Y. M. C. A. building. George W. Frisch, secretary, 3205 East 5th street, Dayton.

Detroit, Mich., October 8, 8 p. m.—Detroit Florists' Club at Hotel Statler. H. C. Forster, secretary, 1634 Woodward avenue, Detroit.

Hartford, Conn., October 10, 8 p. m.—Connecticut Horticultural Society at county building. Alfred Dixon, secretary, Wethersfield.

Holyoke, Mass., October 7, 7:30 p. m.—Holyoke and Northampton Florists' and Gardeners' Club at member's place of business. James Whiting secretary, French hall, M. A. C., Amherst, Mass.

Indianapolis, Ind., October 7.—State Florists' Association of Indiana. Meetings at various places in the state. Oliver E. Steinkamp, secretary, 3800 Rockwood avenue, Indianapolis.

Lenox, Mass., October 8, 7:30 p. m.—Lenox Horticultural Society at town hall. Henry Heeremans, secretary, Lenox.

Louisville, Ky., October 8, 8 p. m.—The Kentucky Society of Florists at Y. M. H. A. hall, Joseph Abele, secretary, Louisville.

Madison, N. J., October 8, 8 p. m.—Morris County Gardeners' and Florists' Society at Masonic hall. Edward Reagan, secretary, Morristown.

Montreal, Que., October 6, 8 p. m.—Montreal Gardeners' and Florists' Club at 642 St. Catherine street. W. H. Horobin, secretary, 283 Marquette street, Montreal.

Newark, N. J., October 9, 8:30 p. m.—Essex County Florists' Club at Roever's hall. David Murphy, secretary, 181 Clinton street, Irvington.

New London, Conn., October 9, 8 p. m.—New London Horticultural Society at municipal building. Stanley Jordan, secretary, Harkness estate, Waterford, Conn.

New York, October 8, 8:30 p. m.—Greek-American Florists' Association at 119 East 23rd street. C. P. Thomas, secretary, 58 West 28th street, New York.

New York, October 11, 4:30 p. m.—Horticultural Society of New York at Botanical Garden, Bronx park. George V. Nash, secretary, Bronx park, New York.

Philadelphia, Pa., October 7, 8 p. m.—Florists' Club of Philadelphia at Adelphia hotel. Robert Kift, secretary, 4044 Haverford avenue, Philadelphia.

Pittsburgh, Pa., October 7, 8 p. m.—Pittsburgh Gardeners' and Florists' Club at Allegheny Carnegie Music Hall. E. J. McCallum, 137 Seventh street, Pittsburgh.

Poughkeepsie, N. Y., October 8, 2 p. m.—Duchess County Horticultural Society at Falkill building. Theo. H. De Groff, secretary, Hyde Park, N. Y.

Rochester, N. Y., October 10, 8 p. m.—Rochester Florists' Association at 95 East Main street. Ambrose H. Secker, secretary, 357 Linden street, Rochester.

St. Louis, Mo., October 9, 2 p. m.—St. Louis Florists' Club at member's place of business. J. J. Benecke, secretary, 3648 Humphrey street, St. Louis.

Washington, D. C., October 7, 8 p. m.—Florists' Club of Washington at Schmid's hall. E. P. Rodman, secretary, Chevy Chase, Md.

La Crosse, Wis., October 10, 8 p. m.—The Associated Florists of La Crosse at the Flower Shop. L. E. Metcalf, secretary, 501 Main street, La Crosse.

Toledo, O., October 7, 8 p. m.—Toledo Florists' Club at 424 Superior street. S. M. Peck, secretary, 424 Superior street, Toledo.

Boston, Mass., October 7, 8 p. m.—Florists' Association of Boston at Parker House. Elijah Gorney, Secretary, Park and Tremont streets, Boston.

Newport, R. I., October 9, 8 p. m.—Newport Horticultural Society at Music hall, Thames street. Fred P. Webber, secretary, Nelville, R. I.

Wants, For Sale, Etc.

Small Type, 12 Cents Per Line, Each Insertion. Display, $1.50 Per Single Column Inch, Each Insertion. These prices are net, cash with order. For Plant Advs., See Ready Reference Section.

Where answers are to be mailed from this office enclose 10 cents extra to cover postage, etc.

Situation Wanted.—Competent gardener now open to engagement. First class references. Address

Key 422, care American Florist.

Situation Wanted—By experienced grower of roses, chrysanthemums and pot plants. Single. Address

Key 417, care American Florist.

Help Wanted—Experienced grower of a general line of greenhouse stock. One who can show results and is a good worker. State experience and references in first letter. Write at once to

J. E. Matthewson,
Sheboygan, Wis.

For Sale.—A retail establishment of 8,000 feet of glass; with store. Everything in first class condition. Address

Key 405, care American Florist.

For Sale—Two greenhouses, two acres of land with 80 bearing fruit trees and eight-room residence. $6,000; will pay for itself in three years. Retiring. **Wm. Kage, Petoskey, Mich.**

For Sale. In a live town in Illinois, 3700 square feet of glass; seven-room modern house; three large lots. Doing good business; no opposition; everything ready for winter. Reason for selling: old age. Address

Key 420, care American Florist.

Help Wanted

A qualified florist as assistant, experienced in carnation houses and also pot plants. State wages and references in first letter. Address

Key 419, care American Florist.

HELP WANTED

Experienced man on palms, ferns, begonia, cyclamen and general pot plants.

PARK FLORAL CO.
Box 665, DENVER, COLO.

FOR SALE

Bargain, greenhouses for sale at Summit, N. J., 45 minutes by rail from New York City; dwelling house, barn and large potting sheds:

1 house, 26 x 200 ft.
1 house, 20 x 200 ft.
3 houses, 18½ x 125 ft.
2 houses, 20 x 150 ft.
2 houses, 20 x 125 ft.

hot water heat; 8 acres of land around the place; selling price, $16,000; $6,000 cash, balance on easy terms. Apply to

CHARLES H. HAGERT, Dingman's Ferry, Pa.
or E. L. McKIRGAN, Attorney,
Littell Building, Summit, N. J.

BOILERS = BOILERS

ALL SIZES.

Selected Boiler Tubes, all sizes, for greenhouse piping and **Retubing Boilers.** Thoroughly cleaned like **New** and trimmed. Complete stock of **New** and **Second Hand** Pipe, Valves, Fittings, etc.

LEVINE & CO.
3738 South Halsted Street, CHICAGO, ILL.
Phone Boulevard 9354.

FOR SALE

Three ranges of glass near Chicago. One planted with carnations and the other two with roses. Each range is separate and located in different localities. Do not answer this if you have not $50,000 for each or can place $20,000 down. These are bargains.

Key 416, care American Florist.

WANTED

A Thoroughly Experienced Storeman

capable of running a first-class establishment. Only a reliable and best character man desired. State age, experience and salary expected.

Key 423, care American Florist

FOR SALE.

Pecky Cypress, $35.00 per 1000 ft.

1-inch thick, rough, random width and length. Carloads or small quantites. Immediate shipment.

CHICAGO & RIVERDALE LUMBER CO.
'Phone Pullman 306. RIVERDALE, CHICAGO

OFFICIAL S. A. F.

Shipping Labels

Actual size of leaf 2¾x5¼ inches

FOR CUT FLOWERS: in two colors on gummed paper; your card, etc., in black and leaf adopted by the S. A. F. in red. Prices: Per 500, $3.35; per 1000, $5.00. Samples on request. Electro of leaf, postpaid, $2.00. Cash with order.

AMERICAN FLORIST CO.
440 S. Dearborn St., CHICAGO

New Business

There are many new men in the trade and they want to know now where to

LOOK FOR STOCKS

The best way to tell them is by regular advertising in these columns.

The new conditions of business demand special effort on the part of those who have goods to sell.

AMERICAN FLORIST CO.
440 South Dearborn Street
CHICAGO

White Pompons

We are now cutting in quantity our famous Early White. Send us a trial order.

BUY DIRECT FROM THE GROWER.

We Are Rose Specialists, and Are Cutting from 245,000 Rose Plants.

These are all our own growth, guaranteed fresh cut and packed to arrive in good condition.

PRICE LIST

RUSSELL AND COLUMBIA				OPHELIA, HOOSIER BEAUTY, WHITE KILLARNEY			
Long	per 100,	$15.00 to	$20.00	Extra long	per 100,	$10.00 to	$12.00
Good medium	per 100,		12.00	Medium	per 100,	6.00 to	8.00
Medium	per 100,	8.00 to	10.00	Short	per 100,	4.00 to	5.00
Short	per 100,	5.00 to	6.00				

CARNATIONS .....$4.00 per 100

WHITE POMPONS—75c per bunch

Gladioli at market prices	Adiantum .....per 100, $1.00	Asp. Sprays per 100, $2.50 to $3.00
New Fancy Ferns. per 1000, $2.50	Galax, bronze .....per 1000, 2.00	Sprengeri ....per 100. 2.00 to 3.00

All seasonable flowers not grown by u will be procured for our customers. A trial order solicited.

In buying direct from the grower you are assured of fresh stock at all times and the most even run of quality possible.

NOTICE—We close at 5 o'clock week days and all day Sunday. Week Days 8 A. M. until 5 P. M.

BASSETT & WASHBURN

LONG DISTANCE PHONE: CENTRAL 1457

Greenhouses: Hinsdale, Ill., and Greggs Station, Ill.

OFFICE AND STORE

178 N. Wabash Ave., CHICAGO, ILL.

Chicago.

GREAT IMPROVEMENT IN TRADE.

Business is very good at this writing and stock in all lines is cleaning up nicely at much better prices. American Beauty roses are selling at high figures with hardly ever any surplus to speak of. Mrs. Chas. Russell, Columbia and Premier are also commanding very satisfactory prices. Milady, Hoosier Beauty, Killarney, White Killarney, Killarney Brilliant, Double White Killarney, Ophelia, Sunburst, Mrs. Aaron Ward, Hearst, Montrose, Champ Weiland, My Maryland and the other varieties grown for this market not already mentioned are in strong demand and are good property this week. Gladioli are in short supply, with Mrs. Francis King bringing $4 to $5 per 100. Asters in the better grades are selling fast, but there appears to be plenty of the inferior grades obtainable at $1 to $2 per 100. Carnations are selling fast at $2 to $4 per 100 with the customers looking for more. Chrysanthemums are having a good call and fancy Golden Glow have sold for as high as $4 to $5 per dozen the past week. Pompons clean up quickly at good prices. A few dahlias are seen, but they are not much of a factor in the market. Orchids are more plentiful, but continue to bring high prices and the same holds true for lily of the valley. Calendulas are seen at some of the stores in good sized quantities together with a limited supply of snapdragons. Daisies are included in the offerings. Outdoor stock has seen its best days and the buyer is now devoting his attention to indoor grown flowers unless he is able to pick up a bargain in asters or gladioli. Greens appear to be plentiful and the first shipments of boxwood have made their appearance. Business has been very good notwithstanding the strikes and everyone is enthusiastic over the outlook for a brisk fall and winter trade.

NOTES.

Peter Papes, of the Central Floral Co., Detroit, Mich., is spending a few days here this week. Peter Duris returned September 29 from a visit in Ohio.

Ed. Martin, who has been on the sick list for several months, is back on the job at Kennicott Bros. Co.'s store.

BUY IN CHICAGO

There may be wholesale florists in other cities, but there is but ONE CHICAGO——

When going to market for cut flowers, try

KENNICOTT BROS. CO.

——CHICAGO——

THE STRENGTH

FOUNDED BY FLINT KENNICOTT 1st

OF YEARS

A. T. PYFER & CO.

WHOLESALE FLORISTS

164 North Wabash Avenue, CHICAGO

Mention the American Florist when writing

Fine Supply of Roses

Order what you need from us

RUSSELL
$5.00 to $15.00 per 100.

COLUMBIA
$6.00 to $15.00 per 100.

Killarney, White Killarney, Killarney Brilliant, Milady, My Maryland, Ophelia, Sunburst and Champ Weiland. $4.00 to $10.00 per 100. Our Selection, $4.00 per 100

Carnations, $3.00 to $4.00 per 100.

Complete Line of GREENS at Market Prices.

PETER REINBERG

Wholesale Florist

30 East Randolph St., LONG DISTANCE PHONES CENTRAL 601 and 2846 **CHICAGO**

A. L. VAUGHAN & Co.

NOT INC.

PHONES:
CENTRAL 2571 - AUTOMATIC 48-734 - CENTRAL 2572
161 North Wabash Ave, Chicago

IN QUANTITY

Roses-Asters-Gladioli

CARNATIONS

Complete Line of Other Seasonable Stock

We always have what you want; so place your regular orders with us.

We also have a Complete Line of Greens

It is our constant aim to please our customers with quality stock at reasonable prices. You can always receive value here.

JOSEPH FOERSTER CO.

WHOLESALE FLORISTS

160 N. Wabash Avenue, CHICAGO, ILL.

Mention the American Florist when writing

WIETOR BROS.

WHOLESALE FLORISTS

30 East Randolph St., L. D. Phone Randolph 2081 CHICAGO

Mention the American Florist when writing

The civil service board of the West Park commissioners will hold examinations October 21 and October 22 for the positions of gardener and florist respectively. Applications may be had at the office of the board in Union park or at the West Park playgrounds. Both examinations are open to men 21 years of age or over, regardless of residence. Applications must be filed in the office of the board in Union park, before 5 p. m. of the day previous to the examination. The pay for gardener is $95-$115 per month; for florist, $100-$120.

The Florists' Club will meet at the Randolph hotel, Thursday evening, October 9, at 8 o'clock. The club will be asked to decide whether it will hold a "Say It With Flowers" week, the same as in some of the eastern cities. This city's motto always has been "I Will."

Miss O. A. Tonner returned September 29 from a visit to O. A. & L. A. Tonner's peony growers in Indiana and is again attending to her duties at the store. She reports a brisk demand for gladioli this week with a heavy call for Mrs. Francis King.

Chris Pederson celebrated his forty-second birthday September 28. His father celebrated his the following Tuesday, so he made a trip to his old home at Shawano, Wis., to join in the festivities.

Miss Lillian Kohout, daughter of Joseph Kohout, president of the Commercial Flower Growers' Association, is recovering from an operation for appendicitis at the Waukegan hospital.

Ove Gnatt, of the Ove Gnatt Co., Inc., LaPorte, Ind., was a welcome visitor this week. His firm's new catalog is a dandy and should be in the hands of every florist.

Ed. Armstrong, of Armstrong's Shop of Flowers, 2810 North Clark street, has the sympathy of the trade in the loss of his father, whose death occurred this week.

Notice has been issued for a meeting of the creditors of Ernest Rober, to be held at the Hotel Sherman, Friday, October 10, at 2 p. m.

T. C. Fogarty & Co., successors to O. J. Friedman, had one funeral order for September 27 that called for 21 designs.

Eugene Bowen has purchased the retail store at 1046 Argyle street, known as the Argyle Posy Shop.

C. L. Washburn, of Bassett & Washburn, and wife, are expected home from California next week.

Bernie Zalinger has joined the traveling staff of the A. L. Randall Co.

Erne & Co. received several shipments of fine looking boxwood this week.

Vaughan's Seed Store reports heavy business in peonies and fall bulbs.

CUT TUBEROSES

FOR IMMEDIATE SHIPMENT

Write, wire or phone.

IMPERIAL GARDENS, Sugar Land, Texas

Mention the American Florist when writing

BASKETS

Write for Catalog Now

RAEDLEIN BASKET CO.

713 Milwaukee Ave. CHICAGO, ILL.

Mention the American Florist when writing

REFRIGERATORS

COMPLETE FIXTURES

CENTRAL REFRIGERATOR & EQUIPMENT CO.

Estimates submitted.

155 No. Clark Street, CHICAGO

Mention the American Florist When Writing

In these days of intensified scientific production we stand foremost in the use of the most modern methods and appliances in Floriculture.

American Beauties
Premier — Columbia
Mrs. Chas. Russell

Universally leading in popularity, our Roses are without a peer anywhere. These can be furnished in all lengths.

We are cutting a good supply of large gorgeous Cattleyas of exceptional quality—Just the flowers for the tasteful and discriminating consumer.

Chrysanthemums—The flower of the Season—Our own home grown stock—All "Flowers of Superior Quality."

Price list of Flowers and Greens of every commercial variety sent on request.

"The Nation's Most Expressive Flowers"

POEHLMANN BROTHERS COMPANY

66-74 East Randolph Street,
Chicago, U. S. A.

The Largest Growers of Flowers in the World.

The Chicago Flower Growers Association

WHOLESALE GROWERS of CUT FLOWERS and PLANTS

182 North Wabash Avenue L. D. Phone, Randolph 631 CHICAGO

Roses of Unsurpassed Quality

Positively the finest run of Roses in the Great Central Market, with every variety listed true to form.

	Per 100		Per 100
Rose Premier	$6.00 to $20.00	Killarney Brilliant	$4.00 to $12.00
Russell	6.00 to 25.00	White Killarney	4.00 to 10.00
Columbia	4.00 to 18.00	Maryland	4.00 to 8.00
Milady	4.00 to 15.00	Sunburst	4.00 to 12.00
Ophelia	4.00 to 12.00	Ward	3.00 to 8.00

EXTRA SPECIAL ROSES BILLED ACCORDINGLY. ALL GREENS AT MARKET PRICES.

CATTLEYAS $15.00 to $18.00 per dozen.

ONCIDIUM SPRAYS $6.00 to $8.00.

CARNATIONS $2.00 to $4.00 per 100.

CHRYSANTHEMUMS $2.00 to $4.00 per dozen.

VALLEY $15.00 per 100.

YOU CAN ALWAYS RELY UPON US FOR YOUR SUPPLY OF

CUT FLOWERS

Remember when ordering that our line is so complete that it includes every item offered in the Great Chicago Market.

ZECH & MANN

30 E. Randolph St.

CHICAGO

Long Distance Phones { Central 3283 / Central 3284

Our Offerings Include:

ROSES.

COLUMBIA

RUSSELL

White Killarney

Pink Killarney

Milady Sunburst

Killarney Brilliant

Ward Ophelia

MINIATURE ROSES

Cecile Brunner

CARNATIONS

MISCELLANEOUS

ASTERS

Valley Cattleyas

GLADIOLI

CHRYSANTHEMUMS

GOLDEN GLOW

GREENS.

Plumosus Sprengeri

Galax, bronze. Galax, green

Ferns

Adiantum Smilax

At A. L. Vaughan & Co.'s store this week the shipping trade was very strong and the city demand was surprisingly good. Mr. Vaughan is prepared to handle a large business this season, which promises to be extra good. The first shipments of boxwood have arrived at this establishment.

John Michelsen says that the E. C. Amling Co.'s sales were extra heavy Monday, September 29, which was one of the best days experienced for some time. Among the splendid offerings at this store this week the writer noticed some finely grown yellow Smith's Advance chrysanthemums.

The J. A. Budlong Co. is doing a splendid business and everything points to a banner year for many new customers have been added to their list. This firm has had a very steady cut of roses all season and is on deck as usual with its regular supply.

Poehlmann Bros. Co.'s supply department is busy filling fall and winter orders, with the demand steadily increasing. The cut flower department is having a big week, and no trouble is experienced in disposing of the cuts as fast as they arrive.

The Chicago Flower Growers' Association had a big day, September 29, when the out-of-town demand was the heaviest for many months. Roses are quite a factor at this establishment and the quality is all that one can desire.

Zech & Mann report a great improvement in trade this week with a cleanup in stock every day. Chrysanthemums have made their appearance here in quantity, especially Golden Glow, which is doing fine this season.

Eddie O'Neill, formerly with the Park Flower Shop, Cleveland, O., left this week for Seattle, Wash., where he expects to start in the wholesale end of the business. He was at one time with the Ernst Wienhoeber Co.

Wietor Bros. report an extra heavy call for carnations, which clean up each day almost as quick as they reach the store. They planted some of their stock early this season, and are in good crop at present.

Lawrence Mathes left this week for Akron, O., to take a position with The Heepe Co. of that city. He was recently with the J. M. Gasser Co., Cleveland, O., and at one time with the Wieland-Risch Co.

President Miller of the American Bulb Co., is at Seattle, Wash., superintending the distribution of four cars of lily bulbs, including those for their Canadian customers.

E. P. Neiman, of the Park Floral Co., Denver, Colo., passed through here this week on his way home from the east, including a visit at his old home at Pottstown, Pa.

At Joseph Foerster Co.'s store chrysanthemums have made their appearance in quantity, especially Golden Glow, which appears to be at its best this season.

A. T. Pyfer & Co. have no complaint to make in regard to business, the demand being surprisingly heavy with a nice cleanup in stock right along.

Herbert Baumann, who was confined to the St. Mary's hospital for several weeks, has recovered sufficiently to return to his home at Niles Center.

Frank Hagen, of the John Kruchten Co., has the sympathy of the trade in the loss of his brother, Otto, whose death occurred recently.

Paul Richmond has resigned his position with Chas. Samuelson to join the Miller Floral Co., Salt Lake City, Utah.

A. Henderson & Co., say they have had good demand for palms, Boston ferns, dracænas and rubbers.

L. R. Bohannon and wife are expected home almost any day from a pleasant visit to California.

M. A. Fiersten, of Vaughan's Seed Store, left last week with his wife on a California trip.

Chicago Bowling.

The Florists opened the season in the North Chicago League, September 23, winning the first three games played. The scores are as follows:

Players	1st Game	2nd Game	3rd Game
Lorman	150	168	155
Wolf	172	198	173
Huebner	150	191	191
Price	198	221	176
Olsem	188	200	202
Totals	858	978	897

The following night, September 24, the team rolled for the second time this season in Kaad's league, winning one of the three games played. The scores are as follows:

Players	1st Game	2nd Game	3rd Game
Lorman	151	192	168
Zech	202	144	151
Huebner	130	167	145
Price	160	140	165
Olsem	188	216	198
Totals	831	859	827

LENTS, ORE.—O. Lenke has purchased the property here which he has occupied for some time.

BETTENDORF, IA.—Joseph W. Bettendorf is building one of the finest conservatories in this section on his handsome grounds here.

SPRINGFIELD, O.—The Schneider Flower Shop, on High street, will be remodeled in the near future, the improvements to cost about $20,000.

JACKSON, MISS.—The Misses Cabaniss have purchased the business of the J. U. McKay Floral Co., which will be continued by them under the name of the Capitol Floral Co., with Lindsay Cabaniss as business manager.

HAVE YOUR CUSTOMERS

Say it With Budlong's Flowers

The Kind that are bound to give satisfaction.

We have everything in the way of Cut Flowers, **Roses of all varieties,** including **Double White Killarney,** which is much better than the White Killarney that is commonly grown by other growers.

Carnations - Yellow Mums - Valley

Rubrums, Asters, Gladioli, Feverfew, Tritomas and all other seasonable Cut Flowers, including Greens of all kinds.

Send us a trial order and get in touch with the quality of our stock and our prices.

If you want good stock and good treatment, buy of Chicago's most up-to-date and best-located Wholesale Cut Flower House.

J. A. Budlong Co.

Wholesale Cut Flowers and Greens

Quality Speaks Louder Than Prices.

184-186 North Wabash Ave., Corner Lake St., CHICAGO

Prices As Low As Others.

Roses, Valley and Carnations Our Specialty

SHIPPING ORDERS GIVEN CAREFUL ATTENTION.

WE ARE CLOSED ALL DAY SUNDAY.

We are in daily touch with market conditions, and when a decline takes place you can reply upon orders sent us receiving such benefits.

Kansas City, Mo.

SHORTAGE IN SUPPLY NOTICEABLE.

The local supply is now limited, much stock being received from outside markets. With a fairly active call, it is at times difficult to fill all orders properly. Ophelia and Russell roses are quite plentiful; in fact, they are forced to take care of the bulk of the demand. Asters and gladioli have about finished their season, and the few that remain are not much of a factor, with the exception of a few late varieties. Carnations are arriving, but only a few each day, and the quality is none too good. Dahlias are improving with the cool weather, both in quality and quantity. Chysanthemums are in, but are none too numerous. Some good pot plants of begonias, cyclamens and similar stock are to be had.

NOTES.

The Amateur Flower Growers' Association, and the Kansas City Gardeners' Association, held their annual show at the Hotel Muehlebach, and the event proved a great success, especially in the exhibits of Chinese woolflowers, dahlias, roses, asters, hardy phlox, zinnias and coxcombs. The displays of fruits were also most excellent. After the awards were made, the exhibits were sent to local hospitals.

H. Kusik & Co. report very good business, but the supply of stock hardly sufficient for requirements. Ophelia and Russell roses and gladioli were features here. Heavy orders for wire work indicate that out-of-town customers are stocking up for the winter.

T. J. Noll & Co. report roses coming in more plentifully, but still short of requirements. Carnations and chrysanthemums are among the offerings at this establishment.

W. J. Barnes had a heavy call for funeral work during the week, as well as numerous orders for bouquets to be sent to hospital patients. He is cutting some excellent late gladioli, fine dahlias and tritomas.

The Muehlebach Flower Shop opened September 29 under the management of H. R. Neff. It is complete in its appointments and should draw good patronage.

The Pinehurst Floral Co. reports stock more plentiful and sales improving. At Pleasant Hill, 2,500 square feet of glass are being added to the pot plant range.

The Wm. L. Rock Flower Co. reports a big week in funeral orders. Stock is now coming in better and wedding orders are more numerous.

A. F. Barbe is cutting good roses and reports an increase in funeral work during the week.

John Klauss, of Greenwood, Mo., is sending in fine cuts of roses.

Visitors: P. A. Manson, Pleasant Hill, Mo.; L. H. Archias, Sedalia, Mo.; L. R. Bohannon and wife, Chicago; George A. Kaupp, Nevada, Mo.; M. Lambert, La Porte, Ind.; J. A. Brown, Capitola, Calif. E. J. B.

Milwaukee, Wis.

DEMAND IN GENERAL ESPECIALLY GOOD.

With an unusually strong call for stock to be used for funeral work, September 22, the week opened up with a scramble for flowers which continued throughout. The demand in general was excellent for this time of the year, but good stock was by far short of requirements. While the cut of roses is fair, it is the other lines which are decreasing instead of helping along. The supply of carnations is still limited, and although a good many have short stems, the most are sold before they arrive. White and yellow

— THE —

Meyer Florist Thread

Comes put up 16 oz. of actual thread to the lb., 2 oz. to the spool. Compare our thread with any other you are using and you will see a vast difference in the quality as well as the price and yardage of each spool.

— Manufactured by the —

JOHN C. MEYER FLORIST THREAD WORKS

1500 Middlesex Street, LOWELL, MASS.

GREEN SHEET MOSS

Fadeless, per bag, $3 50

Natural, " " 1.75

KNUD NIELSEN

Evergreen, Ala.

ERNE & COMPANY
—WHOLESALE FLORISTS—
30 E. Randolph Street, L. D. Phone, Randolph 6578. CHICAGO, ILL.
Mention the American Florist when writing

E. F. Winterson Co.
166 North Wabash Avenue, L. D. Phone Central 6004. CHICAGO
We offer the best Gladiolus on the Chicago market in quantity; also Asters, Roses, Carnations, Adiantum, Fancy Ferns and Smilax by the case. Our supply department is complete. Ribbons, Chiffons, Boxes and Wire Work are our main items. Try us.

chrysanthemums help out nicely. If there were only many more of them. They, too, are not for the late comer.

NOTES.

After being torn up and closed since the first of May, North avenue, one of the highways leading west out of this city, is now completed. The Heitman-Oestreicher Co., located on this street, report quite a financial loss during the reconstruction, especially during the sale of pot stock during May and June.

Following the doctor's advice that complete rest was imperative, we refrained before this of breaking the news of the illness of Mrs. John G. Heitman, who suffered a paralytic stroke of the left leg and arm, August 25. We are pleased to report that she is progressing nicely.

The harvest dance held September 27 at Keipper's park, was well attended and everyone had a fine time. The party gathered at the Gust Rusch & Co.'s store, where pedestrians thought a mask ball was on. Autos conveyed the party to their destination.

Alexander Klokner, now of Wauwatosa, but a pioneer in the florist business of this city, is offering his range, dwelling house and garage for sale.

The new life members of the Society of American Florists in this vicinity report the arrival of their diplomas, all framed, last week.

Mrs. Nick Zweifel underwent an operation, not of a serious character, at a local hospital, September 22.

E. O.

Buffalo.

UNFAVORABLE WEATHER BRINGS SHORTAGE.

While the demand during the week has been fairly active, there has been a scarcity of supply due to cool, rainy weather. Gladioli and asters are poor in quality. Roses are now showing good form, with American Beauty alone, not up to the usual standard. Much activity in social circles is apparent for the fall season, as advance orders are being booked in goodly numbers for the teas of the debutantes as well as numerous balls.

NOTES.

Mrs. Ella Grant Wilson, of Cleveland, O., is in this city in the interests of advertising of the F. T. D. convention. Her mission was very successful and liberal notices and display will be features in the local papers.

A debutante reception and dance, September 19, gave S. A. Anderson a large decoration, in which garden flowers were used in profusion, in addition to American Beauty and other roses and polypodium.

BISON.

Toledo.

BUSINESS APPROACHES FALL PROPORTIONS.

The weather here for the past week has been fair, and at times rather warm, with the result that demand has not yet awakened into its customary fall activity. On the whole, however, business has been making very satisfactory increases, and is picking up day by day. Market conditions are fair. Flowers are plentiful, and their quality is good. Asters have been extremely plentiful this season, and stock has been exceptionally good until last week. From now on, they will rapidly disappear from the market. Roses have been good stand-bys all during the summer, and some fine cuts of Ophelia, Columbia and Milady have been made. There always seems to be a good demand for them. One of the best stocks now are rubrum lilies which are of excellent quality and color. There are a few gladioli still on the market, but they are going fast. There has been an unusually heavy call for wedding bouquets and decorations of late, which are welcome orders, as they generally run into money. The call for funeral work has been heavy at intervals.

SUNDAY CLOSING.

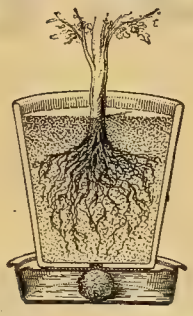
At the October meeting of the retail florists' association, the big question that will come up for discussion will be Sunday closing. In June, when the present club was organized, 26 florists after a thorough discussion of the matter, decided to close their stores on all Sundays throughout the year with the exception of those that happened to fall on Mothers' day, Easter and Christmas. They solemnly signed their names to an agreement to this effect. Since then, due to one pretext or another, there have been some defections from the ranks, almost entirely in the outlying districts. This threatens to destroy the entire movement, and again open all the stores. This would be very discouraging to those progressive florists who want to observe Sunday as a day of rest, and who desire to raise the business to the same plane others are on. The public is now educated, and florists are experiencing little difficulty in switching Sunday orders to Saturday.

NOTES.

Max Spanner has entirely redecorated the interior of his Madison Avenue flower shop, and it looks very attractive. The color scheme is gray and black instead of the previous pure white. Max states that business is beginning to pick up.

Schramm Brothers have repainted the exterior of their store on Cherry street, and the place now looks very attractive. They are also remodeling one of their greenhouses and installing a new boiler.

Sell More Potted Plants



You can easily double your plant trade by showing your customers how easy it is to grow potted plants with a

Little Wonder Plant Irrigator

They keep your plants watered just right. Wholesale price, $20.00 per 100.

If your supply house does not carry them send us their name with your order.

Sample by mail, 35c

The Wonder Plant Irrigator Co.
2544 N. Clark St., CHICAGO

A new house, 44 by 132 feet, is a recent addition to J. L. Schiller's fine range on Prouty avenue. He is greatly increasing his production of hydrangeas.

Baltimore.

DAHLIAS NOW THE BIG FACTOR.

Dahlias now reign supreme and are available in any quantity or variety. Aside from them, no other flower is plentiful. Orchids are off crop at present, as in the other eastern cities, and for bridal bouquets there is very little to suggest in white, except roses, which are few in number and poor in quality. The demand for the Hebrew New Year brought a call for quite a lot of stock as usual, cleaning up the market of everything that was fit to use. A few white chrysanthemums were seen during the week, the advance guard of the season.

NOTES.

Great preparations are being made by the entertainment committee of the florists' club for the meeting, October 21. This is to be a big get-together party, and it is the aim of those in charge to have every florist, his mother, sister and sweetheart present. It promises to be the greatest florists' night ever heard of in this city.

Tickets have been issued for the annual dahlia show at the farm of Richard Vincent, Jr., & Sons Co., at Cowenton, and preparations are being made for a large attendance. The trip by automobile is a good way to enjoy a pleasant afternoon. Try it!

Andrew Anderson has cut some very fine Golden Glow chrysanthemums, all of which were quickly disposed of by the S. S. Pennock Co.

G., JR.

John Kruchten Co.

30 East Randolph Street, WHOLESALE FLORISTS L. D. Phone Central 8016-8017. CHICAGO, ILL.

Mention the American Florist when writing

E. C. AMLING CO.

The Largest, Best Equipped, Most Centrally Located

WHOLESALE

CUT FLOWER HOUSE

IN CHICAGO

169-75 N. Wabash Ave., CHICAGO

L. D. Phones

CENTRAL 1977 and 1978

Mention the American Florist when writing

MILLER & MUSSER

Wholesale Florists

179-181-183 North Wabash Avenue, CHICAGO

Mention the American Florist when writing

A. L. Randall Co.,

Wabash Ave., and Lake St.

CHICAGO, ILL.

Wholesale Cut Flowers, Florists' Supplies.

Mention the American Florist when writing

WEILAND-RISCH CO.

FLOWER GROWERS

TELEPHONE CENTRAL 879 154 N. WABASH AVE. CHICAGO ILLINOIS

Mention the American Florist when writing

George Reinberg

WHOLESALE FLORIST

Extra fancy Ophelia, Sunburst, Columbia, Russell, Milady, White Killarney and Killarney Brilliant Roses. All orders given prompt attention. Try us.

162 N. Wabash Av., CHICAGO

1920 Catalogue

48 Pages for Florists sent free on request.

THE JOHN HENRY CO.

LANSING, MICH.

Mention the American Florist when writing

Wire Hanging Baskets

Price List, 1919. Plain Wire Hanging Baskets.

10-inch	$1.75	14-inch	$3.00
12-inch	2.25	16-inch	4.50

SHEET MOSS in bags, per bag, $2.00

Our Sheet Moss is the best value for the money in the market.

Michigan Cut Flower Exchange, 264-266 Randolph St., DETROIT, MICH.

Mention the American Florist when writing

Wholesale Flower Markets

Chicago.

CURRENT PRICE LIST.

	Dozen
Roses, Beauty	$ 1.50@$ 6.00
" Mrs. Chas. Russell	5.00@ 20.00
" Columbia	5.00@ 15.00
" Premier	6.00@ 20.00
" Hoosier Beauty	4.00@ 15.00
" Killarney Brilliant	3.00@ 10.00
" Killarney	3.00@ 10.00
" White Killarney	3.00@ 10.00
" Richmond	3.00@ 10.00
" Prince de Bulgarie	3.00@ 10.00
" My Maryland	3.00@ 10.00
" Mrs. Geo. Shawyer	3.00@ 10.00
" Milady	3.00@ 10.00
" Sunburst	3.00@ 10.00
" Mrs. Aaron Ward	3.00@ 10.00
" Hadley	3.00@ 10.00
" Ophelia	3.00@ 10.00
" Double W. Killarney	3.00@ 10.00
" Mrs. Moorfield Storey	3.00@ 10.00
" Champ Weiland	3.00@ 10.00
" Stanley	3.00@ 10.00
" Francis Scott Key	3.00@ 10.00
" Bayard Thayer	3.00@ 10.00
" Cecile Brunner	3.00
" George Elgar	3.00
" Baby Doll	3.00
" Nesbit	3.00
" Our selection	4.00
Carnations	3.00@ 4.00
Cattleyas, per doz.	12.00
Daisies	1.50@ 2.00
Gladioli	4.00@ 6.00
Valley	15.00
Calendulas	2.00@ 4.00
Chrysanthemums, per doz.	2.00@ 4.00
Callas	15.00
New Ferns per 1,000	3.00
Galax per 1,000	1.50@ 2.00
Leucothoe	1.00@ 1.25
Mexican Ivy per 1,000	5.00@ 6.00
Plumosous Strings each	.60@ .75
Smilax per doz.	2.50@ 3.00
Sprengeri, Plumosus Sprays	3.00
Boxwood, 35c per lb., per case	9.00

ZECH & MANN

WHOLESALE FLORISTS

30 E. Randolph St., CHICAGO

Telephone Central 3284

Mention the American Florist when writing

THE CHRYSANTHEMUM MANUAL

By Elmer D. Smith

FOURTH EDITION

Price 60 Cents. Cash with Order.

American Florist Co.

440 S. Dearborn St., Chicago

Tonner Wholesale Florists

Dealers in Supplies Chicago Ill.

30 East Randolph Street.

Mention the American Florist when writing

Percy Jones

INC.

Wholesale Florists

30 E. Randolph St., CHICAGO, ILL.

Mention the American Florist when writing

The Dahlia Season Is Here

The flowers will be at their best during the next four weeks. We do not recommend the handling of Dahlias until all conditions are right. Now is the time.

OUR BIG AIM IS "BETTER DAHLIAS" EACH SEASON

We aim to handle only the **best varieties** that have all the **qualifications** as a **Cut Flower.** We specialize in **Novelties.** Many of the varieties that we handle are not offered elsewhere in quantity.

Start to handle them today. Let us send you a shipment, and you will order them again.

THE LEO NIESSEN CO., 1201 Race St., Philadelphia, Pa.

Philadelphia.

FINE DAHLIAS NOW RULE MARKET.

Reports of the past week's business are very encouraging, stock in general having sold up very well each day. Roses, in particular, were scarce and in good demand from both local and out-of-town buyers. Dahlias, which are now a great factor, were never finer at this season. Owing to the success of last year's crop, growers have paid particular attention to their plants, giving them all the helps possible, and finally disbudding for large flowers and long stems, the percentage of which, in all shipments, is greater than ever before. The daily shipments are large, but all good stock is sold at satisfactory prices. Shipping methods are improving. Some growers are putting up de luxe packages, lining them with green or white waxed tissue. The commission men do not trust or wait for express delivery, but meet the boats at the ferry, and in this way, save several hours. Some growers bring their stock in direct from the farms on their own trucks, thus insuring careful handling and early delivery. There are still quite a few asters, but the dahlias will soon crowd out all except the purple. Carnations are increasing in quantity and quality. There are a few Easter lilies. A very useful flower is the blue fall aster. These long, graceful, feathery sprays are beautiful in all kinds of work, and find a ready sale. Gladioli are almost over. Chrysanthemums are increasing, but the earlier sorts have to fight for a place with the choice dahlias. The first of the single violets are in but they have little to recommend them but the fragrance. Cattleyas are still very scarce. Greens of all kinds are in good demand.

September 29—There were large shipments of dahlias of excellent quality, the weather being very favorable to their growth. They met with good demand at satisfactory prices. Roses are more plentiful but there is still a shortage of the better grades. There is a call for lily of the valley, but it is almost out of sight in this market.

LOCAL PUBLICITY CAMPAIGN.

Chairman Grakelow is well satisfied with the progress that is being made in the plans for the local publicity campaign. Every retail florist in the city should be present at the meeting of the club, October 7, and will be if the committee's plans do not miscarry. The matter is being gone into thoroughly, letters having been received from a number of the middle western cities, where such campaigns has been most successful, giving detailed accounts of their methods and experiences.

NOTES

Cardinal Mercier, the Belgian prelate, met with a "Say it with Flowers" welcome from the florists of this city. The automobile which was waiting at the North Philadelphia station to convey him to the center of the city, was elaborately decorated with flowers con-

Push Dahlias Now

The best commercial varieties. Direct from grower to you.
A trial order solicited.

PHILADELPHIA CUT FLOWER COMPANY
Wholesale Florists
1517 SANSOM ST., George Acugle, Proprietor, PHILADELPHIA, PA.

EDWARD REID

Roses, Carnations, Chrysanthemums. All Seasonable Flowers.
This is the exclusive shop, only one block from Express Depots.
1619-1621 Ranstead Street, PHILADELPHIA, PA.

Wholesale Flower Markets

BUFFALO, Oct. 1. Per 100

Roses, Beauty, Special	30.00@	40.00
" Fancy	20.00@	25.00
" Extra	15.00@	20.00
" 1st	8.00@	10.00
" Killarney	3.00@	10.00
" My Maryland	3.00@	10.00
" Sunburst	3.00@	12.00
" Ward	3.00@	4.00
" Columbia	6.00@	15.00
" Ophelia	3.00@	15.00
" Russell	6.00@	10.00
" Shawyer	3.00@	10.00
" Bon Silene	2.00@	3.00
Cattleyas	85.00@	100.00
Sweet Peas	.50@	1.00
Asparagus Sprengeri	.35@	.50
Ferns per 1,000		2.50
Calendulas	2.00@	3.00
Smilax		25.00
Gladioli	2.00@	5.00
Asters	1.00@	3.00
Japan Lilies	8.00@	10.00
Auratum Lily		15.00

BOSTON, Oct. 1. Per 100

Roses, Beauty	12.00@	25.00
" Killarney Queen	2.00@	6.00
" White & Pink Killarney	2.00@	6.00
" Double White Killarney	6.00@	12.00
" Killarney Brilliant	2.00@	8.00
" Hadley	6.00@	12.00
" Mock	2.00@	4.00
" Mrs. Chas. Russell	6.00@	12.00
" Taft	2.00@	8.00
" Milady	2.00@	8.00
" Ward and Hillingdon	2.00@	8.00
" My Maryland	2.00@	8.00
Carnations	12.00@	15.00
Easter Lilies	10.00@	20.00
Valley	6.00@	10.00
Gladioli	4.00@	8.00

CINCINNATI, Oct. 1. Per 100

Roses, Killarney	4.00@	12.00
" Mrs. Chas. Russell	6.00@	18.00
" Ophelia	4.00@	10.00
" Richmond	4.00@	10.00
" Sunburst	4.00@	10.00
" Shawyer	4.00@	10.00
" Columbia	6.00@	18.00
Lilium Giganteum	12.50@	15.00
Cattleyas	1.00@	3.00
Carnations	4.00@	12.00
Callas	10.00@	12.00
Calendulas	1.50@	3.00
Easter Lilies	12.50@	15.00
Snapdragons	6.00@	10.00
Gladioli	3.00@	5.00
Asters	2.00@	4.00

Write For Our
Price List
On Cut Flowers
H. G. BERNING
1402-4 Pine St., St. Louis, Mo.

BERGER BROS.
Roses, High Grade Dahlias
GLADIOLUS
1225 Race St. Philadelphia, Pa.

Pittsburgh Cut Flower Co.
WHOLESALE FLORISTS
116-118 Seventh Street,
PITTSBURGH, - PA.
Growers of Quality Flowers.

MASTICA
Used for glazing greenhouses. Put up in gallon cans.....$2.25
Rubber Putty Bulb (12-oz size)..... 1.25
Geo. H. Angermueller Co.
Wholesale Florists, 1324 Pine St., ST. LOUIS, MO

C. C. POLLWORTH CO.

EVERYTHING
in the line of
Cut Flowers, Plants
and Florists' Supplies.

MILWAUKEE, WIS.

HOLTON & HUNKEL CO.
462 Milwaukee St., Milwaukee, Wis.

Wholesalers and Growers of
Choice Cut Flowers
and Greens

H. Bayersdorfer & Co.
The Wholesale Supply
House of America . . .
EVERYTHING THE BEST IN FLORISTS' SUPPLIES
1127 Arch St., Philadelphia, Pa.

Wholesale Florists' Supplies
THE HOUSE OF MERIT
Staple Baskets and Seasonable Novelties
in Quantity.
Send for Our Catalogue.
JOS. G. NEIDINGER CO.
1309-1311 N. 2nd St., Phila., Pa.

GUST. RUSCH & CO.
Wholesale Florists
Jobbers in
FLORISTS' SUPPLIES.
Phone Main 1245. P. O. Box 206
444-446 Milwaukee St., Milwaukee, Wis.

tributed by the wholesale houses. Charles H. Grakelow's initiative, in welcoming with flowers all distinguished visitors, was again put in motion, in which idea he was backed by the trade, and in consequence the cardinal was delighted, and expressed himself as very much pleased at this evidence of their good will. Such demonstrations with flowers, as were seen in New York, this city and Washington, to welcome General Pershing, and these for Cardinal Mercier, are evidences of the get-together spirit of the progressive members of the trade, who while they are holding up the fair name of their cities, are also presenting flowers as a decorative and necessary feature for all such occasions. All such demonstrations have a value far above their cost in popularizing flowers. Mr. Grakelow's idea, and it is one that cannot be commended too highly, is a "welcome to our city" with a beautiful basket or vase of flowers for the head of all organizations or societies who hold their conventions here.

The H. H. Battles window, and that of his Century Flower Shop, next door, are examples of decorative schemes that are wonderful in their color effects. This is more particularly true of his elegant store, than that of his popular priced flower shop, where there are no strictly decorative displays except those made of choice decorated flowering and foliage plants, baskets and vases of cut flowers, all featured for quick sales. The interior of the store, in which the high ceiling is canopied with hundreds of small vase baskets, of which there are always a number filled and ready for immediate delivery, is in its many inviting and salable features, an example of the up-to-date shop, as it ought to be.

The frame of half the large new 600 foot rose house at Roelefs, for the Jos. Heacock Co., is finished, and glazing was commended, September 26. It is expected the entire structure will be completed before November 1. Exceptionally choice Hadley roses for the season are a feature of their present offerings. A large addition to their stock of cattleyas was made recently. The plants are well established, from which good crops are looked for the coming season.

Wholesale Flower Markets

PHILADELPHIA, Oct. 1.	Per 100	
Roses, Beauty, special	30.00@	40.00
" " fancy	15.00@	20.00
" Mrs. Chas. Russell	6.00@	20.00
" Killarney	2.00@	6.00
" Hadley	6.00@	15.00
" Sunburst	4.00@	10.00
" Wards	3.00@	6.00
" Ophelia	4.00@	12.00
" Columbia	6.00@	20.00
Easter Lilies	20.00@	25.00
Snapdragons	4.00@	6.00
Calendulas	2.00@	3.00
Adiantum	1.00@	1.50
Smilax		.25
Asparagus Strings	.50@	.75
Asparagus bunches		.50
Dagger and Fancy Ferns, per 1,000	3.00@	4.00
Gladioli	2.00@	6.00
Dahlias	2.00@	10.00
Tritomas	4.00@	6.00
Chrysanthemums	20.00@	25.00

ST. LOUIS, Oct. 1.	Per 100	
Roses, Hadley	2.00@	6.00
" Killarney	2.00@	6.00
" White Killarney	2.00@	6.00
" Hoosier Beauty	2.00@	10.00
" Russell	2.00@	15.00
" Ward	1.00@	2.00
" Mrs. Shawyer	2.00@	8.00
" Sunburst	2.00@	8.00
Ferns	2.00	
Carnations	1.50@	4.00

PITTSBURGH, Oct. 1.	Per 100	
Roses, Beauty, special	35.00@	40.00
" " fancy	20.00@	25.00
" " extra	10.00@	20.00
" " No. 1	3.00@	6.00
" Hadley	4.00@	15.00
" Killarney	4.00@	15.00
" Maryland	4.00@	15.00
" Scott Key	10.00@	20.00
" Sunburst	4.00@	15.00
" Mrs. Aaron Ward	4.00@	10.00
" Russell	4.00@	20.00
" Columbia	4.00@	25.00
" Ophelia	4.00@	15.00
" Hilda	3.00@	12.00
Carnations	2.00@	3.00
Cattleyas		50.00
Ferns, per 1,000	2.50	
Sweet Peas	1.00@	2.00
Gladioli	4.00@	8.00
Daisies	1.00@	2.00
Asters	2.00@	4.00
Galax	1.50	
Plumosus	.35@	.50
Sprengeri	.35@	.50
Dahlias	4.00@	8.00
Smilax, per doz.	3.00	

FANCY FERNS (Special Picked)
Leave us your order for regular shipments.
C. A. Kuehn, WHOLESALE Florist
All Seasonable Cut Flowers | Mfr. and Dealer in "Florists" (Brand) Supplies
1312 Pine Street, ST. LOUIS, MO.
Mention the American Florist when writing

McCALLUM CO
Florists' Supplies
PITTSBURGH, PA.
Mention the American Florist when writing

Philadelphia Wholesale
Florists' Exchange
Roses, Dahlias, Carnations
Up-to-the-Minute Service. Satisfaction Guaranteed.
1615 Ranstead St., Philadelphia, Pa.

MINNEAPOLIS, MINN.
RICE BROTHERS
Wholesale Florists and Supplies
218 North Fifth St.
Send list in for quotations.

MILWAUKEE, Oct. 1.	Per 100	
Rose, Killarney, W. Killarney	4.00@	10.00
" Ward	4.00@	8.00
" Mrs. Chas. Russell	6.00@	15.00
" Ophelia	4.00@	10.00
" Columbia	6.00@	15.00
" Hoosier Beauty	4.00@	12.00
Carnations, assorted	3.00@	4.00
Cattleyas, per doz.		9.00
Gladioli, per doz.	.50	
Gypsophilia	.25@	.35
Asters	1.50@	2.00

W. J. Stokes, an outside local salesman for the H. F. Michell Co., was stricken with apoplexy, September 26, which caused death in a few hours. He leaves a wife and two children. A system of group insurance on the lives of all their employes, has just been put in force, the premium for which is paid by the firm. Mr. Stokes' family will be the first beneficiary of this insurance, receiving the sum of $600. The amount varies with the years of service.

The Pennsylvania Horticultural Society will hold its annual fall exhibition at the First Regiment armory, November 5-8. A national publicity booth is to be one of the features. K.

New York.

BUSINESS OF FAIR VOLUME.

Business was fair during the past week, but not particularly active. There was a heavy rain storm September 23, the remaining days being fair. Fine autumn weather keeps many of the best flower buyers out of the city. The supply of roses has not been heavy. The specials have cleaned up fairly well, but the shorter varieties have been slow, as asters and dahlias have been extensively used in funeral work. Orchids continue high priced. There is a marked increase in the supply of chrysanthemums, Unaka, Smith's Advance and Golden Glow being about the only varieties that are on the market in moderate quantity, and it will be as well if the supply remains moderate until the dahlias are well cut out. The aster supply is on the wane. While carnations are not plentiful, there seems to be enough arriving to supply the demand and some of them are good for the season. A very limited supply of lily of the valley is on the market. It is held at high prices, and the buyers are not falling over each other to get it. It has been scarce and high for so long a time that they seem to have turned to the white bouvardia and other stocks. Of course, there are occasions when lily of the valley is bound to sell, if it is on the market. The trade in general, seems hopeful as to the prospects of the season about to open, but as an old timer used to say: "Do not count your chickens till they are hatched, then look out for hawks."

September 29. — The week opened with splendid weather, which, as previously noted, is not particularly favorable to our business. The supply of roses continues light, but there is about enough to supply the demand, which is also limited. More orchids are arriving, and prices are weaker. The chrysanthemum supply continues to increase, but they move slowly. That will be the situation until the dahlias, gladioli and asters are out of the way.

NOTES.

Miss Helen M. Totty, only daughter of Charles H. and Mrs. Totty, of Madison, N. J., sailed from this port for France, September 20. She won one of the scholarships offered by the French government to American girls. She takes up her studies at the French college, October 1. Miss Totty will be pleasantly remembered by many who have met her with her parents at the conventions of the Society of American Florists, and we join in wishing her a safe and prosperous voyage across the ocean, and the wide sea of life.

"Johnny comes marching home again." Among the latest arrivals from overseas are Harry Bunyard, who went over for the Y. M. C. A.; George Polykranas, Jr., who enlisted in the American army two years ago, when he was 16 years old, and Adam Krebbs, formerly employed by Leo Klein, who has gone back to his old place. Down on Cortlandt street, Louis Scott, a brother of the late John Scott, is back with Peter Henderson & Co., after a year on the other side in the American army.

James C. Clark, of the Henry A. Dreer establishment, Riverton, N. J., accompanied by his daughter, attended the dahlia exhibition, and acted as a judge. He states that his father, John Clark, long connected with the United States botanical gardens, Washington, D. C., is now living in Scotland, and though 89 years old, is yet quite active. Many florists, who in the past, have visited the botanical gardens, will have pleasant recollections of Mr. Clark.

A. T. Bunyard, the retailer, has recently returned from an automobile trip that extended to Montreal, Quebec. Mrs. Bunyard and children accompanied him. An unfortunate incident of the trip was that their eight-year-old son was stricken with appendicitis and had to be operated on in a Rochester hospital, his mother remaining with him.

Alfred Kottmiller arranged a fine decoration, September 25, at the Ritz-Carlton hotel, for a dinner given by the Nippon Shipping Company. It was a Japanese decoration, chrysanthemums and other national features being noteworthy. One of the guests, now on a visit to this country, is said to be the "Rockefeller" of Japan.

Treasurer F. R. Austin, of the American Dahlia Society, has progressed from the amateur to the commercial class, being now president of the Peacock Dahlia Farms, Berlin, N. J. He is also president of the Tuckerton, N. J. bank.

Wallace R. Pierson, of Cromwell, Conn., and Roman J. Irwin, of this city, accompanied by Fred Brown, of Cleveland, O., have gone on a hunting trip in the wilds of New Brunswick, Canada, and expect to be absent for a month.

The past week brought the Jewish New Year, and many of our friends of that ancestry and faith, have been enjoying the holidays. In some sections of the city events connected therewith, increased the demand for cut flowers.

Dean & Co., of Little Silver, N. J., are sending to the market good stock of the pink chrysanthemum, Unaka. Daniel Dean, of this firm, was a visitor in the wholesale district, September 27.

J. C. Vaughan, of Vaughan's Seed Store, Chicago, who for the present is making his Barclay street store his headquarters, visited the cut flower district, September 25.

The next meeting of the florists' club will be held on the evening of October 13. We have not yet received the programme, but it is safe to say that there will be something doing.

The veteran, John Weir, is now buyer for Charles Abrams, of Brooklyn, and it brings him nearer to his own home when the day's work is done.

Alfred Van Praag, of the Van Praag Floral Co., has returned from a vacation of several weeks, spent in Maine and New Hampshire.

The first violets of the season came in to B. S. Slinn, Jr., of the Cut Flower Exchange, September 23. They were good for the season.

Among the visitors to the dahlia exhibition, were Emmett Dove and wife, growers, of Rockville, Maryland.

Aubrey S. Nash, of Hentz & Nash, Inc., has returned from a vacation spent in the Catskill mountains.

Charles H. Totty, visited Bayshore, L. I., September 25, and lectured before the Bayshore Garden Club.

A. Hanig, buyer for Trepel & Bershad, of Brooklyn, is said to be quite ill of influenza. A. F. F.

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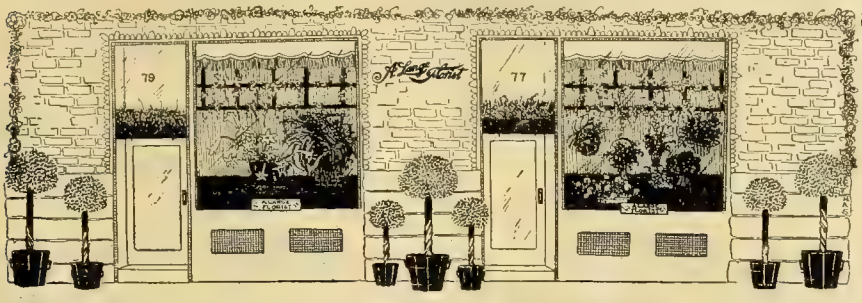

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October 7.

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October 8.

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FROM BALTIMORE, East Wind, American Line (Liverpool).

October 9.

Lake Gitano, Barber Line (Yokohama-Kobe).

October 10.

Liberty Glo, Barber Line (Hamburg-Bremen).
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Delivered in Albany and vicinity on telegraphic order.
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38 State Street, Newburyport, Mass.
Covers All New England Points

Tacoma, Wash.
California Florists
will take care of all telegraphic orders.

J. W. RODGERS
Elks' Building,
4 South Jefferson Street, Dayton, O.
Telegraph orders for Dayton will receive our immediate and careful attention.

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Hession
Madison Ave. and 76th St.
NEW YORK
Quality Flowers
TWO GREENHOUSES
ON PREMISES
Plant Specialists Phones { 107 / 420 / 775 } Lenox
Member of Florists' Telegraph Delivery.

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Orders Carefully Executed
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Wholesale and Retail
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JULIUS BAER
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Mail and Telegraph orders carefully filled.
138-140 Fourth St., East

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National Florist
J. M. Fox & Son, Inc.
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Matthews the Florist
Established n 883.
Greenhouses and Nurseries in Riverdale.
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Summer Season, 110 Bellevue Avenue, NEWPORT, R. I.
Send your orders to me for prompt delivery and satisfaction.
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New Orleans, La.
Members F.T.D.
— The — Avenue Floral Co.
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ORDERS IN OR AROUND PHILADELPHIA
J. J. HABERMEHL'S SONS
Flowers and Service
THE BELLEVUE-STRATFORD BROAD AT WALNUT STS.
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250,000 Square Feet of Modern Glass.
First-Class Stock and Service. Usual Discount.
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Flowers delivered in City and State on short notice.
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Danker FLORIST
The Best Service
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Telegraph orders receive our usual good care and prompt attention. Phones, 270, 271 Main.

C. H. FREY Wholesale and Retail Florist
1133 O St., LINCOLN, NEB.
Will fill orders for the West on short notice
Trade discounts. First-class stock.

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Wholesale and Retail Florists of Grand Rapids.
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Established over 30 years.
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200 miles in any direction. We are the center of the great Northwest. Daily deliveries to Superior, Wis.
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WIRE YOUR ORDERS TO HARRY PAPWORTH
The Metairie Ridge Nursery Co.
FLORISTS
135 Carondelet St.
NEW ORLEANS
ROSES ORCHIDS VIOLETS
F.T.D.

Lang Floral & Nursery Co.
1214 Main Street, Dallas, Texas.
Write or wire headquarters for flowers for Texas, Oklahoma, Louisiana, New Mexico. No orders too large, none too small.
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1338 O Street, LINCOLN, NEB.
Wholesale and Retail
Members of Florists' Telegraph Delivery.
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Rockford, Ill.
H. W. BUCKBEE.

Grand Rapids, Mich.
GRAND RAPIDS FLORAL CO
ALFRED HANNA & SONS will fill your orders for Designs and Cut Flowers in Michigan.

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THINK OF HEINL'S
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Max Schling Flowers
Schling Service Nothing Better
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NEW YORK CITY

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New York Floral Co.
Cor. Manor House Square and North Broadway
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Galesburg, Ill.
Pillsbury's Flower Stores
For Central Illinois
Members of Florists' Telegraph Delivery.

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HENRY W. SHEPPARD
532-534 RACE STREET
Successor to the HILL FLORAL CO.
Good Stock and Good Service.

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BRAMLEY & SON
1181 E. 71st. St.
The Largest Growers of Flowers in the City.

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313 Market St., Harrisburg, Pa.
Night and day service in all Central Pennsylvania.

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Central Floral Co.
DETROIT
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Best service in both cities and adjoining territory. Member of Florists' Telegraph Delivery.
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Boston, Mass.
Penn The Florist
"Penn, The Telegraph Florist"
Member of Florists' Telegraph Delivery Ass'n.
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Randall's Flower Shop
Member of Florists' Telegraph Delivery.

Orders in or around WASHINGTON, D. C.
Geo. C. Shaffer
FLORIST
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224-226 Grand Avenue
Mail or telegraphic orders promptly and most carefully executed.

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GEO. H. COOKE
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BLACKISTONE, Inc.
14th and H Streets, N. W.
Exceptional Service

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We Solicit Telegraph Orders.
Regular Trade Discount.
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Malandre Brothers
2077 Broadway, near 72nd St.
'Phone, Columbus 6883
The name "Malandre Brothers" on a box of flowers is a Guarantee of Quality.
Orders from other cities receive our personal attention.

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Order Your Flowers for delivery in this section from the
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The Rosery Floral Co.,
167 Market St., at Broad St.
Everything in Flowers
Prompt Deliveries to any town or city within 150 miles of Newark. Telephone Market 494

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IDLEWILD GREENHOUSES **Memphis, Tenn.**
89 South Main St.
"Up-to-the-Minute" Service and Execution.
Every Flower in Season

Kansas City, Mo.
Samuel Murray,
1017 Grand Avenue
Member of Florists' Telegraph Delivery.

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Mangel
The Palmer House Florist
17 E. MONROE ST.
Member of Florists' Telegraph Delivery.

For St. Louis.
WIRE
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The Seed Trade

American Seed Trade Association.

E. C. Dungan, Philadelphia, Pa., President; Wm. G. Scarlett, Baltimore, Md., First Vice-President; David Burpee, Philadelphia, Pa., Second Vice-President; C. E. Kendel, 216 Prospect Avenue, S. E., Cleveland, O., Secretary-Treasurer.

The thirty-eighth annual meeting will be held June, 1920.

THE price of bags at Chicago, October 1, was $62.00.

SUGAR BEETS in Nebraska will run 10 tons to the acre this season.

RAINS in the west have materially improved the fall seeding conditions.

NEW YORK.—A. L. Don, of Weeber & Don, was on a seed inspection trip last week.

VISITED CHICAGO: Emil Mauser, Zurich, Switzerland, in this country with the Swiss commission.

EUGENE SCHAETTEL, of Vilmorin-Andrieux & Co., Paris, France, expects to visit the United States the latter part of October.

TEXEL ISLAND is producing the healthiest daffodils in Holland, where, generally, the disease of daffodils is increasing annually.

IT is said 80,000 bulbs of northern grown Lilium candidum were shipped from Paris to America this season. Owing to shipping troubles these came late.

COOPER, TABER & CO., of London, England, are reported to have established offices in Holland in an effort to overcome the vagaries of Dutch bulb minimum prices.

CONGRESSMAN J. W. FORDNEY, of Saginaw, Mich., is chairman of the ways and means committee, and will have charge of all tariff revision in which the horticultural trade is interested.

WATSON S. WOODRUFF, of S. D. Woodruff & Sons, Orange, Conn., accompanied by Mrs. Woodruff, will sail on the S. S. New Amsterdam, October 4, for France, where he will combine business and pleasure during a stay of two months.

ONION SETS in the Chicago district are about the same as last week, $2.25 for reds and yellows and $2.75 for whites. Ninety per cent of the sets are now in storage, some late deliveries being due to the gathering of tomato and bean crops.

TOLEDO, O.—Cash clover opened unchanged and October and December were steady, September 30, with cash offered at $29.75. Timothy was unchanged, cash being offered at $5.40, September $5.70, October $5.57½, December $5.62½, and March $5.70.

GILROY, CALIF.—John B. Scherrer, formerly assistant professor of horticulture at the New Hampshire College of Agriculture, and later at the University of Pennsylvania, is now with the Pieters-Wheeler Seed Co., of this city, where he will devote his time to stock selection.

DARMSTADT, GERMANY.—Paul Anding, nephew of the late Ludwig Heyn, proprietor of the firm of Conrad Appel, whose death was reported in our issue of September 13, page 450, has succeeded to the business. Associated with him are P. Krauter, L. Hinkel, A. Fuhrlander and Hans Walter.

Illinois Seed Law.

Outline of seed law and regulations prepared by the department of agriculture, seed inspection, Springfield, Ill.

Those who have anything to do with the buying and selling of the following farm seeds: Red clover, mammoth clover, white clover, alsike clover, sweet clover, alfalfa, timothy, Kentucky blue grass, brome grass, orchard grass, meadow fescue, oat grass, rye grass, vetch, rape, corn and millets, will be interested in knowing the provisions of the Illinois seed law, which became effective July 1, 1919.

The law does not prevent the sale of impure seed but provides for the proper labeling or tagging of the seed sold or offered for sale.

When any of the farm seed referred to above is sold or offered for sale for seeding purposes within the state, the label or tag should show the following information:

(1). Common name.

(2). Noxious weed seeds present in greater numbers than 1 to 5,000.

(a) No one or more of which is in greater number in the aggregate than 1 to 1,000 of such farm seed.

(b) No one or more of which is in greater number in the aggregate than 1 to 500 of such farm seed.

(3). Per cent of other weed seeds present.

(4). Per cent of inert matter.

(5). The name and address of vendor, also name and address of purchaser.

Agricultural seeds or mixtures when sold to dealers for recleaning or held in store for cleaning purposes do not come within the law.

The information for the above mentioned label or tag can be obtained by an analysis of the seed. This analysis can be made by the dealer himself or by a seed analyst in the employ of the United States department of agriculture, state department of agriculture or a wholesale seed house. The seed law provides for the analysis of seed by the department of agriculture, through a chief seed analyst, who has an office and laboratory in Room 428, DeWitt Smith building, Springfield, Illinois. Samples of not less than two ounces should be taken so as to represent the entire lot of seed as nearly as possible.

When sample is taken, place it in a strong manilla paper bag or cotton sack and wrap securely to prevent being torn open in mails. A small cotton sack is better than most envelopes.

The law provides that five samples of farm seeds sent by one individual, firm, or corporation within a year, will be analyzed free.

The law also states that it shall be unlawful for any person, firm, corporation or association, to sell or have in his or its possession, for sale, any farm seed whether named in the law or not, which has been artificially loaded or weighted with sand or dirt or other similar material, to add to the weight or quality of such farm seed.

Seed corn sold or offered for sale in lots exceeding 10 pounds requires, according to law, a different label or tag showing:

(1). The full name and address of the vendor so selling or offering same for sale.

(2). The common accepted name of the variety.

(3). The name of the county and the state where grown; also the year in which said seed corn was grown.

If the above facts are not known it should be so stated on the label or tag.

The penalty for a violation of the law is a fine of not less than $5.00 nor more than $100.00.

A short course in seed analysis will be given by the Illinois Agricultural College at the same time as their regular short courses which are usually held the latter part of January each year. Full information regarding this course can be obtained by writing to department of agriculture, University of Illinois, Urbana.

Pieters-Wheeler Seed Company
Growers of High Grade SEED
Gilroy, California
Beet, Carrot, Lettuce, Onion, Radish.
Correspondence Solicited.

THE W. C. RESSING SEED COMPANY
NORWALK, OHIO.
Growers Exclusively of
Sweet Corn Seed

Alfred J. Brown Seed Co.
Growers of
Peas and Beans
Grand Rapids, Mich.

The Best Color Chart
For Florists, Seedsmen and Nurserymen
PRICE $1.00 POSTPAID.
AMERICAN FLORIST CO.
440 S. Dearborn St., CHICAGO

Braslan Seed Growers Company
Grower for the Wholesale Trade Only. ONION, LETTUCE, CARROT, PARSNIP, PARSLEY, CELERY, ENDIVE, SALSIFY, NAMED AND MIXED GRANDIFLORA AND SPENCER SWEET PEAS AND SUNFLOWER.
SAN JOSE, CALIFORNIA

— We are headquarters for the **BEST OF EVERYTHING** in —

VEGETABLE SEEDS

With our Stock Seed Farms at Grass Lake, Mich., and our growing stations in every part of the United States where seeds are grown successfully, all in charge of capable and experienced men, we are equipped for and are producing

PEAS, BEANS, CORN and VEGETABLE SEEDS

of all kinds in quantity and of highest quality.

Glad to quote for present delivery or on growing contract for crop of 1919.

JEROME B. RICE SEED CO., CAMBRIDGE, N. Y.

Copies of the law and the rules and regulations printed in bulletin form can be obtained by writing to Department of Agriculture, Seed Inspection, Room 428, DeWitt Smith building, Springfield, Illinois.

Michigan Bean Jobbers' Association.

The twenty-seventh annual convention of the Michigan Bean Jobbers' Association was held at the Cadillac hotel, Detroit, Mich., September 24-25. There were more than 160 members present when the opening session was called to order by President Christian Breisch, of Lansing, G. A. Brown, of the Isbell Bean Co., Detroit, who was assigned to respond to the address of welcome scheduled for the mayor, found he had to do double duty, making both addresses, owing to the absence of the city's chief executive. Then followed the address of President Breisch, who, upon concluding, appointed Frank Nowlin, of Albion, J. N. McAllister, of Caro, and Edward Aymer, as a nominating committee, and A. L. Chamberlain, Port Huron, W. I. Biles, Saginaw, and M. G. Murphy as a committee on resolutions. Frank Gerber, president of the National Canners' Association, Fremont, sent the greetings of his organization, which were read by Secretary Frank B. Drees. Guy W. Rouse, president of the Worden Grocery Co., Grand Rapids, gave an address on "Present Day Merchandising," in which he said in part: "The adjustment of the present critical condition of the country will be made not by the capitalist, but by the business men. Any agency proposed for the purpose of adjusting prices by legislation or governmental interference will fail, as only the old principle of supply and demand will right the question of prices now disturbing the country. The socialist is wrong and also the fraternalist, and the labor unions have their limited rights—and the I. W. W. also try to adjust matters, but they are on the wrong track. All are nursing schemes that will not work out fairly. The unrest in the world today is the result of the agitation of the socialist leaders of Germany. No group of men can lead us as well as the business men. We want Michigan beans to occupy the highest position in the markets of the world and to do that we must raise the present inspection standard to a higher point, make a broader market and increase the popularity of the Michigan brand.

Nathan Simpson heartily endorsed the views of Mr. Rouse and explained the evil element referred to as unfortunately injected into the farmers' nonpartisan league of North Dakota, which has its being because of the methods of the bankers in that state in making a charge of five per cent per month for loans made to them, practically usury. Mr. Simpson, referring to Michigan beans, said: "There is just one enemy of the Michigan bean grower—the bear who tries to depress the price. A cost accounting system is needed by the farmer who works from 10 to 16 hours a day, buying his requirements at retail, while he sells his product at wholesale."

A telegram was received during the session from the California Bean Growers' Association, asking help to combat the importation of Japan grown beans, stating that only the day previous, 5,000,000 pounds of beans arrived on the Pacific coast from that country. A protective tariff is asked for. Replying to a telegram, Congressman Thomas W. Fordney, of Saginaw, who had been in-

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Quality Seed

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GROWERS OF SELECTED STOCKS OF

Onion, Lettuce, Radish, Carrot, Sweet Peas, Etc.

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Special prices for Florists and Market Gardeners. Write for a copy at once—It will save you money.

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I. N. Simon & Son

Garden Seeds

438 MARKET STREET

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THE

J. C. ROBINSON SEED CO.

WATERLOO, NEBRASKA

ROCKY FORD, COLORADO.

Contract growers of Cucumber, Cantaloupe, Watermelon, Squash and Pumpkin Seed; Sugar, Flint and Field Seed Corn.

Western Seed & Irrigation Co.

Seed Growers and Dealers

FREMONT, NEBRASKA

SPECIALTIES:

Cucumber, Muskmelon, Watermelon; Pumpkin and Squash; Sweet, Flint and Field Corn.

Write for special contract and spot prices.

Waldo Rohnert
GILROY, CAL.
WHOLESALE SEED GROWER
Specialties:
Beet, Carrot, Endive, Lettuce, Onion and Radish.
Correspondence Solicited.

vited to be present, that gentleman gave the assurance that the ways and means committee at Washington, will at its meeting in February next, give the bean industry of this country the needed protection.

George Booth, Pittsburgh, Pa., speaking on the subject of "Present Day Merchandising," said that from the brokers' standpoint, the integrity of the jobber is highly important, so that the broker may, with full assurance, vouch for the grade offered to dealers. F. G. Furrin, secretary of the New York Bean Jobbers' Association, gave an outline of the work of that organization and tendered the Michigan association the courtesies of his office in furtherance of greater efficiency.

A letter was read from A. C. Bedford, chairman of the executive committee of the International Trade Conference, announcing a meeting of that body with a commission from England, France, Belgium and Italy, to be held at Atlantic City, N. J., October 20, which the president of the Michigan Bean Jobbers' Association was invited to attend.

M. J. Hart, Saginaw, chairman of the advertising committee, made his report and submitted a plan for the raising of a fund to advertise Michigan grown beans to the world. His plan would be a charge of 10 cents per 100 pounds to the grower and five cents on a like basis to elevator owners to maintain the fund. His project included a system of branding the Michigan product and popularize it by a national advertising campaign. As the growers' association did not have a representative present, the plan, though warmly supported by many was rejected for the time being. In the discussion of this subject it developed that the 1919 crop will be about 3,500,000 bushels, of an estimated value of $12,000,000 to $14,000,000.

At the Thursday morning session, a discussion on "Management of the Packing Room," was led by A. L. Chamberlain. He advocated proper conditions in the picking room for efficient work, these to include good light and sanitary conditions and a close scrutiny of the work. His talk was highly commended as most timely and valuable.

J. M. Coup, Saginaw, led the discussion of "Inspection System," which showed the operation of the Michigan standard of inspection, which is rarely corrected, reversed.

The new sales contract, which was presented by H. E. Chatterton, Mt. Pleasant, chairman of committee on revision, which in the new form was thought by the committee to be an improvement in some respects over the old contract, brought a spirited discussion, at the conclusion of which Judge E. L. Beach, of Saginaw, attorney for the association, pointed out the defects which made it impossible of adoption or its being sustained in practice or the courts resorted to. A motion was made to continue the present form of contract with some minor changes, and this was carried.

The membership committee reported the application of 71 regular memberships received during the year as well as 13 associate memberships. These were, upon the approval of the committee, admitted.

R. C. McGILL & CO.
WHOLESALE SEED GROWERS
SPECIALTIES IN VARIETY
ONION-CARROT-BEET-RADISH-PARSNIP
CONTRACT PRICES MAILED ON REQUEST
SAN FRANCISCO CABLE ADDRESS, "MCGILL-SEED" SAN FRANCISCO CALIFORNIA

NARCISSUS PAPER WHITE GRANDIFLORA
1300 to a case. WRITE FOR PRICES.
READY FOR IMMEDIATE DELIVERY.
HOGEWONING & SONS, Inc., 32 Broadway, New York

For SEEDS
Flower, Vegetable and Farm
Send your inquiries to
HURST & SON
152 Houndsditch
LONDON, - - ENGLAND
The Premier British Wholesale and Exporting Seed House
75 YEARS UNRIVALLED REPUTATION

Just Received
HOLLAND BULBS
FREESIA PURITY, ¾ in. and up.
Prices on application.
J. M. THORBURN & CO.
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GARDEN SEED
Beet, Sweet Corn, Garden Beans, Onion Sets and Sweet Potatoes in variety. Also other items of the short crop of this past season, as well as a full line of Garden Seeds, will be quoted you upon application to
S. D. WOODRUFF & SONS, 82 Dey St., NEW YOR
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EDGAR F. HURFF
SWEDESBORO, N. J.
Grower of High-Grade Seed.
TOMATO, Pepper, Eggplant, Squash, Pumpkin, Cucumber and Watermelon Seed and Field Corn on contract.
CORRESPONDENCE SOLICITED

Get Quotations From
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SEEDS WHICH SUCCEED
Bloomsdale Farm. Bristol, Pa.

ROUTZAHN SEED CO.
Arroyo Grande, Calif.
Sweet Pea and Nasturtium Specialists.
Wholesale Growers of full list of
FLOWER and GARDEN SEEDS

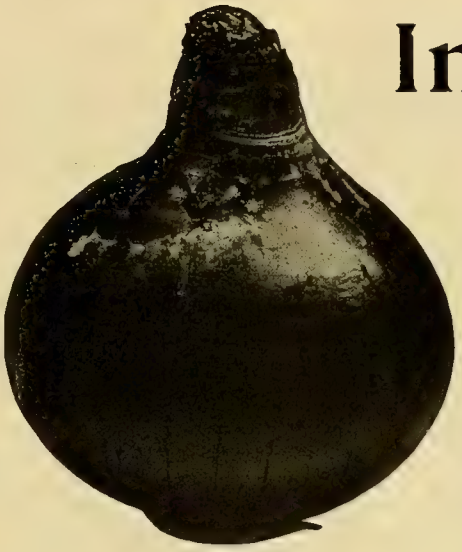
BURPEE'S SEEDS
Philadelphia
Wholesale Price List for Florists and Market Gardeners.

GEORGE R. PEDRICK & SON
PEDRICKTOWN, N. J.
Pepper, Egg Plant, Tomato, Okra, Asparagus, Rhubarb, Celery, Spinach, Beet, Onion, Beans, Cabbage, Cauliflower, Sweet Corn and Vine Seeds.
Correspondence Solicited.
WHOLESALE SEED GROWERS

Yokohama Nursery Co., Ltd.
Woolworth Building,
NEW YORK CITY
IMPORTERS
Japanese Bulbs, Plants and Seeds

John N. McAllister, Caro, chairman of the statistics committee, made his report and Joseph Frutchey, chairman of the committee on arbitration, reported the adjustment of 40 cases by his committee. The reports of Chief Inspector G. W. Burkhart, Secretary Frank B. Drees and Treasurer W. I. Biles, it was announced by the chair, would be made in bulletin form and mailed to all members.

The nominating committee recommended the re-election of President Breisch and similar action was taken for the secretary and the treasurer, which automatically resulted in their election. J. F. S.



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VALLEY, Douglas County, NEB.

Contract Growers of

HIGH GRADE SEEDS

Cucumber, Muskmelon, Squash and Pumpkin, Sweet, Flint and Dent Seed Corn.

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GROWERS FOR THE TRADE

Beans, Peas, Sweet Corn, Onion, Turnip, Radish, Beet, Carrot, Spinach, Etc.

Branches: Wisconsin, Colorado, Montana, Idaho, Washington. Milford, Conn.

Mention the American Florist when writing

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H. A. PETERSEN, Limited

SEED MERCHANTS

Brisbane, Queensland, Australia,

are Exporters of **Rhodes Grass, Paspalum Grass, Soudan Grass, Couch, Prairie Grass, Red Top Grass.** Correspondence invited.

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Market Gardeners

Vegetable Growers' Association of America.

E. A. Dunbar, Ashtabula, O., President; Louis F. Miller, Toledo, O., Vice-President; S. W. Severance, Louisville, Ky., Secretary; H. J. Cheney, Grand Rapids Mich., Treas. Next annual convention September 1920.

TOLEDO, O.—Heckinger Bros., with the addition of a new house nearly completed, will have three acres under glass, devoted to vegetables.

Prices of Indoor Fruits and Vegetables.

Chicago, Sept. 30.—Cucumbers, bushel baskets, $2.25 to $2.50; celery, Michigan, crate, 75 cents to $1.00; leaf lettuce, per tomato box, 10 to 12½ cents; radishes, per 100 bunches, $2.00; tomatoes, per box, 25 to 50 cents.

New York, Sept. 29.—Celery, per doz. roots, 20 to 75 cents; cucumbers, basket or crate, $1.00 to $2.50; mushrooms, $1.00 to $3.00 per three-pound basket; tomatoes, carrier, 50 cents to $2.75; lettuce, per package, 50 cents to $1.50; radishes, per 100 bunches, $1.00 to $2.00.

Vegetable Storing Methods.

Many of the root crops, such as parsnips, salsify, horseradish, rutabagas, and winter radishes require the same general treatment for storage, according to J. T. Rosa, Jr., in the weekly agricultural service letter of the University of Missouri College of Agriculture, Columbia. They should be kept cool and somewhat moist. They are not injured by freezing, and are usually left in the ground until after the first freeze in autumn. Another group of vegetables, handled in the same general way as the foregoing, but which are more tender to cold, are beets, carrots, kohlrabi, leeks and turnips. The first two mentioned are subject to excessive wilting or shriveling in storage unless they are kept moist. This is often done in the house cellar by burying the roots in barrels of moist sand, which will keep them in plump condition until spring. This group should be harvested before heavy freezing. To have all the foregoing crops tender and in the best of condition for table purposes at storage time, they should be sown in the late spring or early summer, according to the length of the growing season. All of the root crops should be dug carefully, and the tops should be twisted off some distance above the crown, instead of topping closely with a knife. The roots may be placed in storage in bulk or in smaller containers. All of the crops are good keepers, and are very desirable as winter vegetables. Frequently, it is desirable to leave a portion of such crops as parsnips, horseradish, salsify and rutabages in the ground over winter. In this case, harvesting is simply deferred until spring.

Celery, which matures late in the fall, can be stored green, and blanched by the process of storage. The stalks are dug with a spade, and a large portion of the roots left on each plant. These are set side by side in a shallow layer of soil or sand in the bottom of an empty hotbed or in a corner of a cool cellar. The soil is kept moist, but the plants must be kept dry, otherwise decay may set in. The plants should continue growing slowly, and since the storage place is dark, the stalks will soon become blanched. Celery is also stored extensively in trenches two feet deep and three feet wide, the green plants being set closely on the bottom of the trench, which is roofed over with boards and banked with earth.

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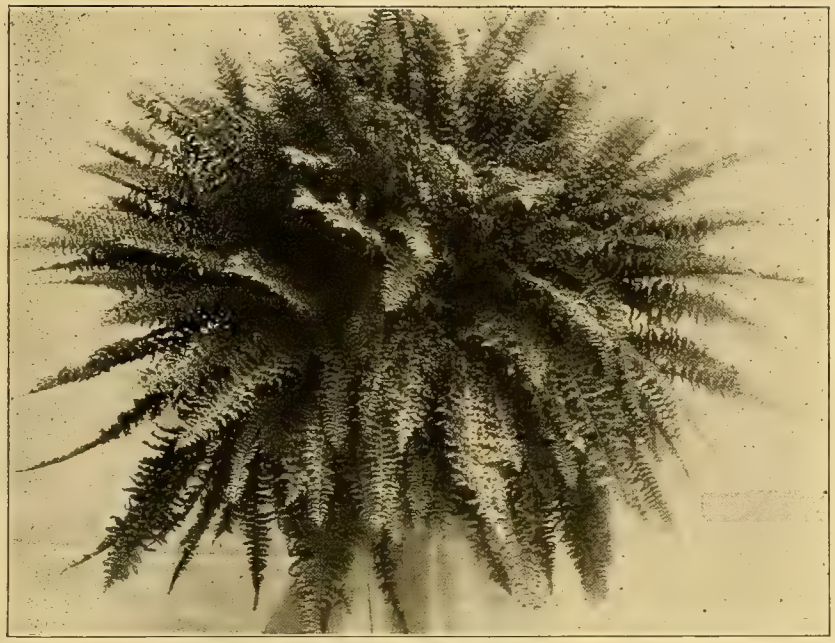

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Forty-fifth annual convention will be held at Chicago, June, 1920.

SPOKANE, WASH.—The Inland Fruit Growers' Association will hold a conference in this city December 2-3, in conjunction with the state horticultural association.

HALIFAX, N. S.—Apple crop estimates show a decrease from earlier predictions. It is expected that the crop will be approximately 1,300,000 barrels, a marked increase over 450,000 barrels last year.

SPOKANE, WASH.—The annual meeting of the state horticultural association will be held here December 2-3, among the prominent speakers secured for the programme being G. Harold Powell, whose topic will be "Standardization."

Tree-Doctoring Quacks and Powders.

Attention of the horticultural department of the University of Missouri, Columbia, has been called to the fact that some of the so-called "tree powders" are again being advertised and sold in the state. The advertisements or agents for these materials generally claim, that if holes are bored into the trees, and then certain quantities of the powder are put into them, the trees thereafter will be free from insect and fungus injury. The theory is suggested that the poison will be taken up by the sap, distributed throughout the tree, and act as a specific against all kinds of insects and diseases. Sometimes it is claimed that the material will also act as a fertilizer and tonic, and thus lead to greater productiveness. It is generally the amateur that is made the victim of these cure-alls, for the experienced commercial grower has learned to leave them alone. However, each year there are enough amateurs misled by the claims for them to make their manufacture and distribution profitable to a good many. It might be stated that the grower should place no reliance in these fake remedies. Good sanitary methods of orchard management, coupled with thorough spraying treatment, constitute the means of controlling the insects and diseases of the orchard; and they alone should be relied upon.

Gordonia Alatamaha.

With the exception of the witch hazel, which in this latitude is a shrub rather than a tree, this gordonia is the last tree of the year to flower in the Arboretum, and its pure white, cupshaped flowers, resembling a single camellia flower, can now be seen on the plants on Azalea path and on Hickory path near Centre street. This handsome little tree has an interesting history. It was discovered by John Bartram, the famous Pennsylvania traveler and botanist, in 1765 near Fort Barrington on the Altamaha river, in Georgia. John Bartram's son, William, visited the locality in 1778 and collected seeds and roots of this tree, and Dr. Moses Marshall, who visited the locality in 1790, was the last botanist who has seen it growing naturally. Many botanists have hunted for it in vain in the neighborhood of Fort Barrington, but without success, and this tree has been preserved by the plants and seeds collected by William Bartram and his descendants. Many of these are growing in gardens near Philadelphia, and there are large and very old specimens in the neglected arboreta of the Brothers Painter, at Medina, and of John Evans, in Radnor township, Delaware county. Good plants may be seen in Fairmount park, near the Horticultural building, and in a few private gardens near the city. This gordonia has been an inhabitant of the Arboretum for many years, where it flowers in sheltered positions every autumn. Late in the season, the leaves turn orange and scarlet before falling.—Arnold Arboretum Bulletin.

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Pansy Plants, strong and stocky, "Superb Strain," $4.00 per 1,000; 3,000 for $11.25; 5,000 for $17.50. Cash. These plants and strain will please you. BRILL CELERY GARDENS. Kalamazoo, Mich.

PEONIES.

Peonies. Extra good divisions or undivided clumps. Clean, healthy, northern-grown stock. For varieties and prices see display advertisement elsewhere in this issue. The W. L. Miller Seed Co., Market Square, St. Paul, Minn.

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Poinsettias, true type, 2½-in. pot plants, $10.00 per 100. A. Henderson & Co., 166 N. Wabash Ave., Chicago.

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Primula Obconicas. Rosea, Apple Blossom, Kermesina. Good, strong stock from 2¼-in. pots at $6.00 per 100; $55.00 per 1000. J. H. FIESSER, North Bergen, N. J.

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For Sale. The following Rose Plants, 900 2½-in. Cecile Brunner; 400 2½-in. Ward. These are good plants.

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Morton Grove, Illinois

Roses, own root, 3-in. For varieties and prices see advertisement on front cover page of this issue. A. N. Pierson, Inc., Cromwell, Conn.

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Seeds, High Grade. We specialize in beans, carrot, lettuce, onion, parsnip, radish, salsify, spinach, named and mixed nasturtiums, and Grandiflora and Spencer Sweet Peas. Atascadero Seed Company, Atascadero, Calif.

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Seeds. Sweet Peas for fall sowing. Spencer, Unwin and Grandiflora types. For varieties and prices see display advertisement elsewhere in this issue. Vaughan's Seed Store, Chicago and New York.

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SEEDS.

Seeds. Tomato, pepper, eggplant, squash, pumpkin, cucumber and watermelon seed and field corn on contract. Edgar F. Hurff, Swedesboro, N. J.

Seeds. Contract growers of cucumber, muskmelon, squash and pumpkin; sweet flint and dent corn. The C. Herbert Coy Seed Co., Valley, Neb.

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Seeds, specialties: Pepper, eggplant, tomato, vine seed and field corn. George R. Pedrick & Son, contract seed growers, Pedricktown, N. J.

Seed. Beet, sweet corn, bean, onion sets, potato. Prices will be quoted upon application. S. D. Woodruff & Sons, 82 Dey St., New York.

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Seed. Vegetable and flower, of every description. The W. W. Barnard Co., 231-235 W. Madison Street, Chicago.

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Cherries. Cleveland, 2½-in., $8.00 per 100; New Yellow, Orange Queen, 2¼-in., $10.00 per 100. Wm. F. Kasting Co., 568-570 Washington St., Buffalo, N. Y.

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1920 Catalogue. 48 pages for florists. Free on request. The John Henry Co., Lansing, Mich.

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Cut flower boxes. Edwards Folding Box Co., Philadelphia, Pa.

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Carnation staples, 35c per 1,000, 3,000 for $1. Wm. Schlatter & Son, 422 Main St., Springfield, Mass.

Pillsbury Carnation Staples, 1,000 for 35c; 3,000 for $1. I. L. Pillsbury, Galesburg, Ill.

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Brenner, Edward, New York.
Budlong Co., J. A., Chicago.
Chicago Flower Growers Assn., Chicago.
Coan, J. J., Inc., New York.
Erne & Company, Chicago.
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Kessler, Wm. A., New York.
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Kuhl, Geo. A., Pekin, Ill.
Mackie, William, New York.
McCallum Co., Pittsburgh, Pa.
Meconi, Paul, New York.
Millang, Joseph A., New York.
N. Y. Cut Flower Exchange, New York.
Miller & Musser, Chicago.
Neidinger Co., Jos. G., Philadelphia, Pa.
Niessen Co., The Leo, Philadelphia, Pa.
Philadelphia Wholesale Florists' Exchange.
Pierson, A. N., Inc., Cromwell, Conn.
Pittsburgh Cut Flower Co., Pittsburgh, Pa.
Poehlmann Bros. Co., Chicago.
Pollworth Co., C. C., Milwaukee, Wis.
Polykranas, Geo. J., New York.
Pyfer & C., A. T., Chicago.
Randall Co., A. L., Chicago.
Reid, Edward, Philadelphia, Pa.
Reinberg, George, Chicago.
Reinberg, Peter, Chicago.
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Riedel & Meyer, Inc., New York.
Rusch & Co., Gust., Milwaukee, Wis.
Sheridan, W. F., New York.
Siebrecht, Geo. C., New York.
The Long Island Floral Co., Brooklyn, N. Y.
Tonner, O. A. & L. A., Chicago.
Totty Co., Chas. H., Madison, N. J.
Traendly & Schenck, New York.
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United Cut Flower Co., New York.
Vaughan, A. L., & Co., Chicago.
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Six Splendid Volumes

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FOLEY GREENHOUSES
Only the Best of Material Is Used.

In designing your house, we always consider the use for which the house is intended—thereby assuring you of proper design and bench arrangement—not forgetting the importance of an efficient heating system.

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FOR RESULTS USE MASTER BRAND
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They are Nature's Master Soil Builders

They will give lasting results and are perfectly adaptable for both outside and inside growing conditions.

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PULVERIZED SHEEP MANURE
VINE and PLANT MANURE

Guaranteed Analysis	Ammonia	Phos. Acid	Potash
	2½%	1½%	1½%
	5½%	2%	1%

Quotations on any quantity and all information furnished upon application.

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"ALL-HEART" CYPRESS
WORKED TO SHAPES.
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PECKY CYPRESS.
SQUARE RED CEDAR POSTS.
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The FLORISTS' HAIL ASSOCIATION OF AMERICA
INSURES GLASS AGAINST DAMAGE BY HAIL.

It is chartered by the State of New Jersey, and reports its finances to the Commissioner of Banking and Insurance of that State, and for 32 years has been considered a subsidiary of the S. A. F. and O. H. It is safety in insurance.

Send to JOHN G. ESLER, Secretary, SADDLE RIVER, N. J., for particulars.

1,000 Letterheads } $6.00
1,000 Envelopes }

Good Stock—Send Cash with order. No samples sent unless postage is enclosed.

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We Print Everything.

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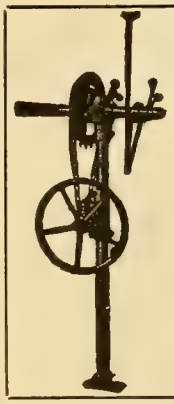

WE are in position to be of service to you for anything you may require in the line of

Greenhouse Fittings.

You are going to require some of this material this fall so get our catalog at once.

Advance Co.
Richmond, Ind.

Mention the American Florist when writing

If You Do Not Find What You Need in Our Ready Reference Department, Write Us About It.

YOU WILL BE SURPRISED

At the quality there is in WIZARD BRAND Shredded Cattle Manure this year. New equipment provides a better selection of crude manures than ever before and it shows up in every bag of Shredded Cattle Manure.

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TRADE MARK

PULVERIZED SHEEP – PULVERIZED CATTLE
SHREDDED CATTLE
MANURE

Is dried and sterilized in high temperature direct heat dryers. It saves you time and labor in handling and application. Does not bring you foreign weeds and grasses that come with crude or air dried manures.

WIZARD BRAND may not always be lowest in price but it is highest in quality and the recollection of quality remains long after price is forgotten.

WIZARD BRAND Trade Mark is tagged or printed on every bag for your protection.

Your dealer can supply WIZARD BRAND if you insist or we will quote on any quantity from a bag to a carload promptly.

THE PULVERIZED MANURE CO., No. 32 Union Stock Yards, **Chicago, Ill.**

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WRITE FOR CATALOG

Buchbinder Bros.

11 S. LaSalle St., Room 731, CHICAGO, ILL.

Mention the American Florist when writing

Nashville, Tenn.

SUPPLY IMPROVES IN QUANTITY.

The supply of flowers has improved considerably, although some dependence is still placed on arrivals from northern markets to help take care of the large daily demand for funeral work. Dahlias are very fine and useful for all purposes. The annual feature of fall weddings is now beginning to loom large, making a very good demand. Chrysanthemums are not in yet, the growers having purposely held them back for a more propitious period. Roses are coming splendidly, and are of good quality. Carnations will soon take their place on the scene. Good business in general is reported from all sources.

M'INTYRES SUE FERTILIZER PLANT.

The McIntyre Floral Co. has entered suit and asked an injunction restraining the Prairie State Fertilizer Co. from operating its establishment, the complaint stating that the defendant company has erected its plant adjoining the range of the McIntyre Company, which consists of 36 acres, commercial greenhouses and buildings for the homes of the owners and employes, all of which are being damaged by the dust from the rock being ground for the defendants product, which covers the glass, excluding light from the plants and enters the residences causing a loss to the contents as well as affecting the food. It is further stated that the noise of the mill at night disturbs the rest of the complainants. It is also asked that the court determine the amount of damage already sustained by the complainants, and that a permanent injunction be granted prohibiting further operation of the fertilizer establishment.

M. C. D.

Greenhouse Construction
BY PROF. L. R. TAFT.

It tells the whole story about how to build and heat a greenhouse, be it large or small, and that, too, in a plain, easily understood, practical way. It has 210 pages and 118 illustrations. PRICE, $1.75.

Greenhouse Management

By the same author. Covers the subject completely. 382 pages. PRICE, $1.75.

American Florist Co., 440 S. Dearborn St., **Chicago**

THE RENOWNED FOOD FOR PLANTS.

MANUFACTURED BY

CLAY & SON, STRATFORD, LONDON, ENGLAND

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122 W. 25th St., NEW YORK

Florists' Supplies

We manufacture all our **Metal Designs, Baskets, Wire Work and Novelties,** and are dealers in **Glassware, Pottery, Decorative Greens and Florists' Requisites.**

Wired Toothpicks

10,000, $2.25; 50,000, $9.75. Manufactured by

W. J. COWEE, Berlin, N. Y.

Sample Free. For Sale by Dealers.

Rochester, N. Y.

WEDDINGS CREATE BIG ROSE DEMAND.

Cool, crisp, autumn weather has improved trade conditions materially, and the business is good. There are numerous weddings, resulting in a heavy call for white roses. Other colors of all kinds are of splendid quality and the supply unlimited. Gladioli are plentiful, and the same is true of asters, but the cold, frosty weather has made the latter look rather rusty. Garden flowers are still coming into the market. Cecile Brunner roses are still very plentiful; in fact, there is an over-supply. As the season for fall social functions has not begun, there has been little call for corsages. Dahlias have begun to come in, and the quality is very good. Asparagus and galax are plentiful. Primroses, cyclamens, etc., find ready sale.

NOTES.

The monthly meeting of the Rochester Rose Society was held September 22. The question arose, "Can Rochester Growers Compete With Other Rose Growing Communities?" John Dunbar, president of the organization, was unable to attend, owing to an injury recently sustained. Mr. Schoenfelder, an amateur rose grower, presided. Colin T. Ogsten gave as a reason why good roses are not grown, poor sunlight in December and January, because this city is in the cloud belt. The society has engaged experts to speak at the meetings this fall.

Horace J. Head has returned from a successful business trip in the territory extending from this city to Albany.

Mrs. Owens has returned from Cleveland, O., and is again at the store of Alberts, the Florist.

Jacob Thomann & Son are the proud possessors of a white tritoma which is quite a curiosity.

James Vicks' Sons are making a specialty of Boston ferns at this writing.

CHESTER.

Cleveland.

OUTDOOR SUPPLY FAILING FAST.

The recent rains and cool weather have had a bad effect on all outdoor flowers which are now arriving in steadily diminishing supply. Asters are on their last legs and but a few good ones are now to be seen. Dahlias, are, however, in good supply, and the quality is excellent. Gladioli are shortening up. Roses have been shorter in supply during the last week than for some time. The demand, however, is better, owing to the shortage of outdoor stock and prices are beginning to stiffen. Lily of the valley and white roses continue limited in supply. Orchids are also a scarce item. Greens are plentiful.

NOTES.

Charles Russell has purchased a new automobile, one of the classiest seen in this city so far. Joseph Strycek is also the possessor of a new "super-six."

The Hebrew New Year created a splendid demand for stock of all kinds.

Mrs. G. Lorenze, the florist of Pearl road, is now Mrs. James, the wedding ceremony taking place last week.

Miss Katherine O'Connor left the hospital recently after undergoing an operation.

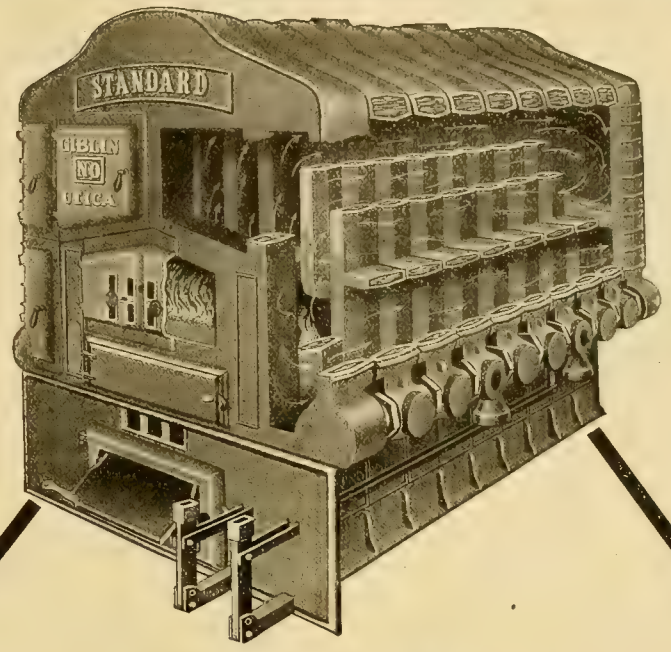
Visitors: R. E. Blackshaw, La Porte, Ind.; Frank Johnson and E. Galavan, Chicago.

C. F. B.

OSCALOOSA, IA.—The range of the Kemble Floral Co. here was destroyed by fire September 12, the loss being estimated at $25,000.

EAST HAVEN, CONN.—John A. Long, who was injured in an automobile accident about a year ago, and whose health was also affected by overwork, is now in a sanitarium for treatment.

Get Your Banker's Advice



Giblin Green-house Heaters

SUPPOSE every morning during the cold season you entered your greenhouse you found three nice, clean, new ONE DOLLAR BILLS on the bench, and they were yours "for keeps."

HOW WOULD YOU FEEL?

The cold season would probably have 150 mornings.

THEN you would have 450 nice ONE DOLLAR BILLS, $450.00.

DO YOU WANT THEM? LISTEN!

Manufacturers of other Greenhouse Boilers admit that $5.00 per day per ten thousand feet of glass heated to 60 degrees in zero weather is a reasonable fuel cost under present coal prices.

WHAT IS YOUR FUEL COST?

WE SAY it ought to be $2.50 per day and can prove that fuel for our boilers costs but this amount.

IF YOU use another boiler and have 12000 square feet of glass, your cost per day is probably $6.00. Change to our boiler and your cost per day will probably be $3 00, so 150 days will give you the $450.00. Again we say:

DO YOU WANT IT?

WHY the difference? It's in the CONSTRUCTION and draft travel.

Besides, you cut out the NIGHT WATCHMAN and save his WAGES.

DO you want to save $100.00 on the FIRST cost of a boiler or $450.00 EVERY YEAR.

Do you doubt these statements?

Let us tell you the facts, figures, names and places.

GIBLIN & COMPANY

109 Broad St., UTICA, N. Y.

MAKERS OF GREENHOUSE BOILERS

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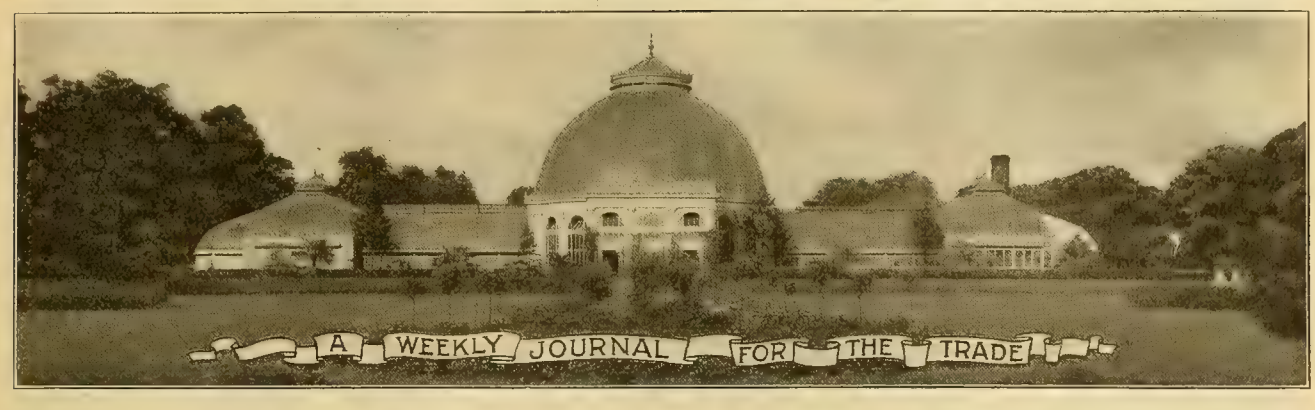

America is "the Prow of the Vessel; there may be more comfort Amidships, but we are the first to touch Unknown Seas."

Vol. LIII. **CHICAGO AND NEW YORK, OCTOBER 11, 1919.** **No. 1636**

THE AMERICAN FLORIST

ESTABLISHED 1885

Copyright 1919 by American Florist Company.

Entered as Second Class Matter Nov. 11, 1891 at the Post Office at Chicago, Illinois, under act of March 3, 1879.

PUBLISHED EVERY SATURDAY BY

AMERICAN FLORIST COMPANY,
440 S. Dearborn St., Chicago.
Long Distance Phone: Harrison 7465.
Registered Cable Address: Ameflo, Chicago.

Subscription, United States and Mexico, $1.50 a year; Canada, $2.00; Europe and Countries in Postal Union, $2.50. Volumes Half Yearly From August 3, 1901.
Single Copies, 10 cents.

Address all correspondence, subscriptions, etc., American Florist Co., 440 S. Dearborn St., Chicago

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Autumn Care of Plant Stock.

Preparing to Meet the Spring Demand.

The florist who has to make preparations for a large stock of miscellaneous plants for his spring trade, whether he is connected with a cemetery, public or private institution, or operating his own greenhouses, always has a big job on his hands at this season of the year to get enough stock together before the first killing frost, so as to meet the requirements of his business. It is not safe delaying this work any longer. We may expect frosty weather any night, and though it may not be actually a killing frost, it will chill the plants, causing them to drop their foliage, which makes them hard to propagate. As is always the case at this time of the year, the plants are now looking their best, and it seems a pity to disturb them in any way to make cuttings, but if it is not attended to very soon, there will be trouble, particularly with the more tender varieties.

Up to September 15, a great deal of this fall propagating was being done outdoors in frames, but from now on, it must be carried on in the propagating house. The first thing in order before any propagating is attempted, is to make the right kind of preparation, and give the house and benches a thorough cleaning out, bearing in mind two very important factors connected with propagating at this time of the year, the first being that very little, if any, artificial heat is necessary for the rooting of the cuttings. The second is that this is the season for the rapid growth of fungus which attacks cuttings and causes them to rot and damp off. Cleanliness about the house, and a clean, fresh propagating sand are two very essential features that should, therefore, be provided for.

Tender Plants.

Under this heading are all plants which are most easily affected by the changed weather conditions from summer to autumn, and as such, need first attention. Many of them also suffer considerably when lifted from the open ground and transferred to the greenhouse to be carried over winter as stock plants, so that whenever it is possible it is best to arrange for a good stock of young plants by propagation. In this class are included the different varieties of alternanthera, coleus, achyranthes, petunias, ageratum, heliotrope, fuchsias, lantanas, Impatiens pilea, cuphea, sweet alyssum, begonias, and any others of the tender bedding plants. With a little care, all of these root quickly at this season of the year, the principal consideration being to give them attention before they get chilled outdoors.

Geraniums.

Some of our gardener friends tell us, that owing to the very dry season throughout the central west, their geranium plants have not made as good growth as in former years, and that the stock for cuttings is going to be very scarce. While it remains warm and pleasant, it is not as necessary to take the cuttings of geraniums as it is of the more tender plants, but it is not too soon to begin, and there should not be any letup in getting a good supply beyond the needed requirements, into the sand. Geraniums are not very difficult to root under the proper conditions, but there is always an uncertainty about the cuttings taken from the outside. One season a fine stand of rooted cuttings will result from our efforts, while another season, under apparently the same careful treatment, a considerable number of them will go back on us, so be prepared and allow a good margin over your actual needs. Geraniums, having during the past few years, proved to be good property to have, and when in good condition, are easy to dispose of. From now until frost ruins the plants, is the best time to root geraniums from the outside. They will root much better now than

during the month of August or early in September. The principal points to be considered are to use a clean, sharp, fresh sand for the propagating bed, avoid close conditions in the house, and after a good watering in at the time the cuttings are put into the sand, they will need to be watered very little until rooted. Another plan that works very successfully for rooting geranium cuttings at this season, is to place some fine soil in the bottom of shallow flats, fill up with sand, and insert the cuttings the same as in the cutting bench; then stand the flats on the side shelves of a light greenhouse. One very important feature in following this plan is that the cuttings can be allowed to remain in the flats for a considerable time without harm until a chrysanthemum bench becomes available to pot them up.

Even though there does not seem any signs of a killing frost for a while yet, it is none too soon to get tender pot plants under cover. Any Boston ferns, begonias, hydrangeas, chrysanthemums or any other flowering or foliage plants, intended for the greenhouse, should now be potted up and placed inside on the greenhouse benches. There is nothing to be gained by leaving them outdoors any longer. They can be given cool conditions inside, with plenty of ventilation; then, if sudden changes to bad weather occur, they are under control. It is much better to handle this stock gradually, than it is to leave it until the weather becomes such that there is danger of it freezing, and it has to be brought in in a hurry. Be careful in the lifting of these plants. Do not let them remain laying around after lifting them out of the ground before potting up. Use a good, live, but not over-rich soil. Do not pot into extra large pots, and be sure each pot has good drainage. After potting, the plants will need to be well watered in, but after this is done, care should be exercised in the watering so that the soil remains fresh and sweet for the plants to get a quick root-hold. One of the most serious mistakes is to crowd these newly lifted plants. They recover much faster when a free circulation is allowed between each plant.

By attending to all of this work that can be done before frost, it gives the men a chance to take care of the plants that have to be left out until the frost makes it necessary that every plant that is needed to be saved can be taken care of. In this list are included the cannas, vincas, echeveria, vase plants, dahlias, etc.

It is now time to transplant these August sown seedling pansies into the frames as their permanent quarters for the winter so that they will get good roothold and be in good shape to go over the severe weather. Do not put the sash on the frames, but allow them to remain open until the ground gets fairly frozen up, which is generally about November 15. If it is a dry, warm period during October, an occasional watering will be necessary to keep the plants from suffering.

After enough stock has been taken from the planting ground, remove any plants not needed to be saved, and give the ground a good cleaning up, burning all the rubbish. Then manure the ground, plough or spade up, and let it remain over winter.

A perennial plantation is a good investment for any florist. There is a big increased demand for the plants every year, and many of the varieties are becoming more and more indispensable as cut flowers. Now is the time to do any of the transplanting that has to be done to give the plants a chance to get well established before winter. Also clean up the beds and remove any rubbish or decayed matter. The young plants from summer seed can be either transplanted into frames or potted up and plunged in the frames later on. They can then be covered up and protected over winter.

C. W. JOHNSON.

THE RETAIL TRADE

Conducted by Robt. Kift, Phila., Pa.

F. T. D. Meeting and its Meaning.

Are you preparing to go to Buffalo, October 14-15, to rub shoulders and meet those to whom you are in the habit of telegraphing orders and who will prove themselves worthy of meeting face to face? To those who have formed the habit of attending F. T. D. meetings, nothing need be said. But to the one who is doubtful about going, permit me to say, that the growth of the florist industry can be reflected in the interest of the members of the F. T. D. and its proceedings.

Everyone present has the interest of the organization at heart, and the interests of one become the interests of all. When President William F. Gude calls the meeting to order, up to the time of the close, it is just one big family group, all bent on giving their neighbors the benefit of the past year's experience. This is one of the gatherings where even a good listener demands a chance to talk once in a while, and he gets the chance, too; where everything pertaining to retail store management, from the errand boy to the chief, is discussed, and incidentally all come away feeling that they have learned something to their mutual advantage.

They say that the things that people do not do for others, indicates what they are, but that does not hold good at F. T. D. meetings. Everybody is interested in what you are doing, and the man is long-headed who gets there with something that pertains to his neighbor's benefit. It comes back many times in good-will, and all that goes with it. Here is the forum where store-keeping in all its phases can be talked over, where causes and effect are reasoned in a manner understandable by all who enter into the subject, where employer and employe come to listen and to learn, and many have gone away feeling that their time was well spent, and the good fellowship that followed afterwards, was worth many times the effort in being present.

Orison S. Marden, the noted writer on business success, said: "Stick to those who are trying to do something and be somebody in the world—the people of high aims and lofty ambitions. Keep close to those who are dead in earnest. Ambition is contagious." This seems to express better than all else the type represented at our meeting.

Can you, as a retailer, not afford to go to Buffalo, October 14-15?

HENRY PENN.

Telegraph Orders.

The question of how to take care of the telegraph order business is one of the most important subjects for general discussion that has entered into the florist business for several decades. Since the inauguration of the relaying of orders from florist to florist by telegraph, there has been more or less trouble, and very unfortunately will continue so, until a thorough campaign of education among retailers is established.

The taking of an order for delivery to another city, while simple in itself, is very important, insofar that it is necessary to get full details, particularly the correct name and address of the party who is to receive the flowers. So many mistakes are made by the carelessness of clerks and men who are engaged in the retail business in a small way. These mistakes are made mostly in sending orders to larger cities

Received in good order from ("Driver") Buster Weber

THE

of **L. Bemb Floral Company** 153-155 Bates Street Detroit, Mich.

Telephones Main 2002-2003

ALBERT POCHELON

on September 26, 1919 10:40 A. M,

Date and Time

the following order: Box of Roses

addressed to Mrs. Louis Ghirardelli, % Mrs. S. R. Dennis,

205 Van Dyke Ave.

Signature Mrs. S. R. Dennis.

RECEIPT FORM FOR DELIVERY OF TELEGRAPH ORDERS.

STREET CAR CARD OF PENN THE FLORIST, BOSTON, MASS.

The Card is Very Attractive in Green, White and Yellow, the Advertiser Considering Use of Card Without Name, Good, Bold Publicity.

or the quickly growing centers of industry where there is a continual influx of new inhabitants. For illustration, take dynamic Detroit, the fourth city, where the increase in population far surpasses the ability of the municipality to provide the necessary homes for its fast growing condition. It is nearly impossible to keep in touch with the newcomers. The constant changes in addresses of people in homes, apartments and hotels, make it very difficult for delivery of flowers.

A suggestion by one of our members from the Pacific coast is of immense value in this connection, which is as follows: "I would like to place before you a very important suggestion, and one on which I have had several complaints. When an order is received by one florist from another for a box of flowers to be delivered to a party on a certain date at a hotel or residence or wherever it might be, it would be well to call up the hotel or residence in advance and ascertain if the party had arrived, or when expected. This would be of great value and of protection to the flowers, preventing their laying around for perhaps 12 or 24 hours. Likewise with funeral orders, the day and hour should be ascertained. This would give a confirmation of same being correct, and would certainly be a builder up of the efficiency of the F. T. D. service." Hence, the great importance of getting the correct address is quite obvious.

The retailer accepting the message, should at all times be sure that he thoroughly understands the order; if in doubt, have the telegraph company repeat message. If this does not prove satisfactory, wire the sender for verification of order. By following this method, many errors and serious mistakes would be avoided.

When we consider that this branch of the retail business has increased from a very nominal volume, to a wonderful approximate total value of from $1,000,000 to $3,000,000 annually, one can readily understand the importance of creating or establishing a system of educational features, whereby we may all learn and improve our methods of conducting the retail business. There is a wonderful future for the retail florist in the business of flowers by wire to all parts of the world. The earth's surface has hardly been scratched as yet along this line, and I am optimistic enough to make the bold statement that the volume of business will reach $10,000,000 in not any great distant future. It must be remembered, however, that great things are accomplished only by supreme efforts, and not by half-hearted or disinterested co-operation.

Many complaints come into the office of the secretary of the F. T. D. of the carelessness and seeming negligence of members not acknowledging orders immediately upon receipt of same; another will not send his statement for several weeks, while others pay absolutely no attention to complaints against them for mistakes on non-delivery of orders. These conditions exist, and it is unmistakably wrong, hence, the dire necessity of educational features.

The L. Bemb Floral Co., Detroit, Mich., has a very good system to overcome the many complaints for non-delivery. This form of receipt is used principally for hospitals, hotels and apartment houses, where most of the mistakes are made. Its use, however, for all out-of-town orders is advisable. Its adoption, or something similar, would combat this evil. The order reproduced herewith explains its value.

The members of the F. T. D., who have experience, and have adopted similar safeguards to overcome irregularities in business, would be doing a great good to enlighten the lesser lights of the retail business. There are a great many subjects that are continually being brought to light that should be brought out by the aid of printer's ink.

I trust that the views expressed above will be the means of helping some "Doubting Thomases," awakening them to the importance of flowers by wire.

M. BLOY.

Next Week in the Flower Shop.

At this time last year, the plague of the influenza came like a thunder clap without even as much premonition, and created a demand for flowers such as had never been experienced before. Owing to the difficulty in obtaining labor, nearly all stocks, both in the field and greenhouse, were far below normal. This season finds labor conditions in a measure restored, army men are back on their jobs, and while some few stocks are still scarce, production greatly exceeds that of last year and the general demand for social occasions is also considerably stronger.

There is not, however, anything like the stimulus that was given to business by the great funeral demand of last season. It is, therefore, up to all in the trade, particularly the retailers, to put their best foot forward, to carry good supplies, both of plants and flowers, and display them so they shall be most inviting. They should bring all their art to bear in the decoration and arrangement of the plant stock on their street front, which feature of advertising and calling attention to the store has great publicity value.

Feature and special sales are great factors in moving plants and flowers, which should be advertised in the local newspapers, and also brought to the attention of customers by circulars. A series of leaflets, each a short story in itself, describing certain plants or seasonable flowers, can be used with good effect by placing one in each package that is sent out. All these, and many other publicity methods, that will suggest themselves to the wide awake retailer, should be worked to the limit to increase business in every legitimate way.

After the store is closed at night, the window should contain some attractive feature that will catch the eye of the late promenaders or theatergoers on their way home. The picture frame, which can be quickly placed in position, illuminated by a hidden electric light, can contain a box of flowers, a couple of nice corsages, or a vase of choice

roses. A small, well-made vase-basket will make a pretty picture. In its dark surroundings, this bright spot will be sure to attract attention and favorable comment.

As an incentive to business, there is no greater asset than the window, for, as a rule, it is the leading feature of the successful stores in all cities.

This will probably be the best dahlia week of the year. The show, cactus, decorative, single and pompons present a great variety in form, while the range of colors is as varied as the shades of the rainbow. The first selections, or higher grades, with their long stems, are as beautiful as any of the early chrysanthemums. Vase baskets, filled all of one color, with the addition of a bow of ribbon, are very effective standing at one end of the counter or on the display tables.

The blue fall asters are, with their almost feathery, numberless small flowers, splendid in combination with light shades of pink. The blue ageratum is also largely used in color combinations.

Feature all flowering or berried plants with paper covers. Place the pot in a saucer in the center of a square of white paper; draw this up around and tie with a piece of tape the color of the flower. Such a decoration costs but a penny or so, and at the same time, adds very materially to the appearance and value of the plant.

Foliage plants, such as ferns, dracænas, pandanus, crotons, etc., look much better if displayed in jardinieres or wicker pot covers, and there is then an opportunity to sell both together.

It is none too early to get in the order for scarce Christmas plants—heather, poinsettias, oranges, cyclamens, etc. They can be secured just as well now as later, when the word may be "You should have come sooner; we are pretty well sold up."

The "coming out" teas are now in full swing, and one should have in mind a great variety of combinations in arranged bunches, vase baskets and hampers to offer to prospective customers. Most people want to know what is being sent this season, and will generally take what is recommended. Good ribbons and chiffons should be kept in stock, as they have much to do with the finish of all this class of work.

Quarantine Affects Choice Flowers.

Flower lovers are beginning to feel the effects of the quarantine established by the federal horticultural board June 1, restricting the importation of many of our finest flowers which we were receiving yearly from foreign countries. The quarantine is directed against the importation of foreign insect pests and plant diseases, the contention being that America should restrict the entrance of any more pests into our country. It affects principally the importation of greenhouse azaleas, boxwoods, evergreens, perennial plants of the choicer varieties, hydrangeas and orchids, the named varieties of roses, and all of the bulbs except lilies, narcissi, hyacinths, tulips, and crocuses, and therefore, excludes gladioli, tuberous rooted begonias, freesias, gloxinias, bulbous irises, and tuberoses. In time, it may be possible for us to grow all of these various plants for ourselves, but for the propagation of many of them, our conditions are not favorable, and our labor would seem to be too expensive.—Ohio State University Newsletter.

THE ROSE.

New Rose Cornelia.

The firm of Robert Scott & Son, Sharon Hill, Pa., has long been identified with the introduction of new forcing roses, having many successes to its credit; Killarney, President Carnot, Liberty, Double White Killarney, Killarney Brilliant and Irish Fire Flame were introduced by them and were leading varieties in all markets for years.

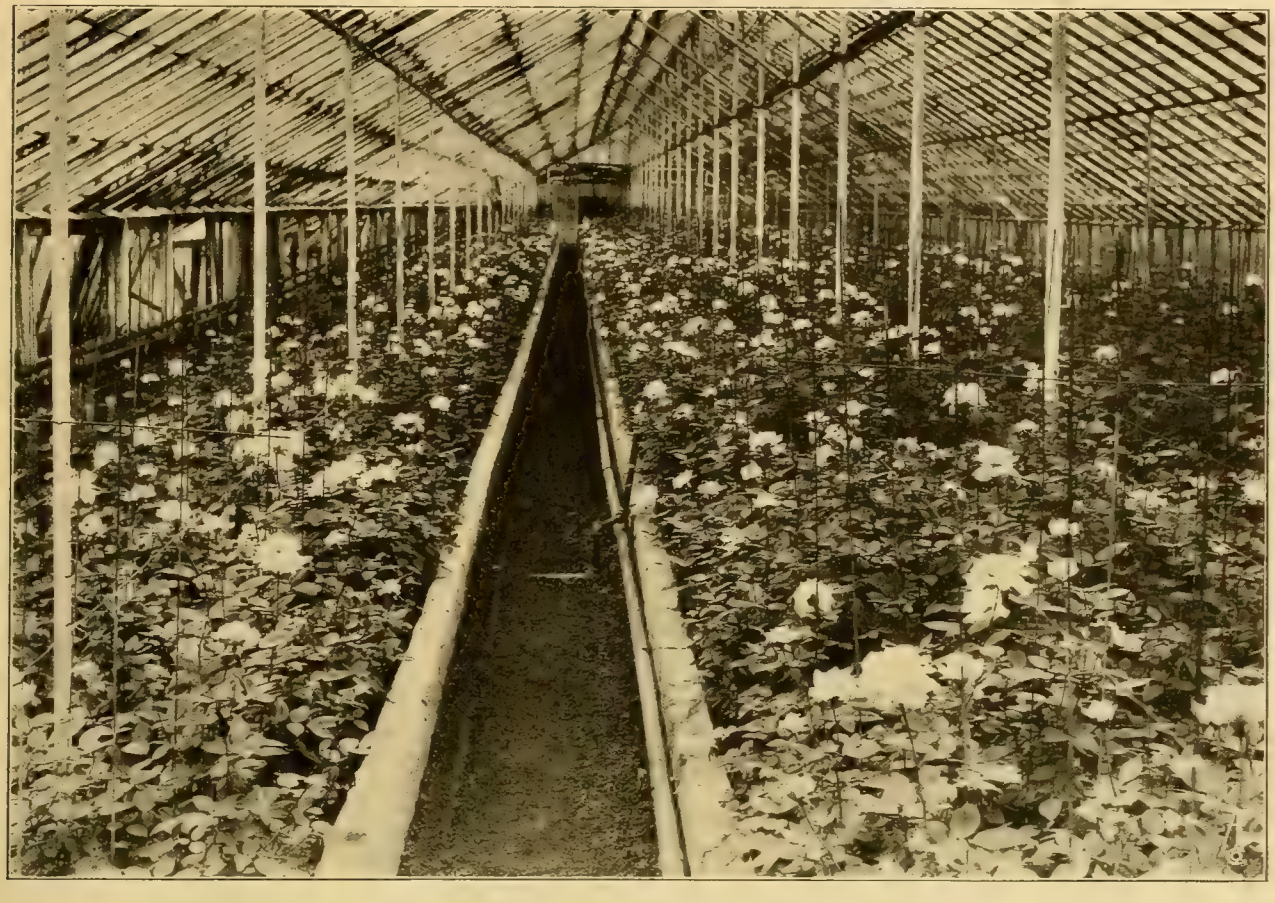
Alexander Scott, who succeeded to the business at the death of his father, is a great rose enthusiast as well as a practical grower. For a number of years he has been hybridizing forcing varieties, and obtained a number of crosses of promise, one of which, Mrs. Aaron Ward x Ophelia, is a variety which has all the good qualities requisite to hold it in line with its parents as a salable flower. The following is Mr. Scott's description of this variety: Flowers are medium to large size and very double. The bud is a beautiful salmon pink. In the half expanded and full flowers, the outer petals are light flesh, with a center of bright malmaison pink; base of petals bright orange. It is a strong, vigorous grower, with good stem and foliage. It needs no pinching for a commercial variety, and when cut, is a splendid keeper.

The accompanying illustrations show a vase of the flowers, and a house planted with the variety, in bloom just before being cut back for stock. The photographs were taken the first week in September. In growth and appearance, the variety favors Ophelia more than Mrs. Ward, having the broad foliage and erect habit, together with length of stem of the former. It appears, and is said to be very free. It is to be sent out next spring.

Important Fall Work.

There are so many important things to be attended to at this time that it will keep the grower busy to keep up with the work inside. We think one of the most important things of all is to see that the plants do not get chilled, and the only preventive is to have the night fireman go on duty at once. The evenings may be mild enough, but along about 3 or 4 a. m. is the time the chill strikes in, and if the night man is only on duty for two or three hours, it will be a saving in the long run; besides, there are so many things he can do to keep himself occupied until real cold weather arrives, that there is really no excuse for letting the plants suffer for the want of a little heat in order to save (?) a few dollars. Perhaps, it is a new fireman that is being broken in. If so, do not

NEW ROSE CORNELIA (OPHELIA x MRS. AARON WARD.)



YOUNG PLANTS OF ROSE CORNELIA AT ROBERT SCOTT & SON'S, SHARON HILL, PA.

get it into your head that he is a mind reader, but go around with him, day by day, until you are quite sure he knows the different coils and the valve system perfectly. And one of the things he can attend to now, is the packing of the steam valves, where steam heating is used. If he should be a novice, instruct him carefully, and if there are any additional coils to run, or alterations to make around the boiler, get busy at once. We have often suggested the use of pet-cocks instead of the automatic air valves, which are often used at the manifolds, and we still advocate their use, as they can be regulated to suit the occasion, by hand, and seldom clog up with scale or any other substance that may get in the line. If the temperature outside is low enough to allow for a temperature of 60 degrees inside, it will be advisable to use artificial heat, and for the next four or six weeks, or until decidedly cool weather sets in, the houses should be run at a night temperature of about 65 degrees, with from three to six inches of air in the houses. As the temperature in the daytime is still a little beyond our control, and is very often found to be 90 degrees at the hottest part of the day, the change would be too great at night if the houses were allowed to drop to 58 or 60 degrees, so to harden the roses off gradually, we suggest the higher temperature as stated above.

Do not neglect to paint the pipes with sulphur, even should there be no sign of mildew. It is always so much better to prevent things than to fight them. This means the green fly and all other insects.

All of the stock should, by this time, be getting into shape for cutting except the pruned plants which are intended for the Christmas cropping. These can be kept pinched, and the side stem shoots removed, for a long time yet. However, the young stock will require careful attention in several ways. Remember the fact that there will be very little doing through October and November, as the chrysanthemums have full sway then, and it is fortunate for the rose plants that this is true, as they can be built up during this period to withstand the cutting in quantity later on, and still by letting a few flowers come here and there on the strongest plants, it will be a benefit to these plants and gives a chance for the smaller plants to catch up. All extremely small stock should be kept pinched regularly, removing everything until they attain their working size. This makes a fine, even lot of plants that will deliver the goods later.

The tieing should be regularly attended to, which lessens the attack of black spot by allowing the free circulation of air. A little air-slaked lime, dusted under the plants, especially the ones that black spot easily, will be beneficial. Keep the American Beauties straight by tieing frequently, and remember that two stakes to a plant are far better than one where American Beauties are grown. All cultivating should be stopped just as soon as there is any danger of disturbing the surface roots, and by October 1, the young stock will be much stimulated by a light mulch. A handful of half-rotted cow manure at each space is sufficient for a starter. It should be broken up finely and washed in with the hose, when the soil is in condition for the regular watering, and care should be taken to follow right along behind the ones that are doing the mulching, with the hose, otherwise the foliage may be burned if there is any heat in the manure. Also, be quite sure that the soil is not too dry, as this will also cause burning.

The carried over plants will require constant feeding from now on—about every six weeks between mulches. We think it far better to mulch lightly and often than to put on too heavy a mulch at any time. And once the mulching is started, it is quite essential that the soil should not show afterwards on all the stock that is being carried over, for as we stated sometime ago, the longer one holds the plants in, the more feeding they will require from year to year, until, at about the fourth year, to keep them in longer, would make the feeding prohibitive, and it is then best to throw them out and renew the soil and plants. Do not forget to be advised about the early firing, or regret it the rest of the season.

E.

Smith's Burnsiana.

In a recent communication, William F. Gude, Washington, D. C., chairman of the William R. Smith memorial committee, calls attention to a full page in the rotogravure supplement of the Washington Star of October 5, with illustrations of the House of the Temple of the Scottish Rite Masons in that city and a view of the interior of the Smith Burnsiana room in that edifice which will be formally dedicated during the month, insuring that the famous collection of Burns' works of the late Mr. Smith is well taken care of at the nation's capital.

CHRYSANTHEMUMS

Taking the Buds.

The term, taking the buds, means selecting or reserving the main bud on the plant to form the flower, removing all other side buds or growths. The best way to do this, is to start at the top of the plants, rubbing out the side buds from the top downwards, then, if by accident, the main bud should be damaged, there will be one of the side growths left to grow on to form another bud. Each bench of plants should be gone over every two or three days, taking every bud as soon as they become large enough to handle properly. The growth of the plants is very rapid at this time, and if they are not attended to every few days, a great deal of the strength is drawn away from the buds. Whenever it is possible, the early part of the day is the best time to take the buds; the growths of the plants are then stiff and brittle and easy to rub out with a slight touch of the fingers. As the day advances, the growths becomes somewhat wilted and are not so easy to work on.

The plants are budding up fast, and with the exception of the late varieties, nearly all of them are showing growths which will keep the grower busy selecting buds for the greater part of this month. The early varieties are now all attended to, except possibly a few stragglers, which are backward for some reason. As soon as they can be taken care of, they should receive attention. By the 20th of September the buds on the mid-season varieties ought to have been taken care of. Then will come the late and very late varieties, which will carry the work along until about October 10. The plants need six to eight weeks from the time the buds are taken to develop the flower ready for cutting. The late varieties, on account of the weather conditions later in the season, need a little longer time than this. It is also well to consider that the weather in November is generally such that allows for the blooms to remain longer on the plants without spoiling, so that buds taken late in September will be right for blooms to mature for Thanksgiving.

After the bud is taken, there is a check in growth of the plant, causing the stool to throw out suckers at the base of the plant. These should be removed with a sharp knife, taking care not to damage the root growths of the plants while doing this work. Care must also be exercised in the syringing of the plants so as not to cause the water to lodge in the newly formed bud, which causes them to turn black and rot. Another very important work that can be done in connection with that of taking the buds, is to make sure the plants are kept free of aphis by attending regularly to the spraying with nicotine.

WATERING AND SYRINGING.

The plants require less water during these autumn days than they did while in their active growth during the heat of the summer. On bright days, an early morning syringing is sufficient. Also, from this time on, it is very important that the soil in the benches receives watering only as it needs it. At the same time, it is equally as important that the beds are not allowed to become dry enough to cause the plants to wilt in the slightest degree. There is no measure that insures the suckers of a bench of chrysanthemums more than that of holding closely to a common sense method of watering the plants during these early autumn days, being particularly guided by the changing weather conditions. When two or three clear warm days come in succession, the plants can be well syringed to keep the foliage clean from red spider or thrip; then, if cool, cloudy days follow, the plants will be better off for the springing being dispensed with. Owing to the dense growth and heavy foliage of the plants, judgment should be exercised in the watering and syringing to make sure that the plants have plenty of time to dry out enough again before evening, and not have to remain soaking wet over night. To help them in the development of their blooms, the plants are greatly benefited by regular applications of liquid manure. Weekly applications can be given them unless they have been previously fed up on a rich diet; then once in 10 or 14 days will be sufficient. The main factor in feeding the plants now, is to serve as a stimulant and finish up the treatment they have been subjected to during their growing season. Strong, healthy, growing stock will stand considerable feeding without harm, but all the nourishment that can be given them now will not put vigor into sickly neglected plants.

Be sure the plants are properly supported. As the buds develop, the plants ripen up and the wood becomes harder, which means that if the plants are not properly supported to carry them through, they should receive attention before the stems get hard and out of shape, because no matter how fine a bloom it may be, unless it is carried on a strong straight stem, it is of little commercial value.

POMPONS AND SINGLES.

These varieties need attention along similar lines as the big fellows do. Watch closely for the buds, so that a little thinning out can be done. The writer is not in favor of severe disbudding, because we find the best demand for the full sprays of good average flowers rather than those of a few extra large flowers of this type, and to our notion, the sprays of pompons of average size and good form are more beautiful than those disbudded to the extreme to get size.

BUSH POT PLANTS.

Any of these plants still outdoors, should be brought into the greenhouse without further delay. There is nothing to be gained by leaving them outside any longer. Attend to their needs as to staking and tieing. Also give them liberal treatment as regards applying liquid manure and be sure that the drainage is good so that the water can pass away freely.

C. W. JOHNSON.

TORONTO, ONT.—J. J. Higgins has reopened his Parkdale Flower Shop.

ST. PAUL, MINN.—Ratterman Bros. are adding two houses to their range on Snelling avenue.

CHICOPEE, MASS.—William Paul has completed one new house which will be devoted to carnations.

WORCESTER, MASS.—The Worcester Garden Club has elected officers as follows for the following year: Miss Frances C. Morse, president; Mrs. M. J. Whittall, vice-president; Mrs. Leonard P. Kinnicott, secretary-treasurer.

THE CARNATION.

Fall Care.

When we stop to consider that the coming season's success with the carnation plants depends greatly on the care and encouragement that is given them during the next eight or 10 weeks, we can readily see how important it is to watch closely their various needs at this period of their growth. It pays to observe every little detail connected with the care of the plants, and any extra thought and encouragement bestowed on them that will assist them to make growth and attain vigor, is effort well spent. There are many little things in the care of the plants that may seem to be of minor importance, and such as can be passed over for the time being until some more opportune time, but this time never comes. When the plants show the need of attention, it should not be put off. Our first consideration is the earlier planted stock that have now been benched six or eight weeks. These plants should now be well established and growing vigorously. The beautiful autumn days and cool nights that we are now having make ideal conditions for quick growth, and unless the plants are given proper attention, they will soon get out of bounds. They need the full sunlight, and if there is any sign of the shading used at planting time still left on the glass, it should be washed off. Full ventilation all the time during good weather is another one of their present needs. Do not make the mistake of coddling the plants by lowering the ventilators at the first sign of a cool autumn air; and an abundance of fresh air puts strength into the plants and enables them to make a vigorous growth. Regarding fresh air in the airing of the house, also reminds us that it is just as important that the beds be kept free of weeds, so that they will not obstruct a free circulation of fresh air between the plants.

One very important matter to look out for is to make sure that you have the soil in the benches in the best possible condition for the plants' root action. The benching of the plants leaves the soil in a rough, uneven state, and this is kept so by the after scratching of the surface soil and by weeding. Now is the time that the surface of the beds should be levelled off and pressed down to make an even surface, so that the soil will take the water evenly, and allow for it to pass freely through.

WATERING AND SYRINGING.

Directly after benching during hot, dry weather, it is necessary to syringe carnation plants freely, sometimes two or three times a day, to prevent them wilting and to hasten root action, but from now on we have to deal with a changed condition, and with each passing week, less syringing will be necessary, and when it is done it should be in the morning of bright days with the object of keeping the plants free from red spider and promote a firm growth. During dark, cloudy, periods, dispense with the syringing entirely.

The watering of the plants at their roots is one of the most important parts of the plants' present care. The soil should never be allowed to become dust dry, neither should it remain excessively wet. Allow it to dry out to a moderate degree, then water thoroughly and repeat whenever necessary.

PUTTING ON THE SUPPORTS.

Do not let there be any further delay in putting on the supports for the plants, because they will grow better after being supported, and suffer greatly if they get too large before it is done. It is always a great pleasure for the grower when his carnation plants are all supported and ready for their winter's work.

Attend regularly to the spraying with insecticide to keep the plants free from insects. This work should be done on every bench of plants at least once in two weeks. Let me remind those who still have carnation plants to be benched, to attend to it with the least possible delay, because any plants benched after this time, start off with a big disadvantage under the earlier planted stock. C. W. JOHNSON.

National Publicity for Flowers.

In his address before the society's convention in Detroit last August, Major P. F. O'Keefe, who takes more than a mere business interest in our publicity campaign, said:

"Flowers come under the head of articles requiring comparatively small outlay. We must therefore keep our advertising going. To popularize anything, requires persistent and insistent reiteration—not repetition of the same thought expressed in different ways, but nationalizing a thought by continuous advertising. We are popularizing very rapidly; indeed, our slogan, "Say It With Flowers" is fast becoming one of our national sayings, a national institution, and is today, without question, an asset which you gentlemen possess that is worth hundreds of thousands of dollars. It is an asset which, unlike any other that I can think of, has the practical ability of being divisible among a lot of business men scattered over our entire country. The example which it sets is one that, once cultivated, grows from one person to another in each community, and from one community to another. Those who read, see it from the pages of their favorite magazine; those who travel, see that not only has this slogan been acted upon in their community, but in the other communities they pass through, and it is not the business-pulling vehicle of one man, but of thousands."

As the Major truly said, we must keep our advertising going. As long as we keep it going, our industry will be advanced and all of us will profit. To turn back would be little short of a calamity. We have succeeded in the attainment of our object—a greater use of flowers—beyond our expectations at the outset. Our slogan is working as we believed it would, and our committees, as well as everyone else really interested in the campaign, are satisfied with the progress made and the results forthcoming.

Our enthusiasts are now concerned with the important question of keeping our advertising going. It costs money to do this—big money. The $20,000 appropriated for our fall advertising has been judiciously placed. We ought to have had $50,000 to expend, and really expected to have had it. All of us would experience results in proportion to the expenditure. With the small amount of money available, we have achieved a wonderful success, but we have not been able to cover this great country of families as we might. We are only "marking time," when we see a clear field ahead for a victorious advance.

We have several good business months before us, months bringing special flower selling seasons, calling for united efforts in this publicity movement. If the many thousands who have not yet subscribed to our campaign fund, would awaken to the importance of individually assisting us to attain our objects in full, the resulting benefit would be theirs in common with their brethren in the trade. There is hardly a florist in the country who cannot afford to contribute—we should like to say hardly one who does not intend to subscribe. A subscription is not a donation by any means—it is a small investment, calculated to produce rich returns.

Our committees will meet in Buffalo, N. Y., October 14-15, and will then take up the details of our publicity for the winter and spring months, a matter governed very materially by the question of how much money is likely to be available to promote the publicity. You, Mr. Non-subscriber, can render welcome assistance by sending in your subscription, or notifying the secretary as to the amount you are willing to subscribe at a time to suit your own convenience. JOHN YOUNG, Sec'y.

Paris Horticultural Conference.

Under the auspices of the National Federation of French Horticulturists, an international conference was held at Paris, September 8-9, for the purpose of reviving the old, or starting a new international horticultural association for the purpose of maintaining pleasant relations between professional horticulturists in different countries, and the consideration, and, if possible, the removal of the difficulties that may arise as between the different countries. British, French and Belgian interests were represented at the meeting. Italian delegates were expected but did not report, and a letter was received expressing the regret of the American horticulturists at not being able to be present, owing to the fact that the purposes of the conference had not been sufficiently outlined in the invitation, and that the relations of the American horticulturists with those of other countries were practically terminated, and that it was felt that no good purpose could be served by the attendance of American delegates.

In the discussion of American prohibition, following the edict of the federal horticultural board of that country, unrelieved pessimism characterized the speeches of all the delegates on the subject. Mr. Wynne, of the British Chamber of Horticulture said that body had done all that could be done but he was afraid there was no hope of a change. M. Pynaert said that the federal horticultural board in Washington was the leading element against them, and the only prospect there was of a change lay in political pressure altering the situation in one or two years. He denied the statement that the nursery stock of France and Belgium was infested with disease, and that the word was only a pretext on the part of America, and that if the prohibition was really on account of pests, why not examine their stock before exportation, which would meet the question of preventing diseased plants reaching America. The Belgians were willing to have their stock inspected before export, and were even willing to have it done by American inspectors staying in Belgium. Mr. Leak, of the Horticultural Trades Association, suggested that concerted diplomatic pressure might be taken by all European countries, but upon it being suggested that the conference might approach the Americans. M. Pynaert said that so much had been done that further representations might be misconstrued as an "unfriendly act." The subject was therefore dropped.—British Horticultural Advertiser.

"Say It With Flowers" Week Suggestions

The following is a copy of a communication sent by Robert C. Kerr, live wire florist, of Houston, Tex., to Wm. F. Gude, Washington, D. C., president of the Florists' Telegraph Delivery Association. In it, Mr. Kerr offers some excellent suggestions, well worthy of consideration.

"The campaign which is being inaugurated to establish the "Say it with Flowers" week, seems to be gaining popularity. It strikes me that there could not be a more appropriate time than the week of November 11. We should grasp the apportunity to create a demand for flowers during this great celebration. There is nothing more appropriate than, "Say it with Flowers," and there is certainly nothing that will come nearer expressing the proper sentiment.

"One of the ideas that we might embody, is that every one wear a flower in memory of the heroes who lost their lives during this great war.

"Another feature that we might inject into the campaign, is to send flowers to the mothers of those who served, more especially to the mothers of those who lost their lives in the war.

"In connection with this campaign, and during the entire week, our window decorations should be played up strong, and our publicity programme should be increased for the week.

"I am sorry that it will be impossible for me to attend the F. T. D. convention in Buffalo. The proper method, as I see it, is to have the president of the F. T. D., and the president of the S. A. F. declare this the "Say it with Flowers" week. The many retail florists that assemble will no doubt have many suggestions to make along this line. I think, by all means, that we should do something at this convention to create the sentiment to commemorate this great day through "Say it with Flowers."

"I trust this matter will come to a issue at this meeting, and something can be done."

Cleveland.

BETTER SUPPLY AND INCREASED DEMAND.

Chrysanthemums are again on the market, the first shipment of any size arriving during the past week, both yellow and white. The quality is uniformly good, and the stock moved well. A few pink were also included in the offerings. Single violets have made their debut, and while showing their usual good form, will improve as the season advances. Roses are again increasing in supply, and as the outdoor stock diminishes, the call for roses and carnations, shows a daily gain. Dahlias are showing up well in quality and they meet with good sale.

NOTES.

William Naumann has disposed of his property on 125th street, on which his range was located, for a consideration said to have been $48,000. Fifteen apartments will be erected on the site.

The Penn Square Floral Co. has a new truck, handsomely lettered, and up-to-date in its equipment.

C. F. B.

Boston.

FALL OPENS WITH GOOD DEMAND.

The retail stores have now taken on their fall appearance with showings of crotons, palms, ferns, etc., and a decided improvement in business is manifested. Chrysanthemums are arriving in large quantities, with Golden Glow, Early Frost and Pacific Supreme the best sellers, prices ranging from $2 to $4 per dozen. Cattleyas continue high in price, being quoted at $12 to $18 per dozen. Calendulas, coreopsis, cosmos, centaureas and sweet sultans find a ready market.

NOTES.

At Philip L. Carbone's establishment, business has shown a marked improvement. Among the features here are baskets of nerines; also baskets and vases of dahlias, arranged with fall asters, and window boxes of crotons and English irises about the store.

Mrs. Baumgarten, of the Baumgarten Floral Co., Milwaukee, Wis., accompanied by her daughter, visited the growers in this vicinity last week.

Harry Randall, of Worcester, who was a recent visitor, reports splendid fall trade, with funeral work almost as heavy as last year.

The Boston Rose Conservatories are having a good call for Premier and Crusader, both varieties showing good form and quality.

Thomas F. Galvin, Inc., reports excellent business, with six weddings already booked for the present month.

Paine Bros., of Randolph, Mass., are now cutting heavily in Golden Glow and Early Frost chrysanthemums.

C. J. Sloane, who has an attractive store on Davis square, West Somerville, reports very good business.

The Houghton-Gorney Co. has added a handsome new car to the firm's delivery service.

S. K. G.

Columbus, O.

ACTIVE DEMAND THE RULE.

Trade among local retail florists has been quite active during the week ending October 4. There has been a larger number of funerals, and that part of the business has been good. Weddings have also been numerous, and all of the stores report a good demand for flowers for wedding ceremonies. Generally speaking, trade is all that can be expected, and prospects for the future are exceedingly bright. One of the best features of the demand is the better sale of loose flowers for decorating and receptions. The fall season for parties and receptions is now at hand, and the florist business is reflecting this change in demand. Flowers generally are more plentiful than was the case a week ago. Carnations are coming in larger quantities and the quality is better also. They sell from $1.50 to $2 per dozen. Chysanthemums are also moving better, and the stock being offered is of higher grade. They retail from $6 to $8 per dozen. Sweet peas are coming into the market in larger quantities and move at 50 to 75 cents a bunch. Roses are fairly plentiful and are in good demand. The principal varieties are Ophelia, Sunburst, Ward and Russell. They sell from $2 to $5 per dozen.

J. W. L.

Albany, N. Y.

CLUB MEETING OF MUCH INTEREST.

Over $300 subscribed for a "Say it with Flowers" week was the report made by Frederick A. Danker, chairman of the special committee, at the October meeting of the florists' club. Mr. Danker said that since the September session, his committee had held two meetings, and had taken a prominent part in the "honor day" celebration, held by the municipality, September 13,—a date set aside by the city to honor its returned service men with a parade and demonstration of all the civic and fraternal organizations, followed by a presentation of medals to the heroes by the mayor. The committee's contribution to the "honor day" celebration was a handsome automobile float, with the sign of the local florists' club on it. The exhibit attracted attention and favorable comment. The committee also contributed a large and handsome wreath in behalf of the club, which was displayed with other floral pieces at the head of State street, where the city had erected a memorial to honor the men and women from its numbers who served in the war. Mr. Danker said that Edward P. Tracey, proprietor of the Rosery Flower Shop, would have charge of the advertising features of the "Say it with Flowers" week, and Thomas F. Tracey would act as treasurer. The committee will hold one or two meetings before the club comes together again. Mr. Danker said the members of his committee had decided that November would be a better month than October for the week's demonstration.

Two nominating committees to prepare tickets for the annual election in December were named by President William Newport. They are: Regular —Louis H. Schaefer, Joseph Traudt, and John A. Murnane, Jr.; Opposition —Thomas F. Tracey, William Christie, and George E. Nagengast, Jr.

Toward the end of the meeting, interesting talks on trade subjects were given. James Snyder, of Rhinebeck, said he had seven houses of violets that are doing well; buds are coming along, weather favorable, and customers seem to be anxious to place orders. Mr. Snyder said he was at the Detroit convention of the S. A. F., and found the gathering well worth while. He urged that the club make up a party to attend the convention in 1920 in Cleveland, O., taking a boat from Buffalo for the overnight trip. John McCarthy, salesman for the M. Rice Company, Philadelphia, Pa., was present for the first time. He told of the success in the large cities of efforts made by florists to close their shops daily at 6 o'clock p. m., and on Saturdays, during the summer, at noon. Local florists have for years kept open late on Saturday night. Mr. McCarthy said that the public can be educated to buy flowers and other articles before 6 o'clock p. m. Morris Cohen, of New York, made a report on the F. T. D. convention at Buffalo. F. A. Danker read a communication from Professor E. A. White, Ithaca, N. Y., secretary of the State Federation of Florists' Clubs, suggesting that the December meeting, 1920, be held in Albany. The members voted to extend an invitation to the federation to hold the meeting in Albany at the time mentioned. Four applications received were laid over until the November meeting. Arrangements have been made to hold a flower show for the members on the night of November 20.

NOTES.

Local retailers report a good demand and very little stock to be had. The local market affords only roses and a few chrysanthemums; outdoor flowers are gone for the season, and the stock from growers is not sufficient for requirements.

Workmen are busy enlarging the office of F. A. Danker, at his store, 40-42 Maiden lane.

R. D.

MT. CLEMENS, MICH.—Herman Siewert, florist of this city, was married recently to Miss Helen Imm, a popular young lady of Port Huron.

San Francisco.

GOOD BUSINESS THROUGHOUT WEEK.

Business was steady throughout the week, and has taken a healthy tone, indicating that the fall season is here in earnest. There has been a gradual increase in the supply of chrysanthemums, also in the number of varieties and colors offered. Both white and yellow William Turner are now in the market and sell rapidly. The former is the most popular white in this market. Chrysolora and Crocus are also among the leaders in their color. In pink, we have Chieftain, which is the best pink of all, for this locality. Its fine color, shape and keeping qualities recommend it to all, retallers and shippers alike. White Chieftain is also in demand, as is Mrs. O. H. Kahn and W. H. Waite. Quite a few pompons can be had, and are being used for basket and other decorative work. The rose situation remains unchanged. There is little, if any, really first-class stock to be had as yet, although there are great quantities of mediocre flowers coming in. There are no American Beauties, and no good Russell. All other varieties are abundant except Cecile Brunner, the only supply of which is now coming from under glass. The carnation market has shown much improvement during the week, and stock of very good quality is to be obtained. Prices for this flower are firm at 75 cents a bunch. The Enchantress family is the leader at present. The supply of orchids is rapidly becoming normal again and there is now plenty of stock to go around. The quality offered is excellent. They are bringing $60 per hundred. The supply of Japanese lilies did not remain very long in the market as none are to be had now. There is no lily of the valley. Sweet peas are still offered, but of poor quality. Asters are rapidly going off crop. Only a few are now being received, and these are of such poor quality that small figures are being paid for them. The supply of gladioli keeps up in great shape. Some very good pink and red are to be had. The growers who hold this stock now are being well paid for their cut. Violets are quickly coming to the front, owing to favorable weather. The Princess of Wales is best although a few Giant are occasionally noted. Zinnias are to be had in limited quantities. There is still a large supply of dahlias, but the present rains will probably hasten the end of their season. Some of the stores have been showing cut sprays of cotoneasters, laden with red berries. Pannosa is the chief variety shown and is very effective for decorative work. Pot plants are rapidly becoming more plentiful, and some very good cyclamens may now be seen at the various stores. Celosias are still popular and plentiful. Pot grown chrysanthemums are beginning to come in, and some good specimens have been noted. Bostons, ficus and aspidistras are selling rapidly at good prices. Good fern is rather scarce.

NOTES.

The dahlia show to be held in Oakland this coming week will attract most of the specialists from this city and vicinity. Pelicano, Rossi & Co. will make a large display of their seedling, Dr. Tevis. R. McWhirter will show among others, Princess Pat, his fine novelty. The Bessie Boston Dahlia Farm will stage Mabel Taft, which created such a furore at the dahlia show held in this city. It will be a little too early for the chrysanthemum growers to show anything but the early flowering varieties.

B. M. Joseph's flower store, at 233 Grant avenue, was entered by burglars one night during the week. The safe had been left unlocked by the bookkeeper and $75 was taken from a tin

box. The thieves overlooked $200 in another compartment. Entrance was made by cutting a pane from a rear window. The burglars brought a number of bananas with them, and after getting the money, apparently sat down and enjoyed a banana feast. The floor was littered with banana skins.

It is said that quite a few of the Chinese growers down the peninsula, who grow asters, will discontinue doing so after this season is over. In years past, they could be grown at a good profit, but with the coming of the large flowering early chrysanthemums, they have steadily lost in favor. Practically the only use to which they are put now is funeral work. They will still continue to grow late flowering chrysanthemums as heretofore. These are grown outdoors in localities which are free from frosts and are usually to be had until the new year.

H. Plath is sending in some extra good Primula obconica, which are meeting with much favor among the stores. This is one of Mr. Plath's specialties, and he grows it in fine shape. His stock of Boston ferns is very large. He has them in all salable sizes, and has also a fine lot of large specimens of the different varieties. His stock of kentias and cibotiums is coming along in great shape for the holiday trade.

J. A. Axell is now in the height of the chrysanthemum season and is greatly pleased over the way trade is going. He is making shipments of baby roses, violets, asparagus and chrysanthemums in all colors to all parts of the country. He is receiving heavy supplies of chrysanthemums, and will continue to do so throughout the season.

At this writing, the first heavy rain of the season is falling. No doubt all chrysanthemums grown outdoors, which are not covered, will suffer severely. Last year, owing, to heavy rains at this time, a vast amount of damage was done. It is to be hoped that the growers were prepared, so that they will not suffer to any great extent.

The Western Evergreen Co., at 372 Bush street, is receiving large quantities of green goods from the woods. They have a large force of men engaged the year round, gathering material, and always make it a practice to carry large stock. The shipping trade is beginning in earnest, they say, and large shipments are going out daily.

P. Conchi, of Colma, is supplying many of the stores with the finest grade of Ulrich Brunner that we have seen for this time of the year. With no American Beauties to be had, they are very acceptable, as they are the only long stemmed roses in this market. Mr. Conchi is our leading grower of this rose, and has made a great success of it.

The Parodi Floral Company, at 1215 McAllister street, has been carrying a large stock of decorative plants for which they report a steady demand throughout the year. Boston ferns are featured largely. Aspidistras are also a favorite at this store. They say that they are having difficulty in obtaining first grade roses.

The Art Floral Company has been showing some fine cyclamens during the week. The stock of pot grown chrysanthemums has also added much to the beauty of their store. The white and yellow William Turner that this firm is handling, are of wonderful quality for so early in the season. Trade is quite brisk.

Daniel MacRorie is back after a business trip through the southern part of the state. He booked many orders for flowering plants for the holidays. He predicts a heavy plant trade this season, and says all the southern nurserymen and florists are very prosperous. He made the trip in his touring car.

Enomoto Bros. are in with a good cut of Crocus and Crystal Gem chrysanthemums. They also have a nice supply of pompons. They report the demand for the latter to be excellent. Their carnation crop will be in now in a few weeks, and will help to relieve the short supply of this flower. Shipping trade is good with them.

F. C. Jaeger & Sons are handling a fine grade of Wm. H. Waite chrysanthemums, which they say is one of the most popular of the newer varieties. It is a good keeper with them, and its color and fine stem make it a splendid seller. This firm has had a good week with decorative work.

The St. Francis Woods Nursery has a fine lot of young plants coming along for the season's work. They specialize in ericas largely, and have a splendid collection of hardy varieties. These plants are much in favor here for landscape work, and are also largely used by the flower stores.

Brown & Kennedy, at 3091 Sixteenth street, say business is very good with them. They say there is a heavy demand for chrysanthemums, with yellow varieties the best sellers. They are receiving a nice cut of violets, which they find to be in great favor just now.

M. H. Ebel, of Sacramento, is here visiting his growers. He reports a fine trade in that city, and says the demand for chrysanthemums of the better grade is brisk. He reports the shortage of first class rose stock is felt in Sacramento as much as it is here.

The Charles C. Navlet Co. is using quite large space in the Sunday papers, advertising Dutch bulbs and other seasonable stock. It is reported that this advertising has been a great help to them, and is a good investment. Trade keeps up well with them.

Shellgrain & Ritter report a steady call for nearly all kinds of flowers. They are handling a fine grade of gladioli and Crocus chrysanthemums. They say the orchid shortage is now over for the season. Funeral work continues steady with this firm.

The land show, which opens at the civic auditorium this week, will be of much interest to the trade, as many of our large nurserymen and florists will make displays. All the seed houses will make their usual showing of seeds and plants.

Nels Peterson is sending in a choice lot of carnations at the present time. He is unable to supply the demand for all the calls upon him for stock. His houses look very promising and he has every prospect of having a large cut all winter.

Chas. W. Ward, of the Cottage Gardens Nurseries, of Eureka, has returned home, after spending some time in this city. He says affairs are so shaping themselves that his various enterprises will be shortly on their feet again.

E. Serveau's store is making beautiful fall displays of bronze and yellow chrysanthemums. Mr. Serveau says the demand for violets has been steady since the beginning of the season.

The New York Floral Co. has had a busy week with funeral work. They say trade is opening up in a satisfactory manner in their neighborhood.

JAMES T. LYNCH.

WATERLOO, ONT.—The Lord & Burnham Co. has been given the contract for one house by the park management board of this city.

PANA, ILL.—The Walter A. Amling Co., of this city, has been incorporated by Walter A. Amling, Albert W. Berlin and Martha L. Amling, with a capital stock of $50,000, to deal in seeds, flowers and nursery stock.

Horticultural Society of New York.

MONTHLY MEETING.

The third Wednesday in each month has been decided upon as the stated meeting time of this society. The first meeting under this arrangement will take place Wednesday afternoon, October 15, at the American Museum of Natural History, 77th street and Columbus avenue, New York.

A primary motive in establishing this regular meeting date is to provide for the gardening profession in New York and vicinity a stated monthly meeting to which gardeners may come to discuss current happenings, and also to exhibit new, unusual, or interesting plants or flowers. An invitation is extended to all, especially the gardeners, whether members of the society or not, to attend these meetings. The larger the attendance at the first meeting, the better we can plan for the future, so all interested are urged to be present.

For the benefit of those unfamiliar with the transportation facilities of the city, the following statement is made: The American Museum by Natural History may be reached by the Sixth or Ninth avenue elevated to 81st street; by the Seventh avenue and Broadway subway to 72nd street or 79th street, the former being an express station, and by the Eighth avenue and Columbus avenue surface cars.

GEORGE V. NASH, Sec'y.

The Late Mrs. Henrietta Rawlings.

Mrs. Henrietta Rawlings, daughter of the late William G. Storrs, for many years general manager of the Storrs & Harrison Co., Painesville, O.; and niece of the late Willis P. Storrs, who was vice-president of the same firm, met death in an automobile accident at Cleveland, O., September 27, while on her way to Painesville, Miss Catherine Rawlings, her daughter, being injured.

The funeral was held September 30, the Rev. James T. Freeborn, of St. James Episcopal church, of Painesville, officiating. The floral tributes were numerous, and the most beautiful ever seen in that city, telling in their silent way of the high esteem in which she was held in a wide circle of friends. The casket bearers, schoolmates of the deceased, four of whom are members of the Storrs & Harrison Co., were W. C. Harrison, E. B. George, J. D. Storrs, B. T. Belden, H. F. Post and Arthur Colby. Interment was in Evergreen cemetery. Surviving are Mrs. Rawling's mother, Mrs. Mary E. Storrs, a daughter, Catherine, and a sister, Mrs. J. W. Rice.

T. J. M.

HAMILTON, ONT.—The flower shop of Miss McMeekin, which has been closed during the summer season, has been reopened.

LOWELL, MASS.—J. J. McManmon, who has been making an extended visit in Europe, is expected home about November 1.

NEW ROCHELLE, N. Y.—The flower shop, known as The Orchids, 82 North avenue, has been purchased by William Roddie.

HAYNES, ORE.—The orchid stock of the Martin & Forbes Co., of Portland, Ore., has been removed to its establishment here.

BAYONNE, N. J.—John Moros, formerly located at 506 Broadway, is now situated in more commodious quarters at Broadway and 26th street.

TORONTO, ONT.—The John Connon Co. is making extensive improvements at its store, including redecorating, increased window display space and more commodious office room.

THE AMERICAN FLORIST

ESTABLISHED 1885.

Subscription, United States and Mexico, $1.50 a year; Canada $2.00; Europe and Countries in Postal Union, $2.50.

When sending us change of address always send the old address at the same time.

Advertising rates on application.

From the first issue THE AMERICAN FLORIST has accepted only trade advertisements.

Advertisements must reach us Tuesday (earlier if possible) as we go to press Wednesday.

We do not assume any responsibility for the opinions of our correspondents.

THE AMERICAN FLORIST,
440 S. Dearborn St., CHICAGO

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THE membership of the Florists' Telegraph Delivery Association, numbered 1,194, September 30.

NEW YORK.—Local florists would be very willing to have a cold snap now to cut off dahlias and other like outdoor flowers.

THE loss of a million Japanese lily bulbs, reported in the seed trade department of this issue, will render it necessary that growers make prompt arrangements to replace this stock.

THE high wage demands of printers, caused our New York contemporary, the Florists' Exchange, to withhold its issue of October 4, when the forms were ready to go to press. Many other eastern publishers did likewise. We greatly regret this condition and sincerely hope the men and employers may come to terms before the business is swept out of existence.

Flowers Taxed in Germany.

The German Florists' Association has been aroused by the Saxon luxury tax, which will increase to consumers the cost of floral tributes 30 per cent, placing them beyond the reach of the middle and poorer classes. The association claims that the measure will put out of business, one-third of Germany's florist shops and growers.

American Carnation Society.

DEPARTMENT OF PLANT REGISTRATION.

By Peter Fisher, Ellis, Mass. Ethel Fisher: Cross between two seedlings; bright glowing red; size, three to three and one-half inches; healthy, upright, open grower; early, very free and continuous bloomer; stems long, stiff and wiry; strong calyx, which seldom bursts; easy propagator; excellent keeper and shipper.

A. F. J. BAUR, Sec'y.

Coal Production Lower.

The production of bituminous coal during the week ended September 27, was 11,667,000 tons, or 519,000 tons more than the preceding week. Anthracite coal mined for the same period was 1,946,000 tons, or six per cent more than the previous week. The bituminous production was 1,380,000 tons less than the corresponding week of last year, and the anthracite output 107,000 tons less.

Chrysanthemum Society of America.

SPECIAL PRIZES.

Additional special prizes, as follows, are offered for the annual exhibition of the American Chrysanthemum Society of America, to be held in conjunction with the American Institute of the City of New York in the Engineering building, 25-33 West 39th street, New York, November 5-7, 1919:

Class O.—President's cup for best 10 blooms, crimson, one variety, on long stems. Open to all. Silver cup, offered by President Wm. W. Vert.

Class P.—Hitchings & Co.'s silver cup for best 10 blooms, yellow, one variety, on long stems. Open to all. Offered by Hitchings & Co., Elizabeth, N. J.

Complete list of prizes may be had upon application to W. A. Eagleson, secretary board of managers, American Institute, 324 West 23rd street, New York.

CHARLES W. JOHNSON, Sec'y.

F. T. D. Convention Headquarters.

The Iroquois hotel, Buffalo, N. Y., has been chosen as official headquarters of the Florists' Telegraph Delivery Association during its meeting in that city, October 14-15. Reservations for accommodations can be made through S. A. Anderson, chairman of the hotel committee, 440 Main street, Buffalo, who requests that owing to the fact that such accommodations are rather limited, it will be to the advantage of all desiring reservations to make application at once.

With reference to the above, President Gude of the Florists' Telegraph Delivery Association, writes as follows: "I have been asked by the management of the Iroquois hotel, Buffalo, N. Y., to advocate putting two in a room as much as possible for our forthcoming meeting, which is to be held in that city, October 14-15. This is done on account of the unusual crowding of hotels. After the experience in Detroit, we can see the wisdom of putting even three in a room rather than to stand around all day and wait for an assignment."

Floricultural Short Course at Cornell.

Registrations are now being made for the short course in floriculture at Cornell University, Ithaca, N. Y., which begins November 5, 1919, and closes with farmers' week, February 9-13, 1920, offering a most excellent opportunity for men interested in floricultural work to get much of value in a comparatively short time. There are classes for commercial florists as well as amateurs. The winter short courses are business and occupational, not academic, hence there are no examinations for admission.

In the distinctly professional courses in floriculture, in addition to the instruction in commercial flower growing, greenhouse practice, greenhouse construction and heating, courses in agricultural chemistry, soils, plant diseases and injurious insects are required. Students also have a wide range of other subjects from which to select courses. Each week during the coming term, a practical specialist in some branch of floriculture will come to the college to give the students talks from every-day experiences. A splendid list of speakers has been arranged.

For any information regarding the course, write the secretary of the College of Agriculture, Cornell University, Ithaca, N. Y., or Professor E. A. White, Department of Floriculture.

Co-operation in Reality.

In what it characterizes as "exemplary amity between florists," the Daily Eagle, of Red Wing, Minn., calls attention to the prompt and unselfish action of John and Charles Nordeen, of the Jewell Nursery Co., Lake City, Minn., who upon hearing that the Sten range at Red Wing had suffered severe damage from hail, October 1, hurried to the scene with an automobile loaded with glass, and assured Mr. Sten that 250 cases more were at his command, enough to repair the damage resulting from the storm. Such assistance, rendered at a time when direly needed, is not of the kind that is estimated in mere dollars and cents.

Club Meetings Next Week.

(Secretaries of clubs and societies are requested to send change in time, place and date of meeting.)

Baltimore, Md., October 13, 8 p. m.—Gardeners' and Florists' Club of Baltimore at Royal Arcanum hall, 18 Saratoga street. Robert T. Paterson, secretary, 934 East Preston street, Baltimore.

Chicago, October 16, 7 p. m.—Commercial Flower Growers of Chicago at village hall, Morton Grove. Otto H. Amling, secretary, Maywood, Ill.

Cincinnati, O., October 13, 8 p. m.—Cincinnati Florists' Society at Hotel Gibson. Alex. Ostendarp, secretary, 16 East Third street, Cincinnati.

Helena, Mont., October 18.—Florists' and Nurserymen's Association of Montana. E. A. Calmettes, secretary, Helena.

Lake Geneva, Wis., October 18.—Lake Geneva Gardeners' Association. F. Brady, secretary, Lake Geneva.

Lancaster, Pa., October 16, 7:30 p. m.—Lancaster County Florists' Association at Chamber of Commerce. Albert M. Herr, secretary, Lancaster.

New York, October 13, 8 p. m.—New York Florists' Club at Grand Opera House building, Eighth avenue and 23rd street. John Young, secretary, 1170 Broadway, New York.

Seattle, Wash., October 14, 8 p. m.—Seattle Florists' club at Henry building. Thomas Wylie, secretary, Holly street, Seattle.

Springfield, O., October 13, 7:30 p. m.—Springfield Florists' Club at member's place of business. Arthur Leedle, secretary, Springfield.

Knoxville, Tenn., October 14, 7:30 p. m.—Knoxville Florists' Society at store of member. Robert E. Mapes, secretary, Box 116, Knoxville.

Wants, For Sale, Etc.

Small Type, 12 Cents Per Line, Each Insertion. Display, $1.50 Per Single Column Inch, Each Insertion. These prices are net, cash with order. For Plant Advs., See Ready Reference Section.

Where answers are to be mailed from this office enclose 10 cents extra to cover postage, etc.

Situation Wanted.—Competent gardener now open to engagement. First class references. Address

Key 422, care American Florist.

Help Wanted—Experienced grower of a general line of greenhouse stock. One who can show results and is a good worker. State experience and references in first letter. Write at once to

J. E. Matthewson, Sheboygan, Wis.

For Sale.—A retail establishment of 8,000 feet of glass; with store. Everything in first class condition. Address

Key 405, care American Florist.

For Sale—Old established retail store and fixtures. Everything in good condition. Can give long lease if desired. Address

Key 424, care American Florist.

For Sale—$5,000.00. The live and growing business of the Glendale Plant and Floral Co. Florist-Nursery. Worth investigating.

F. McG. Kelly,
124 So. Brand Blvd., Glendale, Calif.

WANTED

To tell you about the excellent climatic conditions for growing **Seeds** and **Bulbs** here on **Puget Sound.** Best **In The World.** I will prove this. Write me if you have some capital and want to investigate before investing in anything along this line.

S. L. HARPER, Florist
1533½ Tacoma Ave., TACOMA, WASH.

Help Wanted

Young lady thoroughly experienced in selling, designing, taking telephone orders and general store requirements.

KOENIG FLORAL CO.
4654 W. Florissant Ave., ST. LOUIS, MO.

HELP WANTED

Experienced man on palms, ferns, begonia, cyclamen and general pot plants.

PARK FLORAL CO.
Box 665, DENVER, COLO.

FOR SALE

Bargain, greenhouses for sale at Summit, N. J., 45 minutes by rail from New York City; dwelling house, barn and large potting sheds:

1 house, 26 x 200 ft.
1 house, 20 x 200 ft.
3 houses, 18½ x 125 ft.
2 houses, 20 x 150 ft.
2 houses, 20 x 125 ft.

hot water heat; 8 acres of land around the place; selling price, $16,000; $6,000 cash, balance on easy terms. Apply to

CHARLES H. HAGERT, Dingman's Ferry, Pa.
or E. L. McKIRGAN, Attorney,
Littell Building, Summit, N. J.

BOILERS — BOILERS

ALL SIZES.

Selected Boiler Tubes, all sizes, for greenhouse piping and **Retubing Boilers.** Thoroughly cleaned like **New** and trimmed. Complete stock of **New** and **Second Hand** Pipe, Valves, Fittings, etc.

LEVINE & CO.
3738 South Halsted Street, CHICAGO, ILL.
Phone Boulevard 9354.

FOR SALE

Three ranges of glass near Chicago. One planted with carnations and the other two with roses. Each range is separate and located in different localities. Do not answer this if you have not $50,000 for each or can place $20,000 down. These are bargains.

Key 416, care American Florist.

WANTED

A Thoroughly Experienced Storeman

capable of running a first-class establishment. Only a reliable and best character man desired. State age, experience and salary expected.

Key 423, care American Florist

FOR SALE.

Pecky Cypress, $35.00 per 1000 ft.

1-inch thick, rough, random width and length. Carloads or small quantites. Immediate shipment.

CHICAGO & RIVERDALE LUMBER CO.
Phone Pullman 306. RIVERDALE, CHICAGO

OFFICIAL S. A. F.

Shipping Labels

Actual size of leaf 2¾x5¼ inches

FOR CUT FLOWERS: in two colors, gummed paper; your card, etc., in black and leaf adopted by the S. A. F. in red. Prices: Per 500, $3.35; per 1000, $5.00. Samples on request. Electro of leaf, postpaid, $2.00. Cash with order.

AMERICAN FLORIST CO.
440 S. Dearborn St., CHICAGO

New Business

There are many new men in the trade and they want to know now where to

LOOK FOR STOCKS

The best way to tell them is by regular advertising in these columns.

The new conditions of business demand special effort on the part of those who have goods to sell.

AMERICAN FLORIST CO.
440 South Dearborn Street
CHICAGO

HOME GROWN YELLOW 'MUMS

$3.00 to $4.00 per dozen.

We are now cutting in quantity our famous Early White Pompons.
Price 50c to 75c per bunch. Send us a trial order.

BUY DIRECT FROM THE GROWER.

We Are Rose Specialists, and Are Cutting from 245,000 Rose Plants.

These are all our own growth, guaranteed fresh cut and packed to arrive in good condition.

PRICE LIST

RUSSELL AND COLUMBIA				OPHELIA, HOOSIER BEAUTY, WHITE KILLARNEY			
Long	per 100,	$15.00 to	$20.00	Extra long	per 100,	$10.00 to	$12.00
Good medium	per 100,		12.00	Medium	per 100,	6.00 to	8.00
Medium	per 100,	8.00 to	10.00	Short	per 100,	4.00 to	5.00
Short	per 100,	5.00 to	6.00				

ROSES—Our Selection, Medium.....$6.00 per 100
ROSES—Our Selection, Short..... 4.00 per 100
CARNATIONS—Red, White, Pink..... 4.00 per 100

Extra Fancy Ferns, per 1000, $2.50 | Adiantum .....per 100, $1.00 | Galax, bronze .....per 1000, 2.00 | Asp. Sprays per 100, $2.50 to $3.00 | Sprengeri ....per 100. 2.00 to 3.00

All seasonable flowers not grown by us will be procured for our customers. A trial order solicited.

In buying direct from the grower you are assured of fresh stock at all times and the most even run of quality possible.

NOTICE—We close at 5 o'clock week days and all day Sunday. Week Days 8 A. M. until 5 P. M.

BASSETT & WASHBURN

LONG DISTANCE PHONE:
CENTRAL 1457

Greenhouses: Hinsdale, Ill., and Greggs Station, Ill.

OFFICE AND STORE
178 N. Wabash Ave., CHICAGO, ILL.

Chicago.

STOCK IS IN SHORT SUPPLY.

Business is very good and stock of all kinds is in short supply, cleaning up nicely each day at high prices. The shipments of gladioli and asters are small and are not much of a factor in the market at present, although those that are being received command high figures, considering the quality of the stock offered. Carnations are in short supply and are being sold at prices ranging from $2 to $4 per hundred with some fancy stock commanding $5 per 100. American Beauty roses are arriving in splendid condition, and are bringing $2.50 per dozen and up. Roses are good property, especially Mrs. Chas. Russell, Columbia and Premier. Ophelia, Killarney Brilliant, Sunburst, Mrs. Aaron Ward, Killarney, White Killarney, Double White Killarney, Milady, Richmond, Hoosier Beauty, Montrose, Champ Weiland, Mrs. George Shawyer and My Maryland are having a good call, as are the few other varieties grown for this market, including a limited supply of Cecile Brunner. White, pink and yellow chrysanthemums are more plentiful and in good demand at very satisfactory figures. A few white pompons are obtainable but clean up early. Orchids continue to command high prices with fancy cattleyas bringing $15 to $18 per dozen. Lily of the valley is holding its own at $15 per 100 with no surplus at any time. A few snapdragons, calendulas and daisies are including in the offerings, together with a limited supply of other seasonable stock, mostly outdoor flowers. Greens are in good supply with a better demand for boxwood, which is more plentiful this week. The fall season is starting off splendidly and everyone is enthusiastic over the future outlook, which appears to brighten up as the days pass by.

BUY IN CHICAGO

There may be wholesale florists in other cities, but there is but ONE CHICAGO——
When going to market for cut flowers, try

KENNICOTT BROS. CO.

——CHICAGO——

THE STRENGTH

OF YEARS

A. T. PYFER & CO.

WHOLESALE FLORISTS

164 North Wabash Avenue, CHICAGO

Mention the American Florist when writing

NOTES.

James Henderson, son of Alex. Henderson, of A. Henderson & Co., who was employed at the firm's seed store part of the past season, has entered the Boston School of Technology, the entrance examinations of which have the reputation of being the most difficult of any of the eastern colleges. Mr. Henderson's specialty is architecture and his many friends wish him every success.

Fine Supply of Roses

Order what you need from us

RUSSELL — **$5.00 to $20.00 per 100.**

COLUMBIA — **$6.00 to $15.00 per 100.**

Killarney, White Killarney, Killarney Brilliant, Milady, My Maryland, Ophelia, Sunburst and Champ Weiland. $4 00 to $10.00 per 100. Our Selection, $4.00 per 100.

Carnations, $3.00 to $4.00 per 100; Fancy, $5.00 per 100.

Complete Line of GREENS at Market Prices.

PETER REINBERG

Wholesale Florist

30 East Randolph St., LONG DISTANCE PHONES CENTRAL 601 and 2846 **CHICAGO**

A. L. VAUGHAN & Co.

NOT INC.

PHONES:
CENTRAL 2571 - AUTOMATIC 48-734 - CENTRAL 2572
161 North Wabash Ave, Chicago

IN QUANTITY

Roses - 'Mums - Carnations

Complete Line of Other Seasonable Stock

We always have what you want; so place your regular orders with us.

We also have a Complete Line of Greens

The problem of securing the best Cut Flowers and Greens at the most reasonable prices is solved when you place your orders with us.

JOSEPH FOERSTER CO.

WHOLESALE FLORISTS

160 N. Wabash Avenue, CHICAGO, ILL.

Mention the American Florist when writing

WIETOR BROS.

WHOLESALE FLORISTS

30 East Randolph St., L. D. Phone Randolph 2081 **CHICAGO**

Mention the American Florist when writing

Joe Einweck, formerly with Bassett & Washburn, was one of the American soldiers to arrive at San Francisco, Calif., October 7, on the transport Thomas from the Siberian front. Mr. Washburn expected to meet him there on his recent visit, but the boat was late, so he left a letter informing him that his job was open as soon as he was discharged from service.

C. L. Washburn and wife returned home this week from a visit to Los Angeles and San Francisco, Calif. They spent about 10 days at Pasadena with O. P. Bassett and wife and E. B. Washburn and family, and a week at San Francisco. They also visited Roy Wilcox's place at Montebello, where the proprietor is gradually getting things in tip-top condition.

C. E. Critchell was one of the Cincinnati baseball fans that saw the Reds perform here this week. He was well pleased with their record and, like every other Cincinnati rooter, thinks that they are the best players that ever trotted out on a diamond.

Poehlmann Bros. Co. is in splendid crop with American Beauty roses, which are attracting the attention of the city buyers at their store. John Poehlmann reports a strong demand for cattleyas, with the stock commanding high prices.

One of the local gladioli growers reports that his returns from his commission house this season were 10 per cent greater than those of 1918, notwithstanding the fact that he only had about one-half as many as last year.

A. L. Vaughan & Co. had a very good week with a grand clean-up in stock each day. The shipping trade continues to be brisk here, and there has been a wonderful improvement in the city demand.

Quite a number of the local retail florists are receiving chrysanthemums direct from California again this season, and it is rumored that one of the wholesale houses is doing the same.

L. R. Bohannon and wife have returned from a pleasant sojourn in California, where they visited many of the retail stores at Los Angeles and San Francisco.

Zech & Mann are having a brisk call for chrysanthemums, which they are handling in quantity, in addition to a complete line of all other stock.

Wietor Bros. are cutting a good supply of Early Frost chrysanthemums in addition to a large quantity of carnations.

Chris Pederson is back on the job after enjoying a pleasant visit with his folks in northern Wisconsin.

Kennicott Bros. Co. reports a good call for fancy dahlias, which are a leader at its store this week.

Chas. W. McKellar and wife are planning on spending the winter in California.

CUT TUBEROSES

FOR IMMEDIATE SHIPMENT

Write, wire or phone.

IMPERIAL GARDENS, Sugar Land, Texas

Mention the American Florist when writing

BASKETS

Write for Catalog Now

RAEDLEIN BASKET CO.

713 Milwaukee Ave. CHICAGO, ILL.

Mention the American Florist when writing

REFRIGERATORS

COMPLETE FIXTURES

CENTRAL REFRIGERATOR & EQUIPMENT CO,

Estimates submitted.

155 No. Clark Street, CHICAGO

Mention the American Florist When Writing

Two shipments daily direct from our greenhouses assures you of absolutely fresh stock at all times.

"FLOWERS OF SUPERIOR QUALITY"

ROSES—American Beauties, Mrs. Chas. Russell, Columbia and Premier, universally leading in popularity, can be supplied in all lengths. Our other Roses—Milady, Brilliants, Ophelia, and particularly Wards, are coming in in large quantities.

CARNATIONS—Good clean flowers—are increasing in supply daily.

CHRYSANTHEMUMS—The flower of the Season—Our own home grown stock. They are flowers of merit and dependability.

GREENS—High quality in these goods is just as essential as in flowers. Ours is carefully selected stock and will meet with your satisfaction.

Price list of Flowers and Greens of every commercial variety sent on request.

"The Nation's Most Expressive Flowers"

POEHLMANN BROTHERS COMPANY

66-74 East Randolph Street,
Chicago, U. S. A.

The Largest Growers of Flowers in the World.

The Chicago Flower Growers Association

WHOLESALE GROWERS of CUT FLOWERS and PLANTS

182 North Wabash Avenue L. D. Phone, Randolph 631 CHICAGO

Roses of Unsurpassed Quality

Positively the finest run of Roses in the Great Central Market, with every variety listed true to form.

	Per 100		Per 100
Rose Premier	$6.00 to $20.00	Killarney Brilliant	$4.00 to $12.00
Russell	6 00 to 25.00	White Killarney	4.00 to 10.00
Columbia	4.00 to 18.00	Maryland	4.00 to 8.00
Milady	4.00 to 15.00	Sunburst	4.00 to 12.00
Ophelia	4.00 to 12.00	Ward	3.00 to 8.00

EXTRA SPECIAL ROSES BILLED ACCORDINGLY. ALL GREENS AT MARKET PRICES.

CATTLEYAS $15.00 to $18.00 per dozen.

ONCIDIUM SPRAYS $6.00 to $8.00.

CARNATIONS $2.00 to $4.00 per 100.

CHRYSANTHEMUMS $2.00 to $4.00 per dozen.

VALLEY $15.00 per 100.

YOU CAN ALWAYS RELY UPON US FOR YOUR SUPPLY OF

CUT FLOWERS

Remember when ordering that our line is so complete that it includes every item offered in the Great Chicago Market.

ZECHMAN & MANN

30 E. Randolph St.

CHICAGO

Long Distance Phones { Central 3283 Central 3284

Our Offerings Include:

ROSES.

COLUMBIA

RUSSELL

White Killarney

Pink Killarney

Milady Sunburst

Killarney Brilliant

Ward Ophelia

MINIATURE ROSES

Cecile Brunner

CARNATIONS

MISCELLANEOUS

Valley Cattleyas

CHRYSANTHEMUMS

White—Pink—Yellow

WHITE POMPONS

GREENS.

Plumosus Sprengeri

Galax, bronze. Galax, green

Ferns

Adiantum Smilax

Boxwood

The Commercial Flower Growers of Chicago will hold their monthly meeting, October 16, at 7 p. m., in the village hall at Morton Grove upon invitation of the florists of that place. Previous to the business session, a tour of inspection will be made of the greenhouse establishments and all who wish to be present are requested to assemble at Poehlmann Bros. Co.'s office, at 3 p. m. The meeting will prove especially interesting and all growers are asked to be present. Good automobile roads lead to Morton Grove and trains on the Chicago, Milwaukee & St. Paul railway leave the Union station at 2:00, 3:05 and 5:20 p. m.

President Miller, of the American Bulb Co., reached here, October 6, from Seattle, Wash., where he visited for about a week after his return from Japan. He reports having had a delightful time in the Orient, where he saw Johan A. Ebbers, of this city, who imports florists' supplies to this country.

Peter Papes, of the Central Floral Co., Detroit, Mich., left for home last week after spending several days visiting in this city with Peter Duris and Louis Duris at their local establishment at North State street.

The Nate Lewis Floral Co., formerly located at 182 North Wabash avenue, has moved to 34 West Randolph street. Irving Stein manages the business, and caters particularly to the theatrical trade.

William Zimmermann, one of the leading retail florists of Milwaukee, Wis., saw the Cincinnati Reds defeat the White Sox at the south side park to the tune of 5 to 0, Monday, October 6.

Walter A. Maas and wife, of Milwaukee, Wis., were welcome visitors, October 8. Mr. Maas is looking fine, notwithstanding the siege of illness he went through recently.

The E. F. Winterson Co. reports a heavy demand for wild smilax. Edgar says that the cut ferns now arriving are the best his firm has received for many seasons.

Michael Freres, formerly with the Ohio Floral Co., is now with A. T. Pyfer & Co., having joined the force at their house October 6.

PEORIA ILL.—Haase Bros. are adding one large house to their establishment in this city.

OSKALOOSA, IA.—The range of the Kemble Floral Co., recently destroyed by fire, with a heavy loss, will be rebuilt immediately.

SPRINGFIELD, MASS.—Philip Dauenheimer, for the past 10 years with Wm. Schlatter & Son, is building one house on his property on Dawes street.

SYRACUSE, N. Y.—John J. Prouty, of Baldwinsville, took every first prize in the gladioli classes in the professional section at the recent flower show in this city.

Tacoma, Wash.

TRADE CONDITIONS VERY FAVORABLE

Business in this city and locality keeps right on with the steps of progress toward higher prices—less profits and more work—every one doing his bit to get a living and a profit for the rainy day that right now seems ready to get busy for the winter. It has been a long time since the writer saw any seriously long face at the front door, wishing something would happen to break the sameness of "no business." For a long time it has been a smile and —"Business first rate"—or "Can't complain any over the way we've been doing lately—sometimes have trouble to get enough stock." Never before has there been such a demand for cut flowers of all kinds and the prices for everything have almost been doubled. Roses have had less advance than other sorts; however, they will soon be higher because the outdoor grown stock will be cut off by Jack Frost. Asters have never been better—the supply just about what has been needed. Gladioli have been finer than ever—better sellers, too, for the simple reason that lighter colors have been grown. Sweet peas have been extra good—not in oversupply either. Carnations have been rather scarce and brought better prices than ever before. Practically none of the newer varieties have been planted or tried by florists in this locality—just the same old list of standards are to be cut again at all places. Fine chrysanthemums are already coming in from California and will soon be cut by our own local growers, and this means that we will have them for about five months more. They will be at their best some time in December. The proposition of bulbs for the coming season "is all up in the air"—if we may say it in slang. Right here we are wondering if some of our florists will ever get wise to the fact that here on Puget Sound is a better place—soil and climate and all conditions for growing best of bulbs included—than any place in America. I will answer any inquries that may be sent to me on this subject—in fact, wish to have this proposition investigated thoroughly—by any one that may be interested.

NOTES.

The Hayden-Watson Co. is now nicely located in the store, 915 Pacific avenue. The question of high rentals on Broadway made it out of the bounds of possibility of holding the location. They have good business coming right along—both retail and wholesale shipping. Stock that comes in from their own place continues first class, and it seems to be only a matter of having a supply for the demand. This means that financial matters are getting better right along with them, after somewhat of a "lean period."

The California Florists have had an excellent season right along, but the question of a supply to meet the demand at all times bothers them. They do not grow stock of any kind, but de-

HAVE YOUR CUSTOMERS

Say it With Budlong's Flowers

The Kind that are bound to give satisfaction.

We have everything in the way of Cut Flowers, **Roses of all varieties,** including **Double White Killarney,** which is much better than the White Killarney that is commonly grown by other growers.

Carnations - Yellow Mums - Valley

Rubrums, Feverfew, Tritomas and all other seasonable Cut Flowers, including Greens of all kinds.

Send us a trial order and get in touch with the quality of our stock and our prices.

If you want good stock and good treatment, buy of Chicago's most up-to-date and best-located Wholesale Cut Flower House.

J. A. Budlong Co.

Quality Speaks Louder Than Prices.

Wholesale Cut Flowers and Greens

184-186 North Wabash Ave., Corner Lake St., CHICAGO

Roses, Valley and Carnations Our Specialty

Prices As Low As Others.

SHIPPING ORDERS GIVEN CAREFUL ATTENTION.

WE ARE CLOSED ALL DAY SUNDAY.

We are in daily touch with market conditions, and when a decline takes place you can reply upon orders sent us receiving such benefits.

pend upon growers in this locality and also receive shipments from south, and sometimes from north. They take practically all the stock grown by some of our growers.

Very little building has been done this year among the florists—about the only activity was the addition of one new house by F. C. Smith to his place on South 56th street. Several ranges will soon have to be rebuilt but are to be tried through another winter.

The F. C. Smith Co. keeps busy right along, both at the store and greenhouses and have added a new house to their range that will help out somewhat in taking care of the growing business. Stock of all kinds looks fine at their range.

John Hamilton has opened in a new store, 1129 South Broadway. He will no doubt have a nice business because of the good location and his past satisfactory service to the public when he was located on 11th street.

Louis Tschunko has a fine lot of stock coming on for the coming season; his place will furnish the usual good cut of carnations of which he makes a specialty. Louis does some local retail business, too.

The Tacoma Floral Co. reports a fine business all the time—just a question of getting enough of the right stock at the right time.

H. H. Hinze has enjoyed a prosperous season, and will no doubt get his portion of business the coming fall.

"Practically nothing to complain of." That's the way they talk at other places in this city. S. L. H.

ALEXANDRIA BAY, N. Y.—J. H. Hammond, of Pittsburgh, Pa., has purchased from the Boldt estate, the houses formerly operated by Nells Krough, and will remove them to his summer home, "The Ledges."

Perpetuated or Natural Prepared Log Moss

At $3.00 per bag.

Reference, First National Bank.

A. H. Doescher, Rockwood, Tenn.

Pittsburgh.

BUSINESS SUFFERS SETBACK.

The extremely warm and unseasonable weather has caused a slump in business, also bringing stock into the market in poor condition, especially roses and dahlias. A good many roses are arriving full bloom, while the dahlias from the New Jersey growers get heated on the way, causing them to drop their petals. We can look for no relief until fall weather sets in in earnest. American Beauties are getting better in color and quality, but the demand has been light. Of the roses, Columbia and Russell seem to stand up the best. Chrysanthemums are beginning to arrive in larger quantity, and will soon be a factor. Carnations are coming stronger every day and are improving in quality. The first sweet peas have made their appearance, and while they are short stemmed, sell readily. A few good gladioli are arriving daily and bring good prices, while asters are a thing of the past. The supply of greens and smilax is ample to meet the demand.

NOTES.

Wm. McCauley, formerly of The A. W. Smith Flower Stores Co., the first man from his district to enlist after war was declared, has just been mustered out of the navy. After resting up for a few days, he will travel for the McCallum Co.

— THE —

Meyer Florist Thread

Comes put up 16 oz. of actual thread to the lb., 2 oz. to the spool. Compare our thread with any other you are using and you will see a vast difference in the quality as well as the price and yardage of each spool.

— Manufactured by the —

JOHN C. MEYER FLORIST THREAD WORKS

1500 Middlesex Street, LOWELL, MASS.

GREEN SHEET MOSS

Fadeless, per bag, $3 50
Natural, " " 1.75

KNUD NIELSEN

Evergreen, Ala.

ERNE & COMPANY
—WHOLESALE FLORISTS—
30 E. Randolph Street, L. D. Phone, Randolph 6578. CHICAGO, ILL.
Mention the American Florist when writing

E. F. Winterson Co.
166 North Wabash Avenue, L. D. Phone Central 6004. CHICAGO
We offer the best Gladiolus on the Chicago market in quantity; also Asters, Roses, Carnations, Adiantum, Fancy Ferns and Smilax by the case. Our supply department is complete. Ribbons, Chiffons, Boxes and Wire Work are our main items. Try us.

Ross E. Adgate and wife, of Niles, Ohio, were recent visitors. Mr. Adgate was the first man to go on the road for the McCallum Co. He made good and has built up one of the best and biggest followings in the trade.

Mrs. E. A. Williams had some handsome window displays last week, oncidiums, chrysanthemums and dahlias predominating.

Now that the social season has opened up, Randolph & McClements are kept on the jump practically all the time.

Some beautiful floral pieces were to be seen at the opening of the Oppenheim, Collins Co's. new store.

M.

Milwaukee, Wis.

TRADE CONDITIONS MUCH IMPROVED.

Business conditions for the week ending October 4 were very satisfactory all around. Due to the recent rainy spell, the daily receipts of indoor stock gradually diminished, and with most of the outdoor cut flowers out of the way for this season, it was a pleasure to see how stock of all kinds kept moving. Roses are just about equal to the demand, while with carnations, it was just the opposite; more orders than stock. With the closing days of the week, the market was relieved some by the arrival of more white and yellow chrysanthemums. Up to this time there were only a very few to be had from one or two growers, but now quite a few have began to cut regularly. Still, if the demand increases in proportion to what it has for the past fortnight, there will not be enough to satisfy everybody. At this writing we have not had our first frost.

NOTES.

The attendance at the October 2 meeting of the florists' club again was very gratifying. H. V. Hunkel, chairman of the state fair committee, handed in an itemized account of the work done at this year's fair, which was accompanied by a check from the fair board to cover the expenses. It was decided to devote all the time necessary at the November meeting to map out the plans for next year, and every body was asked to make known anything in the way of improvement on grounds, the building or premium list that will tend to a better and larger display.

Miss Rose Semmler, vice-president of the Edlefsen-Leidiger Co., has the sincere sympathy of local friends in the loss of her sister, Mrs. Ida Wilson, who died October 4, and was buried at West Bend, Wis., October 6.

Herm. Staeps, of Elm Grove, is consigning some fine Chrysolora to the C. C. Pollworth Co. The latter firm is busy booking orders for Dutch bulbs, and a fine lot of cyclamens in five-inch pots.

The daily cut of roses from the Brown Deer plant of the Holton & Hunkel Co. shows the effects of the more favorable growing weather, the quality being fine and orders numerous.

Herm. Arndt, Jr., who grew carnations and sweet peas, has sold his interest in the greenhouses to his brother, Arthur, and will shortly open a flower store in Wauwatosa.

Due to ill health, Miss Seaman, who for the past 20 years has been a most faithful employe at Currie Bros. Co., has resigned to take a well deserved rest.

Otto Schroeder, of the Meyer & Schroeder Co., Green Bay, Wis., and wife, spent a few days devoted to business and pleasure in this city last week.

Gust Rusch, of Gust Rusch & Co., and Wm. Zimmermann, spent October 4-5 at Chicago to witness the world's series base ball game.

E. O.

Seattle, Wash.

SUPPLY IN GENERAL IS AMPLE.

Local flower shops report generally satisfactory stocks during the past week with the exception of chrysanthemums, the supply coming from California, with no receipts for five days, due to a railroad cave-in and a stevedores' strike which affected the boat shipments from San Francisco. Dahlias, asters, carnations and zinnias, therefore, took up this share of the business, with roses meeting their usual heavy call. Local asters have this season proven superior to those brought in from the south and shipping orders fell off heavily as a result. Gladioli, in the pink varieties have been featured by several of the leading retailers with the natural increase in sales. The talk of national unrest and money shortage is not noticeable in business and in most instances the trade has enjoyed a better demand than ever recorded for September. The resumption of trans-Pacific travel, and the re-establishment of telegraph orders, has been a big factor. There is a larger assortment of dahlias on the market than ever before and the florists have been able to cater to the public taste which so far seems to prefer the dark, highly colored sorts. Mauve has been one of the leading sellers.

NOTES.

An affair that attracted a great deal of interest, both in the trade and general circles, was the annual show of the Pacific Coast Dahlia Society, staged in the rooms of Randall-McLoughlin. The entire floor space of this seed and bulb house was given over to a three days' exhibition, with nearly 1,000 blooms entered and many new hybrids were shown. Cups were offered by Randall-McLoughlin, the Bon Marche, Frank Victor and the society promoting the show, while Furuay & Co. offered three huge Oriental vases as prizes. A similar event was held in Everett, Wash., this week, and attracted several hundred entries. It was given by the local dahlia society, and the retailers of the two cities helped the affair along by giving a part of their window display to this flower, and by calling attention to the shows in their daily advertising.

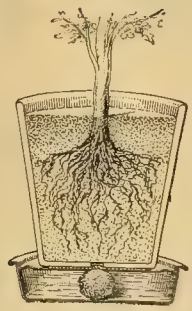
Rosaia Bros. have received much favorable comment on the huge floral piece prepared by them for the Rainier club during the fleet festivities. The words, "Welcome, Pacific Fleet" were worked out in dahlias and asters, in pink, on a green background. The letters were four feet high, and the sign was 90 feet in length. This same firm supplied the baskets of wild fern and madrona which the city placed on each light post along First, Second and Third avenues at this time.

The Woodlawn Flower Shop attracted much attention with its suggestive showing of flowers last week. Suitable pieces for graduations, weddings, banquets, luncheons, christenings and other social events were worked up, in vari-colored baskets, with ribbons, roses, orchids, asters, chrysanthemums, carnations, water lilies and celosias.

H. M.

MONROE, MICH.—France & Vandegrift are making improvements at their range on Washington street, which will greatly increase their facilities.

Sell More Potted Plants



You can easily double your plant trade by showing your customers how easy it is to grow potted plants with a

Little Wonder Plant Irrigator

They keep your plants watered just right. Wholesale price, $20.00 per 100.

If your supply house does not carry them send us their name with your order.

Sample by mail, 35c

The Wonder Plant Irrigator Co.
2544 N. Clark St., CHICAGO
Mention the American Florist when writing

John Kruchten Co.

30 East Randolph Street, WHOLESALE FLORISTS L. D. Phone Central 8016-8017. CHICAGO, ILL.

Mention the American Florist when writing

E. C. AMLING CO.

The Largest, Best Equipped, Most Centrally Located

WHOLESALE

CUT FLOWER HOUSE

IN CHICAGO

169-75 N. Wabash Ave., CHICAGO

L. D. Phones CENTRAL 1977 and 1978

Mention the American Florist when writing

MILLER & MUSSER

Wholesale Florists

179-181-183 North Wabash Avenue, CHICAGO

Mention the American Florist when writing

A. L. Randall Co.,

LANDO BRAND Wabash Ave., and Lake St. CHICAGO, ILL. LANDO BRAND

Wholesale Cut Flowers, Florists' Supplies.

Mention the American Florist when writing

WEILAND-RISCH CO.

FLOWER GROWERS

TELEPHONE CENTRAL 879 154 N. WABASH AVE. CHICAGO ILLINOIS

Mention the American Florist when writing

George Reinberg

WHOLESALE FLORIST

Extra fancy Ophelia, Sunburst, Columbia, Russell, Milady, White Killarney and Killarney Brilliant Roses. All orders given prompt attention. Try us.

162 N. Wabash Av., CHICAGO

1920 Catalogue

48 Pages for Florists sent free on request.

THE JOHN HENRY CO.

LANSING, MICH.

Mention the American Florist when writing

Wire Hanging Baskets

Price List, 1919. Plain Wire Hanging Baskets.

10-inch	$1.75	14-inch	$3.00
12-inch	2.25	16-inch	4.50

SHEET MOSS in bags, per bag, $2.00

Our Sheet Moss is the best value for the money in the market.

Michigan Cut Flower Exchange, 264-266 Randolph St., DETROIT, MICH.

Mention the American Florist when writing

Wholesale Flower Markets

Chicago.

CURRENT PRICE LIST.

	Dozen
Roses, Beauty	$ 1.50@$ 6.00
" Mrs. Chas. Russell	5.00@ 20.00
" Columbia	5.00@ 15.00
" Premier	6.00@ 20.00
" Hoosier Beauty	4.00@ 15.00
" Killarney Brilliant	3.00@ 10.00
" Killarney	3.00@ 10.00
" White Killarney	3.00@ 10.00
" Richmond	3.00@ 10.00
" Prince de Bulgarie	3.00@ 10.00
" My Maryland	3.00@ 10.00
" Mrs. Geo. Shawyer	3.00@ 10.00
" Milady	3.00@ 10.00
" Sunburst	3.00@ 10.00
" Mrs. Aaron Ward	3.00@ 10.00
" Hadley	3.00@ 10.00
" Ophelia	3.00@ 10.00
" Double W. Killarney	3.00@ 10.00
" Mrs. Moorfield Storey	3.00@ 10.00
" Champ Weiland	3.00@ 10.00
" Stanley	3.00@ 10.00
" Francis Scott Key	3.00@ 10.00
" Bayard Thayer	3.00@ 10.00
" Cecile Brunner	3.00
" George Elgar	3.00
" Baby Doll	3.00
" Nesbit	3.00
" Our selection	4.00
Carnations	3.00@ 4.00
Cattleyas, per doz.	12.00
Daisies	1.50@ 2.00
Gladioli	4.00@ 6.00
Valley	15.00
Calendulas	2.00@ 4.00
Chrysanthemums, per doz.	2.00@ 4.00
Callas	15.00
New Ferns per 1,000	3.00
Galax per 1,000	1.50@ 2.00
Leucothoe	1.00@ 1.25
Mexican Ivy per 1,000	5.00@ 6.00
Plumosous Strings each	.60@ .75
Smilax per doz.	2.50@ 3.00
Sprengeri, Plumosus Sprays	3.00
Boxwood, 35c per lb., per case	9.00

ZECH & MANN

WHOLESALE FLORISTS

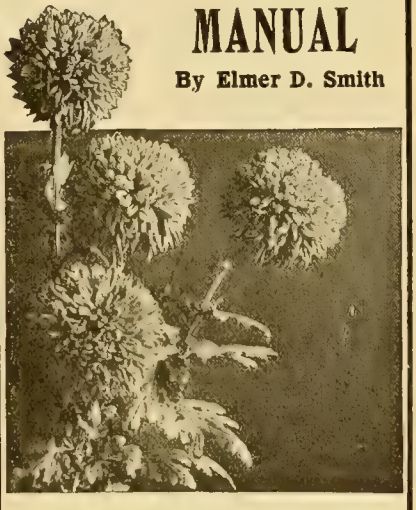
30 E. Randolph St., CHICAGO

Telephone Central 3284

Mention the American Florist when writing

THE CHRYSANTHEMUM MANUAL

By Elmer D. Smith



FOURTH EDITION

Price 60 Cents. Cash with Order.

American Florist Co.

440 S. Dearborn St., Chicago

Tonner Wholesale Florists

Dealers in Supplies Chicago Ill.

30 East Randolph Street.

Mention the American Florist when writing

Percy Jones

INC.

Wholesale Florists

30 E. Randolph St., CHICAGO ILL.

Mention the American Florist when writing

DAHLIAS

Per 100
Good Varieties, $4.00 — $ 5.00
Novelties - - 6.00 to 10.00

This week the cut of DAHLIAS will be the largest of the season. Some of the best varieties are in full bloom.

We handle the entire cut of the Peacock Dahlia Farms, the greatest Dahlia Specialists in the country.

THE LEO NIESSEN CO., 1201 Race St., Philadelphia, Pa.

Philadelphia.

INCREASED SUPPLY AND BETTER DEMAND.

There has been a better market the past week—more stock and a greater demand. Of course, as compared with last season, at this time, there is not the volume, and the receipts fall away behind. No one, however, is at all worried at conditions. Business is going along smoothly. Stock is cleaning up well, there being scarcely anything to carry over last Saturday. There are at least one-third more dahlias, the dominant flower at this time, than last year. Yet they all sell at fair prices. The coming week will see the height of the crop. Roses are more plentiful, particularly the shorts, but all seem to go at figures satisfactory to the dealers. The quality is improving steadily; both Columbia and Premier are sure to be among the leaders. Chrysanthemums are increasing slowly, the variety Early Rose, a large pink, being added to the list. Very good indoor grown pink snapdragon is seen, as is also the first of the new crop of sweet peas, short stemmed and many with only one flower, but saleable. Single violets are improving each week, but are never much until the first frost. Cattleyas are a trifle more abundant. The purple fall aster and cosmos are quantity stocks that are popular with most buyers. Yellow daisies and callas, the first of the new crops, were sent in this week.

CLUB MEETING.

The October meeting of the florists' club was, from the standpoint of publicity, inspiring, full of enthusiasm and productive of good results. In the programme for "Say it With Flowers" week, there is included a large, elaborately decorated float in the city's historical and fraternal pageant, October 11, and flowers are to be sent to all churches, Sunday, the day following. On Tuesday, flowers will be sent to the hospitals. Twenty large stores in the retail district, other than florists' establishments, are to have elaborate baskets of flowers furnished for their windows, each carrying a pennant, "Say it With Flowers." Flower shops will be elaborately decorated and well stocked, with special invitations sent to all patrons to call and make an inspection. Charles H. Grakelow, who managed the meeting, was at his best and did much to inspire the members of the trade to do their best. Robert Craig made a stirring appeal and the Milwaukee plan of collecting funds by percentage was unanimously adopted. More than 200 members of the trade were present.

OPTIMISM.

There appears to be a spirit of cheerfulness and great expectations for the future in all lines of the craft. Retailers all say their fall season is opening up in fine shape. September being, with the great majority, much better than a year ago. Now they are all busy trying to offset the great funeral demand of last year, with weddings, of which there has been a great increase over last September, and the calls for flowers for the debutantes, which are rapidly increasing. The growers say the Christmas orders are being placed earlier than ever before, and at better prices, while the supply dealers declare their traveling men are having the greatest trips they have ever experienced.

Push Dahlias Now

The best commercial varieties. Direct from grower to you.
A trial order solicited.

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Wholesale Florists
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EDWARD REID

Roses, Carnations, Chrysanthemums. All Seasonable Flowers.
This is the exclusive shop, only one block from Express Depots.
1619-1621 Ranstead Street, PHILADELPHIA, PA.

Wholesale Flower Markets

BUFFALO, Oct. 8. Per 100

Roses, Beauty, Special	30.00@	40.00
" Fancy	20.00@	25.00
" Extra	15.00@	20.00
" 1st	8.00@	10.00
" Killarney	3.00@	10.00
" My Maryland	3.00@	10.00
" Sunburst	3.00@	12.00
" Ward	3.00@	4.00
" Columbia	6.00@	15.00
" Ophelia	3.00@	15.00
" Russell	6.00@	10.00
" Shawyer	3.00@	10.00
" Bon Silene	2.00@	3.00
Cattleyas	85.00@	100.00
Sweet Peas	.50@	1.00
Asparagus Sprengeri	.35@	.50
Ferns	per 1,000	2.50
Calendulas	2.00@	3.00
Smilax		25.00
Gladioli	2.00@	5.00
Asters	1.00@	3.00
Japan Lilies	8.00@	10.00
Auratum Lily		15.00

BOSTON, Oct. 8. Per 100

Roses, Beauty	12.00@	25.00
" Killarney Queen	2.00@	6.00
" White & Pink Killarney	2.00@	6.00
" Double White Killarney	6.00@	12.00
" Killarney Brilliant	2.00@	8.00
" Hadley	6.00@	12.00
" Mock	2.00@	4.00
" Mrs. Chas. Russell	6.00@	12.00
" Taft	2.00@	8.00
" Milady	2.00@	8.00
" Ward and Hillingdon	2.00@	8.00
" My Maryland	2.00@	8.00
Carnations	12.00@	15.00
Easter Lilies	10.00@	20.00
Valley	6.00@	10.00
Gladioli	4.00@	8.00

CINCINNATI, Oct. 8. Per 100

Roses, Killarney	4.00@	12.00
" Mrs. Chas. Russell	6.00@	18.00
" Ophelia	4.00@	10.00
" Richmond	4.00@	10.00
" Sunburst	4.00@	10.00
" Shawyer	4.00@	10.00
" Columbia	6.00@	18.00
Lilium Giganteum	12.50@	15.00
Cattleyas	1.00@	3.00
Carnations	4.00@	12.00
Callas	10.00@	12.00
Calendulas	1.50@	3.00
Easter Lilies	12.50@	15.00
Snapdragons	6.00@	10.00
Gladioli	3.00@	5.00
Asters	2.00@	4.00

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Roses, High Grade Dahlias
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"SAY IT WITH FLOWERS" WEEK.

The committee is much pleased with the way its plans are being received by the trade. It has been thought best to omit the parade of florists' cars and floats, and confine this display to any form of decoration each retailer desires for his own car. "Say it With Flowers" week pennants, (rights and lefts) are to be provided for all cars. Baskets are to be sent for all hotel counters, bearing a card, "Say it With Flowers" Week. Flowers are also to be sent to all churches accompanied by a letter, which the committee has prepared, each dealer taking care of the churches which he calls his own in a business way. Baskets of flowers, each with a "Say it With Flowers" pennant, are to be placed in prominent Chestnut street store windows. This, with flowers sent to all hospitals, enough for each patient, and the extra decorations of each retail shop, their increased stock, together with large newspaper ads, should start the season off with a grand hurrah, and fill the people's minds with the idea that flowers are really a necessity.

LILY OF THE VALLEY.

Leo Niessen furnishes the information that the best German lily of the valley is quoted at $30 per 1,000, pips, American money, f. o. b. Germany. The German mark, par 25 cents, fell to as low as 3.15, and is now quoted at five cents in the rate of exchange. It will be another season before this lovely flower will be received in any quantity in this market.

NOTES.

Samuel S. Lilley has sold his interest in the Chalfonte Cut Flower Co., to his partner, Peter Hellberg. Carnations have been their specialty, their 50,000 feet of modern glass houses at Chalfonte, Pa., being filled with carnation plants, which look very promising. Mr. Lilley will confine his interests to the S. S. Pennock Co., with which firm he has been employed the past two years.

GUST. RUSCH & CO.
Wholesale Florists
Jobbers in FLORISTS' SUPPLIES.
Phone Main 1245. P. O. Box 206
444-446 Milwaukee St., Milwaukee, Wis.

Wholesale Flower Markets

PHILADELPHIA, Oct. 8. Per 100

Roses, Beauty, special	30.00@	40.00
" " fancy	15.00@	20.00
" Mrs. Chas. Russell	6.00@	20.00
" Killarney	2.00@	6.00
" Hadley	6.00@	15.00
" Sunburst	4.00@	10.00
" Wards	3.00@	6.00
" Ophelia	4.00@	12.00
" Columbia	6.00@	20.00
Easter Lilies	20.00@	25.00
Snapdragons	4.00@	6.00
Calendulas	2.00@	3.00
Adiantum	1.00@	1.50
Smilax		.25
Asparagus Strings	.50@	.75
Asparagus bunches		.50
Dagger and Fancy Ferns, per 1,000	3.00@	4.00
Gladioli	2.00@	6.00
Dahlias	2.00@	10.00
Tritomas	4.00@	6.00
Chrysanthemums	20.00@	25.00

ST. LOUIS, Oct. 8. Per 100

Roses, Hadley	2.00@	8.00
" Killarney	2.00@	5.00
" White Killarney	2.00@	6.00
" Hoosier Beauty	2.00@	10.00
" Russell	2.00@	12.00
" Ward	1.00@	3.00
" Mrs. Shawyer	2.00@	8.00
" Sunburst	2.00@	8.00
Ferns	2.50	
Carnations	1.50@	4.00

PITTSBURGH, Oct. 8. Per 100

Roses, Beauty, special	35 00@	40.00
" " fancy	20.00@	25.00
" " extra	10.00@	20.00
" " No. 1	3.00@	6.00
" Hadley	4.00@	15.00
" Killarney	4.00@	15.00
" Maryland	4.00@	15.00
" Scott Key	10.00@	20.00
" Sunburst	4.00@	15.00
" Mrs. Aaron Ward	4.00@	10.00
" Russell	4.00@	20.00
" Columbia	4.00@	25.00
" Ophelia	4.00@	15.00
" Hilda	3.00@	12 00
Carnations	2.00@	3.00
Cattleyas		50.00
Ferns, per 1,000	2.50	
Sweet Peas	1.00@	2.00
Gladioli	4.00@	8.00
Daisies	1.00@	2.00
Chrysanthemums, per doz	2.50@	4.00
Galax	1.50	
Plumosus	.35@	.50
Sprengeri	.35@	.50
Dahlias	4.00@	8.00
Smilax, per doz.	3.00	
Mexican Ivy, per doz.	1.00@	7.50

Charles H. Grakelow has a greatly augmented force at work on the decorating of 15 large floats, which are to

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Roses, Dahlias, Carnations
Up-to-the-Minute Service. Satisfaction Guaranteed.
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Send list in for quotations.

MILWAUKEE, Oct. 8. Per 100

Rose, Killarney, W. Killarney	4.00@	10.00
" Ward	4.00@	8.00
" Mrs. Chas. Russell	6.00@	15.00
" Ophelia	4.00@	10.00
" Columbia	6.00@	15.00
" Hoosier Beauty	4.00@	12.00
Carnations, assorted	3.00@	4.00
Cattleyas, per doz	12.00@	15.00
Gladioli, per doz	.50	
Gypsophilia	.25@	.35
Chrysanthemums, per doz	2.00@	5.00

take part in the "fraternity parade" next week. He has also a large contract for the decoration of a portion of the Parkway, along which the various organizations will pass.

The Jos. G. Neidinger Co. is having a wonderful run on every line they carry. Their large advance stock of baskets is going fast, and there is a great demand for all kinds of Christmas wreaths.

Henry A. Dreer, Inc., have kindly offered for "Say it With Flowers" week, all the dahlias the committee needs from their 70-acre tract, which at this time are a wonderful sight.

Pennock Bros. have been very busy the past week, several important weddings and coming out teas, using up quantities of flowers.

John Berger, of the Berger Bros. Co., says September business was the best they ever experienced for that month. Exceptionally fine dahlias are features here.

Edward Reid is still in the wilds of the Dakotas, but the business is in competent hands and goes on just the same. Choice roses are a feature.

The Philadelphia Cut Flower Co. has never had better dahlias. They find a very good market for all their stock. K.

New York.

BUSINESS NORMAL FOR SEASON.

Business keeps moving in about the usual volume for this season. At this time last year, there were unusual conditions on account of the influenza epidemic which created an exceptional demand. The weather of Monday and Tuesday of the past week was fair, but for the succeeding days, there was almost continuous dark weather, with much rain. The rose supply was not heavy, and prices on special stock were firm with an advance on special American Beauties toward the last of the week. As showing that business was not particularly active, or that for the time being the tastes of the people have changed, the orchid market fell flat. Cattleyas literally went a begging at 50 cents per flower, wholesale, and some sold for 30 cents. Of course, a little special stock went somewhat better, but the general situation was bad. The chrysanthemum supply is not yet heavy, but there are quite enough to meet the demand while so many dahlias are about. Excellent stock of the latter is now on the market, and the best of the large fancies are bringing high prices, $6 to $15 per 100; in some cases, $20. The gladioli and asters are about finished, after a long run. There will yet be straggling lots, but they are no longer factors. The carnation supply is slowly increasing, and good stock is pushing up in price. Quantities of violets are on the market, but the weather has not been favorable to the use of these, and they move slowly. There are considerable displays of cosmos and various other outdoor stocks, all of which finds some buyers.

October 6.—There has now been almost a week of rain, fog and general humidity. Although a considerable stock continues to arrive, the weather is having a bad effect on the roses. The wholesale business today is rather slow and rose prices are likely to be weaker by the middle of the week. There is a heavy supply of dahlias, and chrysanthemums are on the increase.

NOTES.

We have received from W. A. Eagleson, secretary to the board of managers of the American Institute, the schedule of prizes to be awarded at the chrysanthemum exhibition to be held in conjunction with the Chrysanthemum Society of America, in the Engineering building, 25-33 West 39th street, November 5-7. A list of special prizes, offered by various firms for the Chrysanthemum Society of America was also enclosed. The success of the recent dahlia exhibition held in connection with the Institute should encourage chrysanthemum growers to make this a banner show, or as our stage friends say: "The greatest attraction of the season."

The Park Garden Club, of Flushing, which is a real live organization, recently held its dahlia show, and such an expert as our own P. W. Popp, who was one of the judges, pronounced it an excellent and well managed affair. Robert B. Lawrence won the bronze medal given by the American Dahlia Society for the best collection of dahlias. Malcolm Graham won the silver cup, offered for the best seedling. Mrs. J. W. Paris, president of the club, was absent in Los Angeles, but her dahlias were exhibited and won prizes.

The range of greenhouses formerly operated by Herman Kommitsch, the orchid grower, at Secaucus, N. J., has been taken over by Carl Liess, the former foreman, who will continue to produce the same quality of chrysanthemums and sweet peas that have made the establishment famous, in and around this city. Traendly & Schenck, who have been handling the stock for the past 20 years, will continue to dispose of the product.

John A. Semon, the retailer of 694 Eighth avenue, has with his own brush —or brushes—handsomely repainted and decorated the interior of his store. Being of French descent, he has inherited a share of the artistic temperament for which that nation is noted. As showing that the world is not so very large, Mr. Semon was born in Montevideo, South America, but has been in business in this city for over 20 years.

Joseph Levy, of the Brooklyn Cut Flower Market, who has had a long stay in a hospital after an operation on one of his legs, is now able to move about on crutches.

Bonnet & Blake, the Brooklyn wholesalers, are receiving a good quality of carnations for the season. They are also featuring a fine stock of the leading commercial dahlias.

The Noe-Sampson department of the New York Cut Flower Co. is receiving a good stock of gardenias from the range of Noe & Ruzicka, of Madison, N. J.

The Astor Floral Co., a retail concern, formerly located at 290 Flatbush avenue, has removed to 196 Livingston street, Brooklyn.

The Henshaw Floral Co., is handling fine stock of the chrysanthemum, Bronze Unaka.

William Mackie is receiving good stock, both of chrysanthemums and dahlias. A. F. F.

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Everything in Cut Flowers
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New Haven, Conn.

The annual dahlia exhibition of the New Haven County Horticultural Society, held in the public library September 30-October 1, was a successful affair. On the first day, Secretary Rathgeber was kept busy assisting exhibitors to get their stock properly staged, and it was late in the afternoon when the judges, P. W. Popp and Professor George Fraser, got to work. Notably fine stock was exhibited by Alfred E. Doty and Miss Emma Slocombe. In the Doty exhibit the Millionaire, Yuban and Salome Jane were conspicuous. He also had good exhibits of peony flowered, decorative, cactus and hybrid stock. Miss Slocombe's collection included a number of good varieties

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Wholesale Flower Markets

NEW YORK, Oct. 8. Per 100

Roses, Beauty, special	20.00@	40.00
" " extra and fancy	10.00@	15.00
" Hadley	3.00@	15.00
" Francis Scott Key	6.00@	40.00
" Columbia	3.00@	12.00
" Prima Donna	2.00@	12.00
" Alice Stanley	2.50@	10.00
" Double White Killarney	4.00@	12 00
" Killarney	2.00@	6.00
" " Queen	2.00@	8.00
" " Brilliant	2.00@	8.00
" Aaron Ward	2.00@	8.00
" Ophelia	2.00@	10.00
" Sunburst	2.00@	6.00
" J. L. Mock	2.00@	8.00
" Mrs. Chas. Russell	4.00@	15 00
" Premier	4.00@	15.00
Cattleya orchids, special	75.00@	125.00
Carnations	1.00@	3.00
Adiantum Croweanum and Hybridum	.50@	.75
Gladiolus	1.00@	4.00
Asparagus Plumosus, doz. bchs.		2.00
Smilax, doz. strings	2.00	
Delphiniums, per doz.	.10@	.15
Bouvardia, white, per doz.	.50@	.75
Asters	.50@	2.00
Chrysanthemums, per doz.	3 00@	6.00
Lilies, Rubrums	3.00@	5.00
Dahlias	2.00@	4.00
Sweet Peas	1.50@	2.00
Lily of the Valley	20.00@	30.00
Violets	.50@	.75

Frank H. Traendly Charles Schenck
Traendly & Schenck
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Orchids, Roses, Carnations, and all the other best products of the leading growers.
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Coogan Bldg., 6th Av. and W. 26th, New York.
Desirable wall space to rent for advertising.
Open for Cut Flower Sales at 6 o'clock every morning.
V. S. DORVAL, Secretary
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Fresh Cut Decorative Evergreens
Highest Standard of Quality.
Largest stock in America. Send for illustrated catalog of Greens and Florists' Supplies.
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FALL AND XMAS CATALOGUE

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The Ove Gnatt Co., La Porte, Ind.:
Gentlemen: Kindly send me your new Fall and Xmas Catalogue.

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named for members of the Slocombe family. Other good ones were Pride of New Haven, Dr. Frank H. Whittemore, Isabel Roberts and Mrs. A. R. Gallatin. There were a number of other exhibits fram private growers. C. Louis Alling, a well known commercial grower of West Haven, also made a good showing.

"The wilderness shall rejoice and blossom as the rose." Some sentiment like the above must have risen in the minds of many persons that have recently viewed the new nurseries of the Elm City Nursery Company, at Woodmont, near the railroad, on the outskirts of New Haven. That part of the outskirts of a large city traversed by a railroad is not, as a rule, particularly attractive, and before the Elm City Nursery Company located at Woodmont it was no exception to the rule, but they have made a marked improvement.

Many expressions of regret are heard over the passing away of John A. Long, the grower of East Haven. Practically every New Haven retail florist had done business with him, and all speak highly of his straightforward honesty. Before going into business for himself, 20 years ago, he was gardener on the estate of the late Hiram Camp, who for years was president of the New Haven Clock Co., said to be the largest concern of its kind in the world.

The dahlia garden on Townsend avenue, made famous by the late John H. Slocombe, is now conducted by his daughter, Miss Emma Slocombe. She had years of experience in the business with her father, and seems likely to sustain the fine reputation won by the Slocombe dahlias.

John N. Champion is looking forward with great interest to the coming meeting of the Florists' Telegraph Delivery, to be held in Buffalo, N. Y., October 14-15. He is one of the oldest members.

H. H. Kelsey, who now conducts the range on Sherman avenue, formerly owned by the Doolittle Company, has a variety of good stock coming on. A. L. Doolittle now works with him.

William Long, formerly in the retail business on Chapel street, is now working at the range of his late brother, John A. Long, in East Haven.

Charles Munro is now greatly interested in his Westerly, R. I., range, but does not neglect his New Haven business, which is quite active.

The store of the S. H. Moore Company is attractive with all seasonable flowers. They have been quite busy with funeral work.

The optimistic Myers, of The Flower Shop, is, as usual, active and smiling, and looking forward to a good season's business.

The Slocombe Brothers, of Townsend avenue, have a forward looking stock of sweet peas and violets coming on.

Fred Horn, at 418 Woodward avenue, has a good stock of chrysanthemums and carnations.

A. F. F.

Washington Florists' Club.

Another highly enjoyable "members night" was held by the Florists' Club of Washington, D. C., at the rooms of Edward S. Schmid, 712 Twelfth street, Northwest. The evening started with a discussion of dahlias. A great many features concerning their propagation, sale and use in decorative purposes were touched on. It is the practice of the club to discuss some floral family at each of its meetings, and in line with this, the chrysanthemum will come next. Immediately following the conclusion of the routine business of the meeting, the long table in the center of the room was spread, and volunteers from among the members served fried oysters and the "fixin's," and steaming hot coffee that made those lucky enough to be present forget that Washington was experiencing one of the heaviest rain storms of the season. All discussions were, of course, informal and most of the talk centered around the proposed flower week. J. Harper Hetherington, of the finance committee, stated that the retailers, growers and wholesalers were heartily in favor of the plans so far worked out, and were coming forward with contributions. Some time was devoted to a discussion of publicity. The services of a competent newspaperman are to be secured for the event. The members of the publicity committee are George C. Shaffer, chairman; Fred H. Kramer and A. O. C. Oehmler.

It developed that a large number of Washingtonians would accept the invitation of the Baltimore Florists' and Gardeners' Association to attend the annual dinner and ladies' night of the latter organization, October 21, at the Southern hotel roof garden. A letter from the secretary of the Baltimore association announced that William F. Gude, of Washington; President Ammann, and President-elect Miller, of the S. A. F.; the mayor of Baltimore, and Charles Grakelow, of Philadelphia, Pa., would be among the speakers of the evening.

Applications for membership were received from John Small and Frank E. Miller, of the firm of J. H. Small & Sons, and Alfred J. Schiller, of the Leo Niessen Company.

B. F. L.

HAMILTON, ONT.—Clarence Price has moved into his attractive new shop at 477 King street.

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Kerwood, Kerr S. S. Co. (Hamburg), foot of 57th street, Brooklyn.
Inkula, Cunard Line (Rotterdam).
Imperator, Cunard-Anchor Line.
Wampum, American Line (Glasgow).
Cape Lookout, American Line (Manchester).
FROM PHILADELPHIA, Western Ally, American Line (Glasgow).
FROM BOSTON, West Cape, American Line (Liverpool).
FROM BALTIMORE, West Tacook, American Line (Liverpool).

October 14.

Siamese Prince, Prince Line (Havre).

October 15.

Prince Fr. William, White Star, Pier 59-60 North River.
Anglo-Chilean, Cunard Line (Rotterdam).
Schodack, Barber Line (Hamburg-Bremen).
Caracas, Red "D" Line (Porto Rico), Pier 11, Brooklyn.
West Celeron, American Line (Glasgow).
FROM PHILADELPHIA, Kekettient, American Line, (Liverpool).
FROM MONTREAL, Dominion, White Star-Dominion Line.

October 16.

Mar Rojo, Kerr S. S. Co. (Hamburg) foot 57th street, Brooklyn.
FROM MONTREAL, Minnedosa, Canadian-Pacific Service.

October 18.

Vardulia, Cunard (Rotterdam).
Noordam, Holland-America (Rotterdam).
Bergensfjord, Norwegian-American.
FROM NEW ORLEANS, Mount Everett, Norton Lilly (Marseilles).

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Brooklyn, N. Y.—Joseph Trepel.
Brooklyn, N. Y.—James Weir, Inc.
Buffalo, N. Y.—S. A. Anderson, 440 Main St.
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Chicago—Briggs Floral Co.
Chicago—Central Floral Co., 132 N. State St.
Chicago—Friedman, 522 S. Michigan Blvd.
Chicago—C. Frauenfelder, 3343 W. Madison St.
Chicago—A. Lange, 25 E. Madison St.
Chicago—North Shore Floral Co.
Chicago—Schiller, The Florist, 2221 W. Madison.
Chicago—G. Wittbold Co., 745 Buckingham Pl.
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Cleveland, O.—Smith & Fetters Co.
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Harrisburg, Pa.—Charles L. Schmidt.
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Kansas City, Mo.—Samuel Murray.
Kansas City, Mo.—A. Newell.
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Los Angeles—Wolfskill Bros. & M. Goldenson.
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Nashville, Tenn.—Joy Floral Co.
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Newark, N. J.—The Rosery Floral Co.
Newark, N. J.—Phillips Bros.
Newark, N. J.—Washington Florist.
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New Orleans, La.—Metairie Ridge Nursery Co.
New Orleans, La.—Chas. Eble.
New Orleans, La.—The Avenue Floral Co.
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The thirty-eighth annual meeting will be held June, 1920.

THE price of bags at Chicago, October 8, was $62.00.

VISITED NEW YORK: George C. Watson, of Philadelphia, Pa.

PEPPER indications are for a 50 per cent yield, compared with last year.

THE ocean freight rate to England has recently fallen from $1.50 to $1.00 per hundred pounds.

THOSE who have tried it say there is nothing in "Brown October Ale" this year to make one sing.

NASTURTIUM seed of low vitality is plentiful and cheap. Better test all nasturtium seed before buying.

THE weather continues too mild to stimulate counter trade in bulbs, although a fair demand exists.

THE continued mild weather has tempted eastern gladiolus growers to delay lifting the crop. Probably not 25 per cent is out of the ground so far.

MAIL order houses, east and west, report fall mail trade from catalogues of fall bulbs and plants to be excellent, far ahead of September of 1918, or even 1917 business.

VISITED CHICAGO: Howard M. Earl, of Jerome B. Rice Seed Co., Cambridge, N. Y.; A. L. Rogers, Alpena, Mich.; C. A. Haid, of Otto Schwill & Co., Memphis, Tenn.; J. A. Everitt, Indianapolis, Ind.

VICE-CONSUL WEBBER says Nottingham, Eng., exported vegetable seeds to the value of $239,641 to the United States during the first six months of 1919, against $24,122 during the same period of 1918, an extraordinary increase.

TOLEDO, O.—Cash clover opened 10 cents higher and October and December were steady, October 6, with cash offered at $30.60. Timothy was unchanged, cash being offered at $5.40, October $5.60, December $5.70; March $5.75 and April $5.72½.

THIS year's imports of Dutch bulbs aggregate some 30,000 cases to date and they are practically all in. In 1917, there were 56,000 cases, but the record for 1918 is not available. Some importers of former years have been unable to get passports.

SEATTLE, WASH.—The Randall-McLoughlin Co. reports increased business, necessitating the opening of an uptown branch on Westlake avenue, in charge of Mr. Randall. The Western avenue establishment will continue in charge of Mr. McLoughlin.—H. M.

ONION SETS in the Chicago district are quoted this week at $2.75 for reds and yellows and $3.25 for whites. Financial returns indicate that the year has been more favorable for market gardeners than for onion growers. The deliveries of sets indicate two to two and one-half bushel crop per pound of seed sown. Some of the set houses are being used to store large onions by South Water street firms.

LA PARK, PA.—George W. Park, formerly of this place, has removed to Florida.

NEW YORK.—J. H. Walter, of Stumpp & Walter Co., has returned from his summer home in Maine.

THE longshoremen's strike at New York, in unloading the S. S. Glensanda, carrying Dutch bulbs, leaves her half unloaded.

CHARLES P. GUELPH, of the Jerome B. Rice Seed Co., Cambridge, N. Y., is spending October at his cottage at Hamlin, N. Y., on Lake Ontario.

NEWARK, N. J.—J. J. Wilson calls attention to the fact that his store window and others to the value of $10,000 have been wantonly smashed by strike sympathizers here recently, also advertising signs worth $5,000. Such destruction of property can only result in increasing the already high cost of living.

IMPORT duties should be carefully watched on account of the continually changing exchange rates. As we understand it, in the case of German goods bought in marks, the duty is figured at 23 8/10 cents, as in ordinary times. After protest, it is stated, liquidation is made at current rate of exchange, now around four cents.

Million Lily Bulbs Lost.

The Japanese steamer, Yuten Maru, from Yokohama to New York via Panama, is reported cut in two on a reef off the coast of Japan when five days out, and a total loss. The steamer is said to have carried one million bulbs of Lilium giganteum for American dealers.

The Japanese crop of L. giganteum bulbs in sizes over seven inches is said to be less than 60 per cent of normal average, since a large percentage of the growing bulbs were found at digging time to run below the 7-inch grade; whether later dug fields will show better results could not be told at the middle of September.

Seed Growing.

Judging from the large volume of price lists coming to hand from persons and firms in Europe and elsewhere, unknown to the trade before the war, a large number of farmers and others, stimulated by high prices, have embarked in seed growing as an easy means of gaining a livelihood. The stocks offered by these new producers must be tried before their value can be known. The development of seed growers and worthy strains of seed is a slow and costly work. Good seeds are not produced by miracle, and careful buyers looking forward to satisfactory results will continue to rely upon seed growers of known experience, not overlooking the fact that war time losses of men and stocks will render bargains rare for years to come.

Gladiolus Bulblet Digger.

G. D. Black, of Independence, Ia., is using a machine for digging his gladiolus bulblets. Mr. Black writes as follows with regard to this machine:

"We dig only our small bulblet stock with a machine that we had made ourselves by our local blacksmith. This machine is made on the same principle as a nursery tree digger, but on a small scale, cutting only about three inches wide, just below the bulblets. Another knife removes about an inch of the surface soil and cuts the tops off the bulblets. In this way we have the least amount of soil possible to sift from the bulblets. With this machine two men will dig as many bulblets as five men by hand. The machine can only be used where bulblets are planted by machine at an even depth We have used it two seasons, but it is yet in its experimental stage, as we think we can make some improvements for another season."

Pieters-Wheeler Seed Company
Growers of High Grade SEED
Gilroy, California
Beet, Carrot, Lettuce, Onion, Radish.
Correspondence Solicited.

THE W. C. PRESSING SEED COMPANY
NORWALK, OHIO.
Growers Exclusively of
Sweet Corn Seed

Alfred J. Brown Seed Co.
Growers of
Peas and Beans
Grand Rapids, Mich.

The Best Color Chart
For Florists, Seedsmen and Nurserymen
PRICE $1.00 POSTPAID.
AMERICAN FLORIST CO.
440 S. Dearborn St., CHICAGO

Braslan Seed Growers Company
Grower for the Wholesale Trade Only. ONION, LETTUCE, CARROT, PARSNIP, PARSLEY, CELERY, ENDIVE, SALSIFY, NAMED AND MIXED GRANDIFLORA AND SPENCER SWEET PEAS AND SUNFLOWER.
SAN JOSE, CALIFORNIA

—— We are headquarters for the **BEST OF EVERYTHING** in ——

VEGETABLE SEEDS

With our Stock Seed Farms at Grass Lake, Mich., and our growing stations in every part of the United States where seeds are grown successfully, all in charge of capable and experienced men, we are equipped for and are producing

PEAS, BEANS, CORN and VEGETABLE SEEDS

of all kinds in quantity and of highest quality.

Glad to quote for present delivery or on growing contract for crop of 1919.

JEROME B. RICE SEED CO., CAMBRIDGE, N. Y.

Watching the Other Fellow.

The editor of the American Magazine calls attention to a habit that a good many business men have, in the following paragraph:

"I once knew a man who ran a small business successfully in the face of great odds imposed against him by a strong competitor. He said that he never could have done it if he had not learned and mastered one thing—namely, to look at his own job, and not waste time looking over the fence at the big fellow who was working against him. "That is all there is to this envy and jealousy business; it is looking over the fence at the other fellow, instead of looking at the job in hand. There is absolutely nothing in it."

There is probably less excuse for anything like this in the seed business than elsewhere. There are so many opportunities for the seedsman to keep busy—to be finding new ways of increasing his own business, instead of worrying because his competitor is getting ahead. The seed merchant has one of the biggest fields in the whole game to study. He must be ready to tell his customers what to plant and often how to plant it. If he is informed on all these lines, he never has to worry about doing as big a business as the other fellow.—Nicholson's Notes.

Seeds for Government.

Contracts for seeds for the various government departments in Washington, and such of the field services as may require such stocks during the four months beginning November 1, will be awarded, October 16 by the general supply committee. Bids for the supply of these stocks will be received until two o'clock on that date. Among the seeds which will be purchased during the period covered by the awards, are the following:

Alfalfa; purity, 98; germination, 90.

Clover, alsike; purity, 98; germination, 90.

Clover, red; purity, 98; germination, 90.

Clover, white; purity, 98; germination, 90.

Kentucky blue grass; purity, 80; germination, 70.

Red top; purity, 99; germination, 95.

Orchard grass; purity, 90; germination, 90.

Perennial rye grass; purity, 95; germination, 90.

Italian rye grass; purity, 95; germination, 90.

Canary, hemp, maw, millet, rape, thistle and sunflower (for feed).

Bids are to be made covering purchases in lots of less than 50 pounds; lots of 50 to 99 pounds, and lots of 100 pounds or over.

Inasmuch as the exact requirements of the government cannot be estimated, the purchases made during the fiscal year 1919 were detailed for the benefit of bidders, as follows: 426 pounds of white clover; 2,418 pounds Kentucky blue grass; 999 pounds red top; 1,480 pounds rye; 150 pounds timothy; 310 pounds orchard grass; 70 pounds Italian rye grass; 500 pounds canary; 500 pounds hemp; 500 pounds millet; 51 pounds rape, and 1,010 pounds sunflower.

B. F. L.

PEACOCK BRAND SEEDS STANDARD OF QUALITY

Quality Seed

PEACOCK BRAND SEEDS STANDARD OF QUALITY

FOR THE

MARKET GARDENERS

OF

AMERICA

EVERETTE R. PEACOCK CO.

4013 Milwaukee Ave., (Near Irving Park Blvd.) CHICAGO

C. C. MORSE & CO. Seed Growers San Francisco, Calif.

GROWERS OF SELECTED STOCKS OF

Onion, Lettuce, Radish, Carrot, Sweet Peas, Etc.

Atascadero Seed Company

ATASCADERO, CALIF.,

Wholesale Growers of

HIGH GRADE SEEDS

We specialize in Beans, Carrots, Lettuce, Onions, Parsnip, Radish, Salsify, Spinach, and Named and Mixed Nasturtiums, and Grandiflora and Spencer Sweet Peas.

Write for Our Growing Contract Price List.

JUST OUT

BOLGIANO'S 1919 SUMMER AND FALL CATALOG OF "BIG CROP" SEEDS

Special prices for Florists and Market Gardeners. Write for a copy at once—It will save you money.

J. BOLGIANO & SON, Baltimore, Md.

I. N. Simon & Son

Garden Seeds

438 MARKET STREET

Philadelphia - - Pa.

Mention the American Florist when writing

THE

J. C. ROBINSON SEED CO.

WATERLOO, NEBRASKA

ROCKY FORD, COLORADO.

Contract growers of Cucumber, Cantaloupe, Watermelon, Squash and Pumpkin Seed; Sugar, Flint and Field Seed Corn.

Western Seed & Irrigation Co.

Seed Growers and Dealers

FREMONT, NEBRASKA

SPECIALTIES:

Cucumber, Muskmelon, Watermelon; Pumpkin and Squash; Sweet, Flint and Field Corn.

Write for special contract and spot prices.

Waldo Rohnert
GILROY, CAL.
WHOLESALE SEED GROWER
Specialties:
Beet, Carrot, Endive, Lettuce, Onion and Radish.
Correspondence Solicited.

EDGAR F. HURFF
SWEDESBORO, N. J.
Grower of High-Grade Seed.
TOMATO, Pepper, Eggplant, Squash, Pumpkin, Cucumber and Watermelon Seed and Field Corn on contract.
CORRESPONDENCE SOLICITED

ROUTZAHN SEED CO.
Arroyo Grande, Calif.
Sweet Pea and Nasturtium Specialists.
Wholesale Growers of full list of
FLOWER and GARDEN SEEDS

GEORGE R. PEDRICK & SON
PEDRICKTOWN, N. J.
Pepper, Egg Plant, Tomato, Okra, Asparagus, Rhubarb, Celery, Spinach, Beet, Onion, Beans, Cabbage, Cauliflower, Sweet Corn and Vine Seeds.
Correspondence Solicited.
WHOLESALE SEED GROWERS

Yokohama Nursery Co., Ltd.
Woolworth Building,
NEW YORK CITY
IMPORTERS
Japanese Bulbs, Plants and Seeds

GARDEN SEED
Beet, Sweet Corn, Garden Beans, Onion Sets and Sweet Potatoes in variety. Also other items of the short crop of this past season, as well as a full line of Garden Seeds, will be quoted you upon application to
S. D. WOODRUFF & SONS, 82 Dey St., NEW YORK and ORANGE, CONN.

Get Quotations From
LANDRETH
SEEDS WHICH SUCCEED
Bloomsdale Farm. Bristol, Pa.

BURPEE'S SEEDS
Philadelphia
Wholesale Price List for Florists and Market Gardeners.

JAMES VICK'S SONS
Growers of
Flower and Vegetable Seeds
Get the benefit of our 69 years' experience.
All seasonable varieties.
Our stocks are very complete.
ROCHESTER, N. Y. The Flower City

FALL BULBS
Paper Whites, 13-15 ctm.
Valley Pips (Holland grown), also Begonia and Gloxinia Bulbs and Palm Seeds. Dutch Bulbs. Jap. Lily Bulbs. Narcissus, (Emperor and Empress). Paeonies, Raffia, Bamboo Canes, Etc.
WRITE FOR IMPORT PRICES.
McHUTCHISON & CO., The Import House, 95 Chambers St., New York

Mention the American Florist when writing

BRITISH SEEDS
KELWAY'S
LEADING HOUSE FOR
IMPROVED FARM ROOT SEEDS
IMPROVED VEGETABLE SEEDS
IMPROVED FLOWER SEEDS
Write for Our SPECIAL PRICES, stating, if possible, quantities required. Illustrated Catalogue Free
KELWAY & SON, Wholesale Seed GROWERS LANGPORT, Eng.
Cable Address: "KELWAY, LANGPORT."

Mention the American Florist when writing

R. C. McGILL & CO.
WHOLESALE SEED GROWERS
SPECIALTIES IN VARIETY
ONION - CARROT - BEET - RADISH - PARSNIP
CONTRACT PRICES MAILED ON REQUEST
SAN FRANCISCO CABLE ADDRESS, "McGILL-SEED" SAN FRANCISCO CALIFORNIA

NARCISSUS PAPER WHITE GRANDIFLORA
1300 to a case. WRITE FOR PRICES.
READY FOR IMMEDIATE DELIVERY.
HOGEWONING & SONS, Inc., 32 Broadway, New York

For SEEDS
Flower, Vegetable and Farm
Send your inquiries to
HURST & SON
152 Houndsditch
LONDON, - - ENGLAND
The Premier British Wholesale and Exporting Seed House
75 YEARS UNRIVALLED REPUTATION

Just Received
HOLLAND BULBS
FREESIA PURITY, ¾ in. and up.
Prices on application.
J. M. THORBURN & CO.
53 Barclay Street, thru to 54 Park Place
NEW YORK CITY

ALL FALL BULBS

Ready now at Chicago and New York

Paper Whites (Grandiflora)

12 ctm. and 13 ctm., full size cases
Write or Wire for Prices

Chinese Joss Lilies

Mat (120 bulbs) $9.00; 1000, $70.00.

HYACINTHS

	1000
First size (our selection vars.)	$87.00
Second size " " "	72.00
Forcing grade, sep. colors	50.00
Bedding grade, " "	38.00

TULIPS

DARWIN	1000
Clara Butt (best pink)	$20.00
Pride of Haarlem (rose)	30.00
Baron de la Tonnaye (rose)	27.00
Rev. H. Ewbank (lavender)	30.00
Farncombe Sanders (red)	35.00
Mme. Krelage (rose)	30.00
SPECIAL OFFER, 5 best Darwins, our selection—named separate, 250 for $8.50; 500 for $17.00; 1000	30.00
DOUBLE EARLY	
Schoonoord, Murillo (2 best forcers)	25.00
	32.00

NARCISSUS

	1000
Emperor (fancy select)	$35.00
Victoria (fancy select)	30.00
Vaughan's Xmas Glory (earliest forcing variety)	40.00
Trumpet Major (French)	25.00

FREESIA PURITY

(IMPROVED)	1000
⅜-½ inch	$6.00
½ inch plump	8.00

FREESIAS, Colored

(FARDEL'S)

	100	1000
Separate colors	$5.00	$45.00
Mixed colors	4.50	40.00

Vaughan's "Book for Florists" Mailed Free. Ask for it.

CHICAGO **Vaughan's Seed Store** NEW YORK

THE C. HERBERT COY SEED CO.

VALLEY, Douglas County, NEB.

Contract Growers of

HIGH GRADE SEEDS

Cucumber, Muskmelon, Squash and Pumpkin, Sweet, Flint and Dent Seed Corn.

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The Everett B. Clark Seed Co.

GROWERS FOR THE TRADE

Beans, Peas, Sweet Corn, Onion, Turnip, Radish, Beet, Carrot, Spinach, Etc.

Branches: Wisconsin, Colorado, Montana, Idaho, Washington. **Milford, Conn.**

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GRASS SEEDS

H. A. PETERSEN, Limited

SEED MERCHANTS

Brisbane, Queensland, Australia,

are Exporters of **Rhodes Grass, Paspalum Grass, Soudan Grass, Couch, Prairie Grass, Red Top Grass.** Correspondence Invited.

TULIPS
NARCISSUS
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Ask Our List

THE GENERAL BULB COMPANY

(VOGELENZANG, HOLLAND)

110 Water Street, New York City

Stock is Limited

Market Gardeners

Vegetable Growers' Association of America.

E. A. Dunbar, Ashtabula, O., President; Louis F. Miller, Toledo, O., Vice-President; S. W. Severance, Louisville, Ky., Secretary; H. J. Cheney, Grand Rapids Mich., Treas. Next annual convention September 1920.

Sign of the Times.

Wood Norton, Worcestershire, has been sold by Sir Charles Swinfen Eady, to George Swift, a large market gardener of Hampton, Evesham. Wood Norton was the sanctuary of the Bourbons when they were exiled from France, and Sir Charles Swinfen Eady purchased it from the Duke of Orleans in 1912. Ex-King Manuel, of Portugal, and his mother also found refuge there after the loss of the throne of Portugal.—London Gardeners' Chronicle.

Prices of Indoor Fruits and Vegetables.

Chicago, Oct. 7.—Cucumbers, bushel basket, $2.25 to $2.50; celery, Michigan, crate, 75 cents to $1.00; leaf lettuce, per tomato box, 15 to 17½ cents; radishes, per 100 bunches, $1.50 to $2.00; tomatoes, per box, 15 to 20 cents.

New York, Oct. 6.—Celery, per doz. roots, 20 to 75 cents; cucumbers, basket or crate, $1.50 to $2.00; mushrooms, $1.50 to $2.50 per three-pound basket; tomatoes, carrier, 75 cents to $3.00; lettuce, per package, 50 cents to $1.50; radishes, per 100 bunches, $1.00 to $2.00.

Sugar Not Needed for Canning.

Do not let surplus fruit go to waste because you cannot obtain sugar to use for preserving purposes. Fruit can be successfully canned without it, and it can be sweetened when served next winter, or syrup can be used in place of sugar to sweeten it now.

To can without sugar, simply fill the jars containing the fruit with clean, hot water, instead of the usual syrup, and process the jars in a hot-water bath. The fruit will not spoil, but it will not have quite as fine a flavor and color as that which is packed in syrup. Directions for canning by the "cooked-in-the-can" method should be carefully followed to can successfully without sugar, the United States department of agriculture suggests.

Fruits canned without sugar are especially good in salads, desserts, pie fillings, ices and in fruit punches. They can also be made into jams and marmalades when sugar is obtainable. Fruit juices take no sugar, and their uses are just as varied during the winter season as are the fruits put up unsweetened. These fruit juices are also available for jelly at a future time when sugar is more plentiful. Vegetables need no sugar, and plenty of canned vegetables are always acceptable during the winter months. Fruit and vegetables may be high, and sugar scarce, but the margin of difference in price between the home canned and the commercially canned product is likely to be as great as when both fresh fruit and vegetable and canned goods were lower in price. The wise are still practicing home canning, sugar or no sugar.

Direct Seeding of Lettuce.

We have repeatedly called attention to direct seeding of lettuce under glass during the fall months. The method has much to commend it, but the one big factor in our mind is the comparative immunity from disease. There is no question whatever that the two shifts ordinarily employed in the production of lettuce present a grave risk as long as the weather is hot. Lettuce simply resent disturbance at the roots in warm weather. The direct seeding method is nothing else but the outdoor process moved indoors. After the ground is prepared, take an ordinary garden drill, and run the rows 10 inches apart, the length of the greenhouse. It is best to remove the covering device of the drill, and sometimes the opening plow as well as we do not want the seed buried or covered at all. We like to sow into the track of the marker, and simply roll the seeds down. Next, turn on the water, and keep the soil wet and until plants are erect. This may take three or four days, and with mechanical watering is easily done. We like to use so much water at this time that the soil is soaked down for many feet; in fact, we would like to apply all the water we need to grow the entire crop at one time. If the soil is right, and has been properly prepared, it is quite possible to water continuously for three or four days, and until the water appears at the surface indicating a complete saturation. As soon as the lettuce are up, stop all watering, and use the wheel hoe as soon as possible. Next, when the young plants show a character leaf—block with a hoe by cutting into the rows, always cutting out the width of the hoe and leaving a few plants in each bunch. These are later kinked to one plant, and should be about eight inches apart. Thus transplating is entirely avoided. We have seen some wonderful crops produced that way, where the early transplanted lots proved bad failures.

MARKETMAN.

Vegetable Markets.

According to reports received by the United States bureau of markets for the period, September 30-October 6, jobbing prices in most lines were fairly steady. Potatoes at shipping points were generally steady and jobbing markets experienced a slight decline. Maine Green Mountains advanced 10 cents in New York to $2.60, but declined 15 cents in Boston to $2.50-$2.65. New Jersey Giants held fairly steady in the east at $2.35-$2.55, but declined to $2 at Detroit. Minnesota Early Ohios went 30 cents higher than the previous week in the Chicago carlot market, closing at $2.75-$2.90 and were steady in other markets with an upward tendency to reach $3. Minnesota Red River Ohios advanced slightly at Moorhead to $2.55-$2.60, but declined somewhat in most western jobbing markets. Minnesota Round Whites declined to $2.25-$2.30 per 100 pounds sacked at Minneapolis. Colorado stock held firm at all points. Onions were steady. Eastern sacked yellow stock closed at $3.00-$3.50 per 100 pounds f. o. b. Rochester and also cipal eastern markets with a dull demand generally. Minnesota Red Globes jobbed at the same prices in the prin-held steady at $3.40-$3.50 sacked, per 100 pounds at Minneapolis. Middle-western yellow varieties declined in the east to $3.10-$3.50, but held generally steady in the central west at $3.50-$3.75, reaching $4 in Kansas City and Columbus, O. Wisconsin and Minnesota Holland Seed cabbage advanced to $26-$27 bulk per ton f. o. b. shipping points, but closed at previous week's range, $21-$25. New York Domestics held unchanged at $18-$25 per ton f. o. b. Rochester and up to $30-$35 in the east. Danish Seed brought $28-$30 f. o. b. Rochester. Long Island barrels weakened in New York to $1.50-$1.75. Virginia Yellow sweet potatoes advanced from $3.50-$3.75 to $3.75-$4 per barrel in New York and $4.25 per barrel in Boston. They advanced 25 cents in Baltimore, 75 cents in Philadelphia and 25 cents in Cincinnati.

Baltimore.

LITTLE CHANGE IN MARKET CONDITIONS.

No unusual conditions are noted as regards the market at the present time. Dahlias are received as high in quality as they will be this season, and white roses are a little more plentiful, with pink and red sorts also in better supply. A few gladioli are offered, but aside from the red varieties, there is not much to be said of them as to quality. Yellow chrysanthemums are arriving in usual numbers, and a few more white are now available. Carnations are starting to come in and will prove a good substitute for the dahlias when the frost cuts them down. Orchids are still off crop, one, two, or possibly three, being about all that are available at one time.

NOTES.

Charles Siegwart, of Irvington, is cutting his annual crop of dahlias which are showing better form than in previous years. A customer in one of the stores was heard to say: "The man who grew those flowers must have taken care of each one like he would a baby." The blooms are like small pink chrysanthemums, with stems three feet long and foliage without a blemish. This grower always grows well everything that he attempts.

All the spare moments of the florist club's entertainment committee are being spent on work pertaining to the "ladies' night," October 21. The Southern hotel has been secured for the event which will give ample room. Elaborate decorations are being planned and a unique table arrangement has been decided upon. First class entertainment and dancing will make the occasion an enjoyable one for all who attend. If you have not arranged for your ticket, better do it now.

The following nominees for office, unanimously chosen by the florists' club, will be formally elected at the regular meeting, October 13: Wm. F. Ekas, president; Robert L. Graham, Jr., vice-president; Robert T. Paterson, secretary; Albert G. Fiedler, treasurer; C. Harry Wagner, financial secretary; Charles Wagner, librarian.

G., JR.

"Market Gardening"

An elementary text book containing 102 pages, 5x7, with 36 illustrations, by F. L. Yeaw, manager of the Oasis Farm & Orchard Co., Roswell, N. M.

Cloth Bound, 75 Cents.

American Florist Co.

440 S. Dearborn St., CHICAGO

THE BEST FERN YET! MACAWII

NEPHROLEPIS MACAWII.

MACAW BROS., who have been associated with all the Nephrolepis sports for many years and know them all from the ground up, have found and developed a new one.

MACAWII

Sport of Scottii. The most symmetrical and fastest grower, and one of the best keepers of any of the Ferns in commerce today.

Those who saw our exhibit of this great new fern at Detroit purchased on sight. We have booked many orders, and if you want to get in on this—**GET BUSY NOW.**

2½-in., $200.00 per 1000; 6-in., $150.00 per 100.

C. U. LIGGIT, Office: 303 Bulletin Bldg, **Philadelphia, Pa.** **MACAW BROS., Norwood, Pa.**

Mention the American Florist when writing

PURITY FREESIAS

A fine lot of bulbs from a late-dug, well-ripened crop has just been received from our grower. Freesias are a splendid late winter crop, and now is the time to plant to bloom then. Easily grown, with little or no trouble. Better play safe and let us send you a thousand.

PRICE: First Size Bulbs, $10.00 per 1000; $1.25 per 100.

Will send them, parcel post insured, at this price, if you mention it at the time of ordering. Make no mistake, you will be pleased with these bulbs.

NEW GIANT COLORED FREESIAS

These varieties are equal to the **"Purity"** in size; have excellent form and splendid texture.

	Doz.	100	1000		Doz.	100	1000
Blue	$1.25	$8.00	$75.00	**Pink**	$1.25	$8.00	$75.00
Lavender	1.25	8.00	75.00	**Mixed,** all colors	.75	5.00	40.00

Also All Other Seasonable Bulbs, Seeds and Supplies.

Asparagus Plumosus Nanus Lathhouse Grown Seed.

1,000 seeds ..... $2.00 — 10,000 seeds $18.50
5,000 seeds ..... 9.75 — 25,000 seeds 43.75

Send for New Wholesale Price List if you do not receive a copy.

HENRY F. MICHELL CO., 518 Market St., PHILADELPHIA, PA.

Seed Packets

FLOWER SEED SIZES TO CATALOGUE ENVELOPES—RETURN ENVELOPES

Brown Bag Filling Machine Co.
FITCHBURG, MASS., U. S. A.

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R. & M. GODINEAU
SEED GROWERS

Angers, - - France

Specialties: Beets, Mangoes, Carrots, Cabbages, Celeries, Parsleys, Parsnips, Turnips. Growing Crops Given Personal Attention.

BULBS

Paper Whites and Dutch Stock
Write for Prices
Try us for Quick Supply.

The W. W. BARNARD CO.
231-235 W. Madison St., Chicago

Before Placing Orders for

SWEET PEAS, Spencers, Grandifloras, etc., ASTERS and FLOWER SEEDS in general; TOMATO, LIMA and POLE BEANS, write

JOHN BODGER & SONS CO.,
Contract Seed Growers
LOS ANGELES, CALIFORNIA

TOMATO SEED

Grown for the Wholesale Seed Trade

HAVEN SEED CO.
SANTA ANA, CALIFORNIA

The Nursery Trade

American Association of Nurserymen.

J. Edward Moon, Morrisville, Pa., President; Lloyd C. Stark, Louisiana, Mo., Vice-President; John Watson, 400 Nassau Street, Princeton, N. J., Secretary; J. W. Hill, Des Moines, Iowa, Treasurer.

Forty-fifth annual convention will be held at Chicago, June, 1920.

IN the midst of the discussion of stirring questions, says the Seattle Post-Intelligencer, the Los Angeles Times finds leisure to call for a seedless blackberry.

ROHNERVILLE, CALIF. — George H. Stewart, a pioneer nurseryman of this city, and a fruit grower of wide experience, died at his home here, recently, age 84 years. He was one of the first horticultural commissioners of the state.

USSY, FRANCE.—It is reported that the firm of Levavasseur & Sons has been dissolved and that effective September 1, the establishment here will be in charge of Norbert Levavasseur, while Ernest Levavasseur will manage the one at Orleans.

THE Ohio State University, Columbus, announces that many people are placing their apple supply for the coming winter in pits, where a suitable cellar is not available, packing them in barrels sunk in soil below the frost line in a well-drained location.

APPLE BLOTCH, which has caused an annual loss of thousands of dollars in Ohio, and has been rapidly increasing for several years, can be controlled by spraying with Bordeaux mixture, demonstrations in that state this year, showing that such treatment is almost 100 per cent effective, according to the Ohio State University agricultural extension service, Columbus.

Washington Nurserymen Form State Body

A meeting of several of the leading nurserymen of the state of Washington was held in Seattle, September 27, and a nurserymen's association was organized and is now being completed. Objects and aims are to bring the many nurserymen in the state in touch with one another in a helpful business and social way, and to promote the trade in a better and closer relationship among the craft. Great enthusiasm was shown by all who were present and everybody went home with the resolve to make the new proposition a success and help to have a full list of charter members. Preliminary steps were taken to formulate new by-laws or rules that will make the association one of the best in all the states, and co-operation along the lines of profit and pleasure will bring the results expected. No steps were taken to combine in any manner with the florists' association, but possibly that will be arranged later, after the ground has been plowed over once or twice.

Harmony and co-operation were manifest, and this promises later on to bring the success aimed at in the organization just being perfected. Another meeting is arranged for October 25 and it is expected that the list of names of those in the trade in the state will be completed enough to close the charter after the rules and laws submitted by the committee appointed to formulate them has made its report. A complete list of those in the nursery business in this state is expected.

S. L. H.

American Association of Nurserymen.

NURSERY CROP REPORTS.

At the convention in Chicago, the executive committee was instructed to see if the federal government could be induced to collect for the nursery industry, annual reports of the stock in our nurseries. Pursuant to this direction given the executive committee, President Moon recently spent a day in Washington with authorities of the department of agriculture discussing this subject. The advantages of such annual reports, showing the quantity of each variety of stock in the country, its size, and the amount held in each state, are apparent to the nurserymen, for such reports will be invaluable guides to control our propagation, and to help in the distribution of the product, so that surpluses in one locality can be absorbed where shortages exist in another.

In Washington, the advantages of such a report were laid before the federal horticultural board, with the statement that from authentic information thus gathered, they could issue permits for importations based upon a knowledge of the amount of such stock already in the country, or on the absence of it. Then, too, the advantages that crop reports afford in pest control would eliminate the necessity for promiscuous quarantine.

Mr. Estabrook, chief of the bureau of crop reports, was interviewed. Dr. Marlatt was out of the city, but his assistant was seen. Mr. Kellerman and Mr. Sudworth, of the federal board, were interviewed, and favored such statistics. The result of Mr. Moon's day's work is that Secretary Houston now has before him a recommendation from the bureau of crop reports, endorsed informally by members of the federal horticultural board, that an appropriation of $50,000, be asked annually for the procurement of such crop reports. As soon as necessary, the officers of the nurserymen's association will go before Secretary Houston or the agricultural committee of the house, to further advocate the necessity for gathering these statistics and the procurement of the appropriation.

COMMITTEES ANNOUNCED.

The following announcement of committees is made:

Executive—J. Edward Moon, chairman, Morrisville, Pa.; Lloyd C. Stark, Louisiana, Mo.; E. S. Welch, Shenandoah, Ia.; J. B. Pilkington, Portland, Ore.; T. B. West, Perry, O.; E. W. Chattin, Winchester, Tenn.; C. C. Mayhew, Sherman, Tex.; C. R. Burr, Manchester, Conn.

Finance—E. S. Welch, Shenandoah, Ia.; J. Edward Moon, Morrisville, Pa.

Legislative and Tariff—Charles H. Perkins, 2nd, chairman, Newark, N. Y.; William Pitkin, Rochester, N. Y.; James M. Pitkin, Newark, N. Y.; John H. Dayton, Painesville, O.; J. R. Mayhew, Waxahachie, Tex.; C. R. Burr, Manchester, Conn.; David C. Stranger, West Newberry, Mass.; Col. George W. Pogue, Graysville, Tenn.; George Roeding, Fresno, Calif.; J. T. Foote, Durant, Okla.; S. A. Milton, Milton, Ore.; William Flemmer, Sr., Springfield, N. J.; Orlando Harrison, Berlin, Md.; Fred Watson, Topeka, Kan.; Henry Chase, Chase, Ala.; E. H. Smith, York, Neb.; H. D. Simpson, Vincennes, Ind.; William Warner Harper, Chestnut Hill, Pa.; W. F. Ilgenfritz, Monroe, Mich.; Michael Cashman, Owatonna, Minn.; S. W. Crowell, Roseacres, Miss.

Market Development — (Chairman not yet selected). Robert Pyle, West Grove, Pa.; Frederick Atkins, Rutherford, N. J.; Ernest F. Coe, New Haven, Conn,; O. Joe Howard, Pomona, N. C.; Earl D. Needham, Des Moines, Ia.

Arbitration—George A. Marshall, chairman, Arlington, Neb. The rest of this committee not yet agreed upon.

Vigilance—Paul M. Lindley, chairman, Pomona, N. C.; James A. Young, Aurora, Ill.; Will Harrison, York, Neb.; E. P. Bernardin, Parsons, Kan.; F. S. Baker, Cheshire, Conn.

Nomenclature—Harlan P. Kelsey, chairman, Salem, Mass.; J. Horace McFarland, Harrisburg, Pa. (Committee not yet completed.)

Relations with Landscape Architects —Thomas B. Meehan, chairman, Dresher, Pa.; Henry Kohankie, Painesville, O.; Theodore Smith, Geneva, N. Y.; Richard M. Wyman, Framingham, Mass.; John Humphreys, Chestnut Hill, Pa.

Traffic—Charles Sizemore, Louisiana, Mo.

Arrangements for Convention and Exhibits—A. M. Augustine, chairman,

VIBURNUM PLICATUM
Also Berberris Thunbergii. Hydrangea Paniculata, Weigelia, Spireas, Etc.
Ask for complete list of Oak Brand Shrubs.
The CONARD & JONES CO — WEST GROVE PENN'A.
Robert Pyle, Pres. — Ant. Wintzer, Vice-Pres.

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Storrs & Harrison Co.
PAINESVILLE NURSERIES
Catalogues and Price Lists Free on Application.
PAINESVILLE, - OHIO

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Hill's Evergreens
BEST FOR OVER HALF A CENTURY
Small, medium and large sizes supplied. Price list now ready.
The D. Hill Nursery Co.
Evergreen Specialists — Largest Growers in America
Box 404. DUNDEE, ILL.

HARRISONS' NURSERIES
Fruit Trees Budded from Bearing Orchards. Peach, apple, pear, plum, cherry, quince, grape-vines, strawberry plants, raspberries, blackberries, evergreens and shade trees. Catalog free.
Harrisons' Nurseries, Box 39, Berlin, Md.

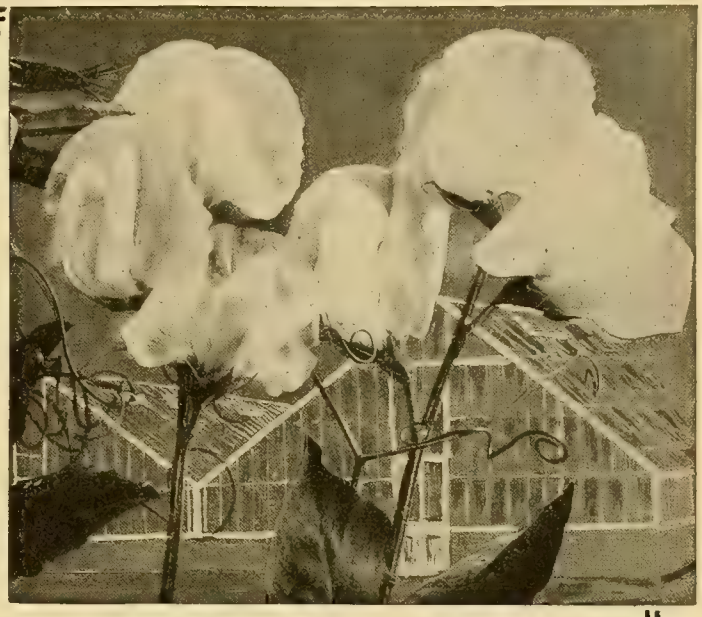
Ibolium The New Hybrid **Hardy Privet** (L. Ibota x Ovalifolium) Now sent out for the first time. Inquire for further information.
One-year field-grown plants, $5.00 each. Summer-rooted, frame-grown, $3.00 each. Nov. 25th delivery.
THE ELM CITY NURSERY CO., WOODMONT NURSERIES, Inc., Introducers of Box-Barberry, well rooted summer frame cuttings, $65.00 per 1000. NEW HAVEN, CONN.

SWEET PEAS

WINTER FLOWERING SPENCER VARIETIES

Trade Packets contain ¼ oz.

	Trade pkt.	Oz.	Lb.
Early Amethyst. New. An Early Royal Purple	$0.75	$2.50	$ ....
Early Asta Ohn. Identical in color and size of blossom to the popular late flowering Asta Ohn. This is sure to be the most popular lavender	.25	.80	10.00
Early Bohemian Girl. Deep pink, standard orange blush	.20	.50	6.00
Early Blanche Ferry. Pink and white, extra selected stock	.20	.65	8.00
Early Fordhook Pink and White	.20	.50	6.00
Early Heather Bell. The color is a rich but pleasing mauve, but after standing in water the color becomes a beautiful mauve lavender	.30	.90	12.00
Early Helen Lewis. Very fine shade of salmon pink	.25	.80	10.00
Early Liberty. Brilliant red	.25	.85	10.00
Early Melody. This is a deeper shade of pink than "Early Song Bird" on white ground, closely resembling "Countess Spencer"	.20	.65	8.00
Early Miss Louise Gude. One of the largest and best in the shell pink class	.25	.85	10.00
Early Morning Star. Deep orange scarlet or flame color in standard, with rich orange pink wings. Under glass it is magnificent	.30	.90	12.00
Early Mrs. A. A. Skaach. Flowers bright shell pink. Sow in late fall and winter for spring blooming	.20	.65	8.00
Early Mrs. Chas. A. Zvolanek. One of the largest and best clear lavender	.25	.85	10.00
Early Mrs. M. Spanolin. Black-seeded white	.20	.65	8.00
Early Mrs. William Sim. Apricot pink	.20	.65	8.00
Early Othello. New. Rich deep maroon	.75	2.50	
Early President Woodrow Wilson. Magenta rose	.20	.65	8.00
Early Rose Queen. A splendid commercial pink, best seller on Chicago market. Sow in summer for winter blooming	.30	.90	12.00
Early Song Bird. Pale pink with a distinct tint of buff	.20	.65	8.00
Early Songster. Giant early lavender	.30	.80	10.00
Early Spring Maid. Light pink on a cream ground. It is a most effective flower and carries a great wealth of blossoms borne in fours on long stems	.30	.80	10.00
Early Snow Flake. This is the best early-flowering white-seeded Spencer. The blossoms are very large and of the best waved Spencer form. The flowers are borne in wonderful profusion on long stems	.30	1.00	14.00
Early The Beauty. The flowers are more apart, making very large bunches; the color is a very dark fiery rose	.20	.65	8.00
Early Venus. Standard white, slightly blushed pink wings	.20	.65	8.00
Early Warbler. Rich mauve purple	.25	.80	10.00



	Trade pkt.	Oz.	Lb.
Early Wedgewood. Identical in color and size of blossom to the late flowering Wedgewood, and is a magnificent clear blue	$0.25	$0.80	$10.00
Early White Orchid. White flowers of good substance	.20	.65	8.00
Early Yarrawa. The color on opening is rose, changing as the flower develops to a light pink standard, tinted buff with blush wings	.20	.65	8.00
Early Zvolanek's Blue. Very large, of the brightest blue, or Blue Jay color	.25	.80	10.00
MIXED, Winter Flowering Spencers, many kinds	.15	.50	6.50

A New Winter Early Flowering

RED SWEET PEA (Spencer)

"EARLY AVIATOR"

This is to our knowledge the best **Scarlet Winter Flowering Sweet Pea.** It is a much better shade of red than King Edward, being without that objectionable blue tint.

Trade Pkt. (¼ oz.) 90c; oz., $3.00.

NEW YORK: 41-43 Barclay Street **VAUGHAN'S SEED STORE** CHICAGO: 31-33 W. Randolph St

Carnation Laddie

R. C., Feby. and March Delivery,

$10.00 per 100; $90.00 per 1000.

The demand for this Carnation will far exceed the supply.

F. DORNER & SONS CO., Lafayette, Ind.

Normal, Ill.; Guy Bryant, Princeton, Ill.; Leonard H. Vaughan, Chicago.

Committee on Annual Report—E. P. Bernardin, chairman, Parsons, Kan.; George Holsinger, Rosedale, Kan.

Courses of Training in Agricultural Colleges — Henry Hicks, chairman, Westbury, L. I.; Theodore Borst, Boston, Mass. (Committee not yet completed.)

J. EDWARD MOON, President.

NEWPORT NEWS, VA.—Suttons, Florists, have been incorporated with a capital stock of $10,000, by G. L. Sutton, president, and Mrs. R. T. Lester.

SMILAX

Extra Good, Well-Rooted Plants.
From 2-in. pots, $2.00 per 100; $18.00 per 1000.

BOSTON YELLOW DAISIES.
A special good strain; from 2-in. pots, $3.50 per 100.

LETTUCE, Grand Rapids Forcing, $1.00 per 1000; $8.50 per 10,000.

Elmer Rawlings, Wholesale Grower, ALLEGANY, N. Y.

GERANIUMS

S. A. Nutt, at $15.00 per 1000, up to Nov. 1st. Other varieties all sold until then.
Winter prices starting Nov. 1st.

S. A. Nutt and Buchner..at $18.00 per 1000
Poitevine and Ricard....at 22.00 per 1000

ALBERT M. HERR, LANCASTER, PA.

CHAS. H. TOTTY

MADISON, NEW JERSEY
WHOLESALE FLORIST
Chrysanthemum Novelties My Specialty

Miscellaneous Plants

Boston Ivy
Clematis Paniculata
Shrubs
Raspberries, Blackberries
Evergreens
Ornamental Trees
Perennials
California Privet Hedge
Japan Barberry

Prices on request.

Peter Bohlender & Sons
Tippecanoe City, Ohio

Now Is the Time to Push Plants

Our stock contains the best finished and largest assortment of foliage and flowering plants in this country. Quicken your sales with a sample order for the fall opening. **Craig Quality Ferns, Dracaenas, Areca, Crotons, Pandanus** and **Ficus** will bring you profitable business. Order now.

ROBT. CRAIG CO., Branch: Norwood, Pa., **4900 Market St., Philadelphia, Pa.**

Lancaster County Florists' Association.

The following from this city and vicinity accompanied by friends made the trip to White Marsh, Md., October 2, the occasion being an inspection of the establishment of R. Vincent, Jr., & Sons Co.: Ira Landis, J. Wade Galey, A. K. Rohrer, John Shreiner, Fred Ritchy, Charles M. Weaver and Albert M. Herr, accompanied by their wives; D. Irwin Herr, Chas. B. Herr, Harry K. Rohrer, Edward Rohrer, Amos Rohrer, Walter Denlinger, Emanuel Shreiner, and others, the party numbering 44 in all. The day opened with a promise of rain, which undoubtedly deterred several from making the trip, but the sun made its appearance in the afternoon and the ride through about 70 miles of delightfully picturesque country, was thoroughly enjoyed. Harry Rohrer acted as pilot and the journey was made in exactly three hours.

After being received by Mr. and Mrs. Vincent, the former took the party over the fields of dahlias and cannas, all of which are in magnificent shape and an attempt to name all of merit would be to issue a catalogue. If Mr. Vincent's enthusiasm could be instilled into the general public, this United States would be one solid plantation of dahlias, and the results go to show what can be done by a man thoroughly in love with his work. The trial grounds were an especial attraction, as here all new sorts are tested, and when found wanting, are discarded, and to pass the test, they must have real merit. Next to the trial grounds is a block of some 2,000 seedlings, a grand sight, and some very fine flowers, but none that will be introduced as this firm must see a decided improvement over any known existing variety before they will offer it to the trade, and it certainly is a standard that should be followed by all novelty producers. Cannas come second to the dahlias, but from the acreage grown, they are a business of their own, and with a few exceptions, they made a wonderful showing.

In the greenhouses, geraniums lead the way and are here by the million in remarkably fine shape; in fact, the bedding stock all looked well, with lantanas and coleus coming next in quantity to the geraniums, but other stock such as double petunias, salvias, etc., are all grown in big blocks. The trouble at this establishment is that things are grown in such high numbers, that a batch of 5,000 looks small in comparison to the house after house filled with geraniums. One range of houses was filled with ferns in variety, and in various stages of growth, so that the buyer could certainly find what he wants here. In the same block are the pompon chrysanthemums, not in as large a quantity as they were several years ago, but in good condition.

The annual dahlia show of the firm was opened on this day, and it in itself is worth a visit from any one within a radius of 500 miles, just to see the possibilities of the dahlia as a cut flower proposition, for they were all shown here from the wonderful picture and frame worked out with such skill that some of the lay people with us thought it was a picture.

Fred Ritchy, Harry K. Rohrer and Chas. B. Herr went to Baltimore with their machines, and tripped through Druid Hill park, stopping at the "Zoo" where Chas. B. Herr delivered a fine lecture on animal life. On the way back to Lancaster, they had a picnic lunch at historical Belair, and reached home about 8 p. m., the more prosaic ones getting back about 6 p. m. All united in pronouncing it a grand day and a wonderful trip, and a unanimous vote of sympathy was extended to the stay at homes.

ALBERT M. HERR.

ABUNDANCE OF STOCK

	Per 100	Per 1000
2¼-inch Smilax plants	$ 2.75	$25.00
2¼-inch Snapdragons, white, pink and yellow	5.00	48.00
4-inch Marquerites, white and yellow	15.00	
25,000 Vincas, field grown	8.00	75.00
10,000 Bench Ferns, 5 varieties, $25.00 and $30.00 per 100.		

Packing free of charge. Liberal extras.

Alonzo J. Bryan
Wholesale Florist
Washington, New Jersey

Improved Bird's Eye
—AND—
Christmas Joy Peppers
Out of 2¼-in. pots at $6.00 per 100.
Grown from selected stock.

GENISTAS
Very bushy, 3-inch at $25.00 per 100.
4½-inch at $50.00 per 100.

A. L. MILLER, Jamaica, N. Y.

If you are interested in
POINSETTIAS
and four and five inch
BOSTON FERNS
for immediate delivery, write
GEO. A. KUHL, Wholesale Grower PEKIN, ILL.

Carnation Laddie
Rooted Cuttings, Jan. 1st, 1920, Delivery.
$8.00 per 100; $75.00 per 1000. Order now
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THE first authoritative book on this bulb ever printed in America, or possibly the world, issued April 1, 1911. This 120-page book, written by Matthew Crawford and Dr. Van Fleet, contains many chapters covering all sides of growing, propagating storing, etc., and also some pages of valuable cultural notes gathered from reliable sources. A necessity for both amateur and grower. The book is bound in cloth and fully illustrated.

PRICE, POSTPAID, $1.25
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Jos. Heacock Co.,
Wyncote, Pa.
Grower of Kentias.

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SPECIALISTS
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Orchids
If you want Orchids for any purpose whatever, we solicit your inquiries and orders for same. We do not grow or handle anything else but orchids. Special lists on application.
LAGER & HURRELL, Summit, N. J.

Ready Reference Section.

12 CENTS, NET, PER LINE.

ALYSSUM.

Alyssum, Double Giant, 2-inch, $2.00 per 100. Elmer Rawlings, Allegany, N. Y.

ASPARAGUS.

Asparagus plumosus, 2¼-in., 3½c; 3-in., 7½c; 4-in., 12½c. Sprengeri, 3-in., 7c. Cash. L. J. ROWE, Titusville, Pa.

ASPIDISTRAS.

Aspidistra, green, 10-in. tubs, 20 to 24-in. high, $5 to $8; 12-in. tubs, 22 to 28-in. high, $8 to $10 each. Vaughan's Seed Store, Chicago and New York.

BEGONIAS.

Begonias. Luminosa and Prima Donna, 2¼-in., $6.00 per 100; $50.00 per 1000. Wm. F. Kasting Co., 568-570 Washington St., Buffalo, N. Y.

Begonia (pink) in bloom. Fine for Xmas. 4-in., 15c. Cash. L. J. ROWE, Titusville, Pa.

BOXWOOD.

CHOICE BOXWOOD SPRAYS

Write us today for prices on Fall and Winter deliveries. Best merchantable fancy tips Dwarf variety. Quality guaranteed. Satisfactory delivery assured to all parts of U. S. A. and Canada.

PITTSBURGH CUT FLOWER CO.,
116-118 Seventh St. Pittsburgh, Pa.

BULBS.

Bulbs—Calla, 1¼-1½-in., $7.00 per 100; 1½-2-in., $10.00 per 100. Lilium Candidum, 20-22 ctms., $11.00 per 100; 22-24 ctms., $15.00 per 100. Vaughan's Seed Store, Chicago and New York.

White Calla Lily bulbs, ready for immediate shipment, 5 to 6-in. circ., $12.00 per 100; second size, $10.00 per 100. Cash. K. G. SCHULZE, Sawtelle, Calif.

Bulbs, Holland and French. Ask for our quotations. General Bulb Co., 110 Water St., New York.

CARNATIONS.

FIELD-GROWN CARNATION PLANTS

Order Now! Play Safe! Supply Limited!

	100	1000
White—		
White Enchantress	$12.50	$120.00
Matchless	11.00	100.00
White Pearl	12.50	120.00
White Wonder	12.50	120.00
Crystal White	12.50	120.00
Pink—		
Nancy	12.50	120.00
Pink Enchantress	12.50	120.00
Alice	12.50	120.00
Akehurst	12.50	110.00
Rosette	11.50	110.00
Miss Theo	12.50	120.00
Enchantress Supreme	15.00	140.00
Red—		
Good Cheer	11.00	100.00
Beacon	12.50	120.00
Thenanthos	11.00	100.00

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Randolph & State Sts. Chicago, Ill.

CARNATIONS.

FIELD GROWN CARNATIONS

	100	1,000
White Wonder	$12.00	$110.00
Matchless	11.06	100.00
Bonfire	10.00	90.00
Victory	10.00	90.00

WIETOR BROS.
Wholesale Florists
30 East Randolph St., Chicago.

FIELD-GROWN CARNATION PLANTS.

	100	1000
Albert Roper	$7.50	$60.00
Alice	7.50	60.00
Rosette	7.50	60.00
Good Cheer	7.50	60.00

PETER REINBERG
Wholesale Florist
30 E. Randolph St., Chicago

Carnation Laddie, rooted cuttings. Jan. 1st delivery. $8.00 per 100; $75.00 per 1000. A. F. Longren, 4249 W. Monroe St., Chicago.

Carnations; rooted cuttings. Laddie, $90.00 per 1000. F. Dorner & Sons Co., Lafayette, Ind.

CHRYSANTHEMUMS.

CUT BLOOMS. CAN supply from date on until end of NOV. Large blooms, white, yellow, pink, red, first size, $4 per dozen; medium, $3, small $2 per doz. IN very large quantities if wanted; 50 smallest lot shipped.

STOCK PLANTS. Fine stools G. GLOW, E. FROST, G. QUEEN, MARIGOLD, CHRYSOLORA, MRS. POEHLMANN, SMITH'S IMPERIAL, PACIFIC SUPREME, LILLIAN DOTY, HARVARD, MORGAN, JOS. FOLEY, CHAS. RAZER, IVORY SUPREME, DONATELLO, DIANA, BONAFFON, W. BONAFFON, M. DEAN, OCONTO, AUTOCRAT, EARLY SNOW, NAGOYA, CHADWICKS, HELEN FRICK, SEIDEWITZ, RED SEIDEWITZ, GODFREY, MERZA, CRYSTAL GEM, DEC. GEM, J. H. SHAW, NEIVENS, and many others. $1 per dozen, $6 per 100, $50 per 1000; can be assorted 10 or more of a kind.

ORDER now—will ship as soon as bloom cut. CASH with orders please.

FRONT STREET GREENHOUSES.
FRONT STREET GREENPORT, N. Y.

Chrysanthemums in all leading varieties. Write for list. Elmer D. Smith & Co., Adrian, Mich.

DAISIES.

Daisies. Bellis Monstrosa, pink or white: also Longfellow and Snowball: fine strong plants; $3.00 per 1,000; $8 25 per 3,000. Cash. BRILL CELERY GARDENS, Kalamazoo, Mich.

FERNS.

Ferns. Pot grown; shipped without pots. Boston and Scottil, 4-in., $3.00 per doz.; $20.00 per 100. 5-in., $4.80 per doz.; $35.00 per 100. R. Vincent, Jr. & Sons Co., White Marsh, Md.

Ferns. Victory. A new and valuable variety of Nephrolepis. For sizes and prices see advertisement on front cover page of this issue. F. R. Pierson, Tarrytown, N. Y.

Boston ferns out of the bench ready for 6 and 8-inch pots. Come and see the stock and for prices. J. H, FIESSER, North Bergen, N. J.

Ferns. Boston 4-in., 20c and 25c. Bench grown, ready for 6-in. Strong, 50c. Cash. L. J. ROWE, Titusville, Pa.

FERNS.

Fancy Ferns, special picked. C. A. Kuehn, 1312 Pine St., St. Louis, Mo.

FREESIAS.

Freesias Purity, ½ to ⅞-in., $1.25 per 100, $10 00 per 1,000; ⅝ to ¾-in., $1.75 per 100, $15.00 per 1,000; ¾-in. and up, $2.25 per 100, $20.00 per 1,000. A. Henderson & Co., 166 N. Wabash Ave., Chicago.

Freesias Imp. Purity ⅜-½-in., $6.00; ½-in. plump, $8.00 per 1000. Colored (Fardel's), separate colors, $5.00 per 100; $45.00 per 1000. Mixed, $4.50 per 100; $40.00 per 1000. Vaughan's Seed Store, Chicago and New York.

Freesia Purity. ½-⅝-in., $9.50 per 1,000; ⅝-¾-in., $15.00 per 1000. S. S. Skidelsky & Co., 50 Park Place, New York, N. Y.

GERANIUMS.

Geraniums, 75,000 at reduced price. Nutt, Castellane and others; extra strong plants, 4-in. 12½c; 3½-in., 9c; 3-in., 7½c; 2½-in., 4½c; 2¼-in., 3½c. L. J. ROWE, Titusville, Pa.

Geraniums. Nutt and Castellaine, 2¼-in., 3½c, $30 per 1000; 3-in., 4½c, $40 per 1000. Cash. L. J. ROWE, Titusville, Pa.

Geraniums. S. A. Nutt, $15.00 per 1,000. Albert M. Herr, Lancaster, Pa.

HYDRANGEAS.

HYDRANGEAS

Strong, healthy field-grown plants. Best French varieties, $20.00 per 100.

ELI CROSS
Grand Rapids, Michigan.

Hydrangea, Otaska and French, pot grown, 5-in., 30c; 6-in., 35c. Cash. L. J. ROWE, Titusville, Pa.

IVIES.

Hardy English Ivy. Strong plants from 3-in., $3.50 per 100. R. Vincent, Jr. & Sons Co., White Marsh, Md.

KENTIAS.

Kentia Belmoreana. Average in 3 and 4 leaves, good strong plants out of 2¼-in. pots at $15.00 per 100. Prices on larger quantities on application. J. H. FIESSER, 711-741 Hamilton Ave., North Bergen, N. J.

NARCISSUS.

NARCISSUS BULBS, HOLLAND STOCK

Fine bulbs and many double nosed.

	Per 100
Emperor	$ 4.00
Sir Watkin	4.00
Gloria Mundi	4.00
Golden Spur	4.00
Madam De Graff	4.50
Glory of Leiden	5.50
Glory of Noordwijk	8.00
King Alfred—Double Rose	20.00
King Alfred—Round Bulb	12.00
Spring Glory—Very Early	12.00
White Lady	3.00

HOME GROWN

20,000 mixed, containing Emperor, Empress, Sir Watkin, Barri Conspicuus, Sulphur Phoenix and others, $10.00 per 1000. Cash please.

TAIT BROTHERS,
P. O. Box 556 BRUNSWICK, GEORGIA.

If You Do Not Find What You Need in Our Ready Reference Department, Write Us About It.

NARCISSUS.

Narcissus. Emperor, double nose, $45.00; Victoria, $30.00; Vaughan's Xmas Glory, $40.00; Trumpet Major, $25.00 per 1000. Vaughan's Seed Store, Chicago and New York.

Narcissus Paper White Grandiflora. Ready for immediate shipment. Write for prices. Hogewoning & Sons, Inc., 32 Broadway, New York.

Narcissus, Chinese, per mat of 120 bulbs, $8.40; per basket of 30 bulbs, $2.40. French Paper White Grandiflora. Write for prices. Vaughan's Seed Store, Chicago and New York.

ORCHIDS.

HASSALL & CO., orchid growers and raisers, Southgate, London, England. Cattleyas, Laelio-Cattleyas our specialty. One trial order solicited.

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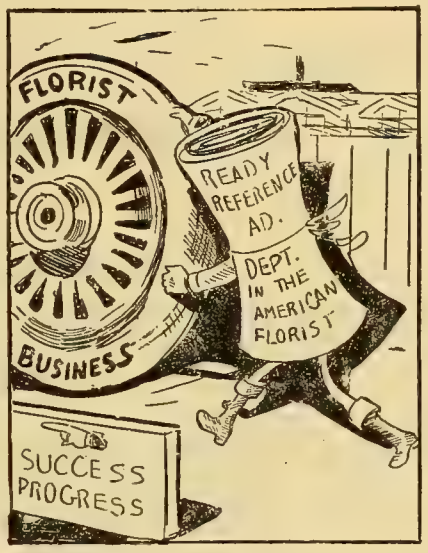

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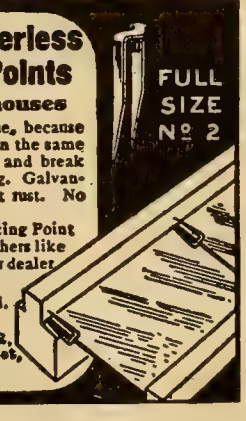

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THE AMERICAN FLORIST

America is "the Prow of the Vessel; there may be more comfort Amidships, but we are the first to touch Unknown Seas."

Vol. LIII. **CHICAGO AND NEW YORK, OCTOBER 18, 1919.** **No. 1637**

THE AMERICAN FLORIST

ESTABLISHED 1885

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Entered as Second Class Matter Nov. 11, 1891 at the Post Office at Chicago, Illinois, under act of March 3, 1879.

PUBLISHED EVERY SATURDAY BY

AMERICAN FLORIST COMPANY,

440 S. Dearborn St., Chicago.

Long Distance Phone: Harrison 7465.

Registered Cable Address: Ameflo, Chicago.

Subscription, United States and Mexico, $1.50 a year; Canada, $2.00; Europe and Countries in Postal Union, $2.50. Volumes Half Yearly From August 3, 1901. Single Copies, 10 cents.

Address all correspondence, subscriptions, etc., American Florist Co., 440 S. Dearborn St., Chicago

SOCIETY OF AMERICAN FLORISTS AND ORNAMENTAL HORTICULTURISTS.

OFFICERS—J. F. AMMANN, Edwardsville, Ill., President; E. A. FETTERS, Detroit, Mich., Vice-President; JOHN YOUNG, 1170 Broadway, New York, Secretary; J. J. HESS, Omaha, Neb., Treas. OFFICERS-ELECT—A. L. MILLER, Jamaica, N.Y., President; F. C. W. BROWN, Cleveland, O., Vice-President; JOHN YOUNG, New York, Secretary; J. J. HESS, Omaha, Neb., Treasurer.

The thirty-sixth annual convention will be held at Cleveland, O., August, 1920.

CHRYSANTHEMUM SOCIETY OF AMERICA.

Next annual convention and exhibition, New York, November 5-7, 1919. OFFICERS: WM. W. VERT, Greenwich, Conn., President; C. W. JOHNSON, 2242 W. 109th Street, Chicago, Secretary.

AMERICAN CARNATION SOCIETY.

Next annual meeting and exhibition, Chicago, January 21-22, 1920. OFFICERS: THEO. DORNER, Lafayette, Ind., President; C. W. JOHNSON, Morgan Park, Chicago, Vice-President; A. F. J. BAUR, Thirty-eighth St. and Rockwood Ave., Indianapolis, Ind., Secretary.

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AMERICAN SWEET PEA SOCIETY.

Next annual exhibition, June 1920. OFFICERS —G. W. KERR Doylestown, Pa., President; WM. GRAY, Bellevue Rd., Newport, R.I., Secretary.

FLORISTS' HAIL ASSOCIATION.

OFFICERS—E. G. HILL, Richmond, Ind., President; J. F. AMMANN, Edwardsville, Ill., Vice-President; JOHN G. ESLER, Saddle River, N. J., Secretary; JAMES HEACOCK, Wyncote, Pa., Treasurer.

FLORISTS' TELEGRAPH DELIVERY ASS'N.

Annual Meeting at Buffalo, N. Y., October 14-15, 1919.

Officers-Elect—Philip Breitmeyer, Detroit, Mich., President; Irwin Bertermann, Indianapolis, Ind., Vice-President; Albert Pochelon, Detroit, Mich., Secretary; Wm. L. Rock, Kansas City, Mo., Treasurer.

Directors Elected—Wm. J. Smyth, Chicago; Karl P. Baum, Knoxville, Tenn.; W. W. Gammage, London, Ont.

Next Annual Meeting at Indianapolis, Ind.

A Record-Breaking Attendance.

The Florists' Telegraph Delivery Association made no mistake in the selection of Buffalo, N. Y., as the convention city for 1919, as the entire local trade acted as a unit in their welcome, and had paved the way in showing the citizens what an important event this was to be, by featuring the meeting with over two full pages of advertising by the various stores, showing the manner in which the work is carried out. There was also a full page story, entitled, "Cupid, Flowers and Florists," which, in detail, in a very newsy vein, described how flowers could be sent anywhere in America, and, in fact, over the entire world, as fast as electricity could carry the message. This was illustrated with a telegraph pole, either side, connected at the top of the page with wires across, from which was falling a shower of roses. Winged Cupids were seen scattering the flowers. At the bottom, on one side, a young man was writing a telegram, while on the other, a young lady was receiving a box from a florist's messenger. The drawing, Mrs. Ella Grant Wilson's idea, was splendidly carried out, and the whole article remarkably well written.

Floral Messages to Many Cities.

The board of directors were on hand on Monday and held two sessions, at which the work of the meetings was worked out. One idea that met with favor by all the members, was the sending by telegraph of a box or basket of flowers to the mayor or executive officer in the various home cities and towns of the members, with a card inscribed, "Say it With Flowers." Greeting from the Florists' Telegraph Delivery Association in session in Buffalo. Many orders for these were sent out on the wire Tuesday night. It is thought that splendid publicity of the work of the association through notices in local papers can be obtained in this way, if the home guard follow it up.

Opening of the Convention.

The meeting of the association was held in the dining room of the Hotel Iroquois, which had been elaborately decorated with palms, ferns, southern smilax and dahlias. A large wreath of fruit and flowers, six feet in diameter, was a prominent feature. The officers of the association were seated on the platform. The convention was called to order by Wallace H. Eiss, and the Rev. Arthur Gordan offered the invocation. Mr. Eiss, on behalf of the local florists' club, welcomed the delegates, praised the work of the association and stated that a local publicity campaign, involving an expenditure of $8,000 to $10,000 was well under way. He then introduced Mayor George T. Buck, who extended a warm welcome, after referring to the comfort and pleasure that all people found in flowers, and the delight it must be to be constantly associated with them. He passed a fitting compliment when he said: "When I look in your faces, I can see that you are as live as the wires over which you send your messages." Charles H. Grakelow, Philadelphia, Pa., thanked the mayor for his cordial reception, saying the association had made no mistake in coming to Buffalo. President Gude then had the members introduce themselves by the Rotarian plan, each arising and announcing his name and city. The president then delivered his annual address

W. J. Palmer, Buffalo, N. Y.
Director Florists' Telegraph Delivery Association

which was full of excellent ideas for the advancement of the association. His suggestions regarding Sunday and early closing hours were vigorously applauded. At the close, he was given an ovation, all standing. Philip Breitmeyer pronounced the address the best he had ever listened to and thanked God for having given the world such men as President Gude, as there were few who have the patience to serve their fellowmen as he has done, and then asked those present to again stand in his honor. Philip Breitmeyer, Irwin Bertermann and W. J. Smyth were named a committee to report on the several recommendations in the president's address and also on a letter containing suggestions as to the association's work, presented by DeForrest Ludwig, Pittsburgh, Pa.

Secretary Pochelon then read his report, which with his livewire suggestions constantly interpolated, proved very interesting. He is a firm believer in publicity, and is especially proud of the membership of the association in this respect. He stated that this was the "tin wedding" of the organization, and produced a wonderful shower bouquet of tin utensils, also a large dishpan and flour sifter, which at his suggestion were passed around by Charles Grakelow, Irwin Bertermann and Herman P. Knoble to be filled with money for the publicity fund of the Society of American Florists. The first deposit was a check by Max Schling, New York, his contribution being $100, and in a few moments the committee reported a total of $705, which was turned over to Treasurer Rock to be presented to Secretary John Young of the S. A. F. Secretary Pochelon told how Philip Breitmeyer had saved the Florists' Telegraph Delivery when all others believed it to be a sinking ship. It has now grown to a membership numbering 1,206 with new applications being received daily. As a means of keeping the name of the organization always to the fore, he urged that all letters should carry before the signature, "Yours for More F. T. D. Co-operation." He said there should be a home of the F. T. D. in every flower store. He earnestly urged every member to study the questionnaire, as it was absolutely necessary to get statistics of the business. Of the 1,200 questionnaires sent out, 217 returned reported business amounting to $425,000, so that, figured proportionationately, if all had answered, the total volume would reach between $2,000,000 and $3,000,000. Max Schling here presented a large arrangement of flowers in a tin frame to Secretary Pochelon, the "mother of the association," for her tin wedding. Miss Louise Gude, the youngest of the family, then recited a poem, "Is Anybody Happier?" She is a little artist and was warmly applauded. George Stumpp, Sr., was then introduced and given a seat on the platform. Secretary John Young, who had arrived from New York, was announced and said the New York Florists' Club had appropriated $500 for the publicity fund. He praised the wonderful enthusiasm of the members at the F. T. D. meeting. President Gude then appointed Herman P. Knoble, Henry Penn, J. C. Harper, Miss Amelia Gude

H. G. Dillemuth, Toronto, Ont.
Director Florists' Telegraph Delivery Association.

and Miss Gammage a committee on the F. T. D. window decorations, and as elsewhere mentioned it was directed that flowers in the name of the association be sent to mayors of the various cities represented by membership. The telegrams were sent out by S. A. Anderson, each florist filling the order to do so at his own expense. Flowers were also sent to Mrs. J. A. Valentine in memory of her late husband, and also to the Prince of Wales, the king and queen of Belgium and Cardinal Mercier. The session adjourned at 1 p. m. to have a photograph taken and enjoy a splendid luncheon as the guests of the Buffalo Florists' Club.

Afternoon Session Full of Interest.

The afternoon session opened at 2 o'clock, President Gude reading a telegram from the Redondo Floral Co., Los Angeles, Calif., in which Director A. F. Borden extended greetings. President Gude also called the attention of those present to a magnificent array of floral pieces at the opening of the new La Fayette bank, a short distance from the meeting, which was well worth a visit. The place for the 1920 meeting brought invitations from eight cities, Chicago receiving warm support, but Indianapolis, Ind., was finally chosen, for which Irwin Bertermann warmly thanked the members.

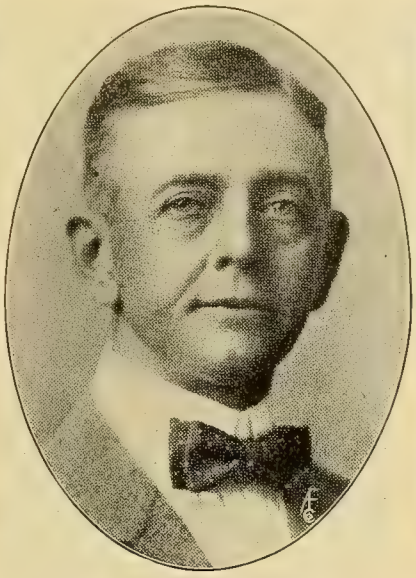
Nomination of Officers.

Philip Breitmeyer was the unanimous choice for president, when nominations for officers were called for, while Irwin Bertermann, who stated he greatly appreciated the honor, vigorously declined the office of vice-president. He was, however, the only nominee. Directors, three to be elected, were named as follows: W. J. Smyth, J. W. Grandy, Jr., Karl P. Baum, Max Schling, G. E. M. Stumpp, Jr., W. W. Gammage, George Schultz, Fred C. Weber, Jr., O. J. Olson and Vincent Gorly.

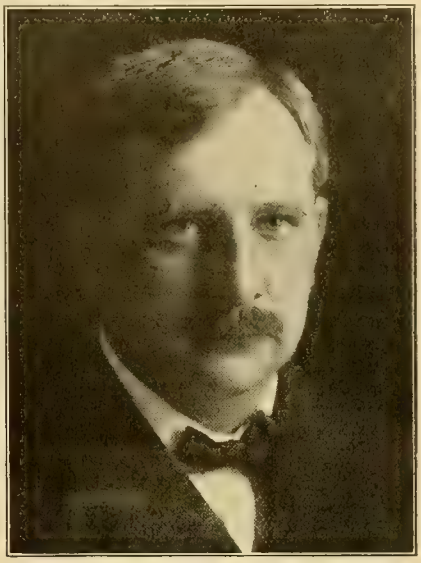
Following the nominations, Vincent Gorly presented a list of cut flowers suitable for each month in the year, with expressions, for which he desired the approval of the association as a standard list for the language of flowers. After discussion, this was referred to the board of directors. The president then read the prizes for the F. T. D. windows as follows: A. L. Randall Co., Chicago, electric fountain, $225; Paul R. Klingsporn, Chicago, $100; Henry A. Dreer, Philadelphia, Pa., $100. A vote of thanks was given the donors for their helpful co-operation. Philip Breitmeyer then brought up the subject of compensation for the hard working and wonderfully competent secretary, and also the treasurer, who had never been given a dollar for their great work in the association. Mr. Pochelon's interest had been of incalculable value, he said, and he should never be allowed to get away. He suggested a compensation of at least $2,000 for the secretary, and $500 to the treasurer. A motion to direct the board of directors to pay these amounts was passed unanimously. The board of directors are also to have at least one meeting in Detroit at the home office with transportation expenses paid. A letter was received from F. C. W. Brown, Cleveland, O., extending greetings and regrets that he could not be present. A committee of the direc-

H. P. Knoble, Cleveland, O.
Director Florists' Telegraph Delivery Association.

Wm. F. Gude, President.



Wm. L. Rock, Treasurer.

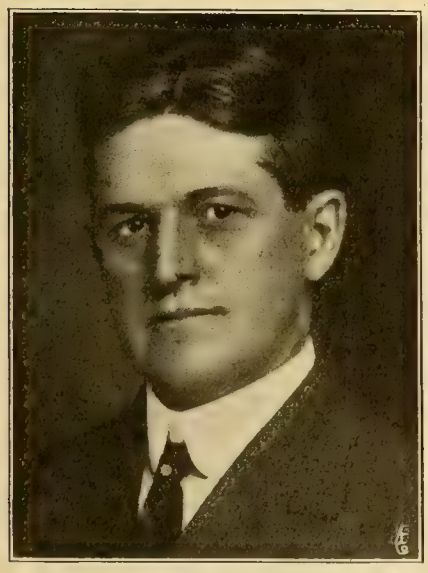


Albert Pochelon, Secretery.

Edward Sceery, Director.

Philip Breitmeyer, Vice-President.

Chas. H. Grakelow, Director.



Wm. J. Smyth, Director.

A. F. Borden, Director.

Karl P. Baum, Director.

OFFICERS OF THE FLORISTS' TELEGRAPH DELIVERY ASSOCIATION.

tors was appointed to prepare resolutions on the death of Director T. J. Wolfe. Chas. H. Grakelow read the able paper of F. C. W. Brown on selling flowers by telegraph.

The Evening Session.

The evening session consisted of a movie exhibition of events in Cleveland which had been exhibited there the year before. It was much enjoyed. Little Miss Gude rendered a song poem about the disadvantages of being the youngest child, which made a great hit. Mrs. Ella Grant Wilson then gave a very interesting talk on publicity, showing the great progress made in Cleveland the past year, in a city beautiful movement, in which a great number of banks, department stores and other large business concerns had been induced to decorate their buildings with greens and flowers in boxes. Florists should study this subject, she said, as there were great possibilities when such propaganda was carried out by a well planned programme. Publicity was the yeast that, when put in properly, made a bread that would rise and rise until it made a perfect loaf on which all would thrive wonderfully.

Wednesday Morning's Proceedings.

At the Wednesday morning session, the committee on president's address highly commended its many good suggestions. The committee on window displays reported most favorably on the good features at all of the 11 stores in competition, and awarded the first prize to S. A. Anderson, W. J. Palmer & Son's Delaware avenue establishment being second, and third honors going to the William Scott Co.

Election of Officers.

In the election of officers, Philip Breitmeyer, Detroit, Mich., was chosen president and Irwin Bertermann, Indianapolis, Ind., vice-president. Directors were elected as follows: W. J. Smyth, Chicago; Karl P. Baum, Knoxville, Tenn., and W. W. Gammage, London, Ont.

Henry Penn, Boston, Mass., delivered an inspiring address on "Publicity", and urged the purchase of the billboard signs featuring the slogan, "Say it With Flowers", which were on display. Orders were at once placed for 50 of these.

President J. F. Ammann, of the Society of American Florists, was introduced and made a most inspiring talk, for which he was given a hearty ovation. Secretary Young also spoke and urged applications for life membership in the S. A. F. before January 1. George Asmus, of Chicago, spoke on the new billboard advertising and the advantage of co-operating with employes.

President Gude's Address.

One year ago, when we met in the city of Cleveland, O., we gathered under very different conditions from those existing today. Then, we met, overshadowed with gloom on account of the world war. Today, we meet full of optimism, with prosperity written on our banner, and our good ship sails along, so "get into the right channel, concentrate and properly direct your efforts, and never put off until tomorrow what can be done today."

CANADIAN AND EUROPEAN CONNECTIONS.

During the past year, the interest shown by our Canadian brothers far exceeds all previous records by this splendid body of men, composing the Canadian florists. May their work continue, and our organization soon be as strong proportionately in Canada as it is in the United States.

During the past year, several good European houses have been added to our F. T. D. A., and we hope ere long to be represented in every civilized country on the globe, so that it may be as easy to deliver orders in Africa, Hawaii, Philippine Islands or Japan, as it is to deliver them in the United States and Canada.

Irwin Bertermann, Indianapolis, Ind.
Vice-President-Elect Florists' Telegraph Delivery Association.

W. W. Gammage, London, Ont.
Director-Elect of The Florists' Telegraph Delivery Association.

LEAD, NOT FOLLOW.

The order of mind possessed by the man who steps out from the crowd and dares, is the order of mind that will recognize opportunities and grasp them. The man who dares, is the man who does. The man who will take no risks, has little to risk, usually. Like a child in the primary department, he is under the control of stronger minds, and he remains an underling until he wakes up to his conscious manhood and asserts his right of initiative. Faith in one's own ability, and the value of one's own ideas, is the first requirement for notable achievement. Most men have enough originality to work out a successful career, but they do not believe in themselves. They will discard an idea that comes into their own minds, but will hail it with belief and interest if read in the paper, or suggested by another. Like the case of the family physician; a mother may know perfectly what to do for her sick child, but she does not apply this knowledge with assurance until the doctor calls and tells her to do so.

MEMBERSHIP.

Our membership has more than doubled since our last meeting, and resignations have been few. Our slogan, "Say It With Flowers," has come to the front wonderfully in the last 12 months and ere another year goes by, we hope all F. T. D. members, and other florists, will have all their automobiles, boxes, tags, stationery, advertisements, and in fact everything, labled with the slogan, "Say It With Flowers."

COMPETITIVE ORGANIZATIONS.

The highest compliment that can be paid to any individual or organization, is the fact that another organization, or person, imitates them; so, rather than feel alarmed at other organizations imitating us, I see in it an advantage, because in order to do any business, they will have to advertise, and by talking flowers, they will help us. However, I see no need of any other organization composed of retail florists, because the F. T. D. A., with thousands of members, can cover the field, and give such service as it has in the past years, service that was never dreamed of years ago. With the Society of American Florists, in which nearly all of our members hold membership, and with a thorough publicity campaign, as is now organized and conducted, we need have no fear for the future.

Let us dwell for a moment on the sending and receiving of orders. That we may have the full confidence of the public, so that when called upon to produce the original order, we must be ready and willing to produce the same. It is vitally necessary that all orders should be accurately written, and accurately relayed, so that the party receiving the order, can correctly book it and fill the order for the full amount, giving, if possible, better attention in the way of service, than if the customer came into the store and ordered the flowers himself.

BILLS.

In the matter of bills, there is much to be desired, such as forwarding an invoice promptly upon delivery of the order, and if for any reason the order could not be delivered, notifying the sender at once, giving the particulars. Bills should be mailed the first of each month, and promptly followed up if not paid.

The clearing house under the leadership of our very efficient secretary has done wonderful work in having members and others pay up more promptly, and also collecting bills that have not been paid. This office has done phenomenal work in the short time it has existed.

AT THE FLORISTS' TELEGRAPH DELIVERY ASSOCIATION MEETING, BUFFALO, N. Y., OCTOBER 14.

OUR OFFICERS.

Too much praise can not be given to our worthy secretary, Albert Pochelon, who has worked morning, noon and night to push the F. T. D. A. He has been such an engineer in the workroom of our organization that we cannot help but esteem him highly. All honor and praise to our worthy secretary! Also, much credit is due our vice-president, Philip Breitmeyer, for so ably officiating during my recent illness. He was ever up and doing, alert to attend to all matters which would help boost the association. Also, our honored treasurer, William Rock, who is ever ready with good advice, prompt and correct in his records, as his report will show this morning. Also, our past president, Irwin Bertermann, to whom we owe a great deal for putting the association on its feet, and who is ready and willing to give good, friendly and substantial advice.

To George Asmus, our former vice-president, and chairman of the national flower show committee, who has labored unselfishly for the florist trade in general, and the F. T. D. A. in particular, and to the members of the board of directors, who have been ever ready and willing to do their duty, to all of these I extend my cordial thanks and best wishes.

ORDERS.

Small orders should be discouraged, particularly on the rush days. However, if a party is willing to pay the price, there should be no order too small to relay and give the accommodation which the order deserves. The question of whether it pays or not should not enter into these transactions, for who will say that it is not a good advertisement, and more often the filling of a small order carefully, is worth many times the price of the order in advertising.

PUBLICITY FUND.

Everybody should contribute. It matters not how much one gives, but how many are giving. Just think! Twenty thousand florists at $5 each would be $100,000, and surely we should average $5 per florist. Our publicity with our slogan, "Say It With Flowers," has done wonders, and I cannot help but feel that the florist business is in its infancy and will go forward by leaps and bounds; in fact, faster than some of us will be able to keep up. In these days of the high cost of living and the high cost of flowers, it behooves us all to make the most of the least; to give our customers perfect satisfaction in every way, so that when the time comes when the great majority of people will want flowers in their homes, we will know how to supply them.

In every instance, we should remember that the government treated us with great consideration during the coal shortage, and men engaged in their respective callings should bear this in mind and remember that we were shown a certain degree of favortism. At this time, when the government is making investigations on all sides to inquire into the high cost of living, and the high cost of almost every article of merchandise, it does seem to me that the growers, as well as the dealers and commission men, should hold themselves down to a reasonable margin of profit, so that if they, for any reason, are investigated, they can show by their records, that they are dealing with the public and their fellowmen on an absolutely square basis.

Associations are all too willing and ready in times such as these to "get together," and set a minimum price and value, and I am of the opinion that it is a bad thing to do, and I would certainly counsel the advisability of letting every grower, every wholesaler, every dealer determine for himself and according to his own records what constitutes a fair and reasonable profit, and at what price he shall sell to the public.

The association of members in any given trade should be strongly counselled, for there is no question in my mind that every association can exert a powerful influence for good, but it must always be borne in mind that the power of each such association should not be abused, but always exercised for the general welfare of business.

"SAY IT WITH FLOWERS" WEEK.

I believe that no greater boost to the florist business can be inaugurated than by having one week set aside to "Say It With Flowers" in every city in the United States and Canada. The first week in November seems to be the best time to "Say It With Flowers." This should be done by liberal advertising, and having our stores make a special effort to be decorated in holiday dress; also, advocating the liberal use of flowers, and it might be well for us to recommend to the public that everybody wear a flower in memory of the heroes who lost their lives during the world war. Another idea that might well be worked out is to send flowers to all the mothers, wherever possible, of the heroes who lost their lives during the recent war.

In the larger cities and towns, floats similar to the one used in Washington to celebrate the homecoming of General Pershing and the First Division, in scattering flowers, may be used to distribute flowers to hospitals. The floats may first pass through the principal streets of the city, then drive to the hospitals, where many of the convalescents can enjoy them, before distributing the flowers. Then have a bunch of fresh flowers to hand to everyone of the sick or disabled. In cities where there are no hospitals, floats may well be used to carry flowers to the sick.

Money for advertising, judiciously spent and plenty of flowers to give away in a proper manner, would tend to make the "Say It With Flowers" week an annual event, looked forward to by all, as one of the most pleasing of the whole year. I hope some action will be taken at this meeting to give approval to these suggestions.

ADVERTISEMENTS.

The farmer does not fail to sow his seed every spring because there have been crop failures in the past. Advertising, like seed, has a reproductive power, and the man who neglects to plant his seed in rich soil, or his savings in good investments, simply robs himself of an opportunity to reap a crop or win a fortune. Do not be afraid to take the risk. People in all parts of the world have made fortunes through judicious advertisements. They won, simply because they had the nerve to risk.

SALES.

We cannot do too much in educating our salespeople in taking orders when a person has only a few dollars to spend; in making them feel that they are welcome, and that the order will receive the same care as if the purchase had been a large one. Again, frequently the mistake is made in selling an inexpensive article, when a more expensive one would do better. This is particularly true in taking orders for out of town. Many times, roses may be $2 or $3 a dozen, when in the city in which they are to be delivered, they will be $6 or $7, or vice versa. In such a case, particularly during the holidays, it is always well not to specify the color of the flowers, not even the kind, if possible, leaving it entirely to the florist to send the best for the money. Along this line, there is a great deal of work for all of us, and much can be accomplished towards making

large orders out of small ones, and orders that would be hard to fill, easy to put up and deliver satisfactorily. Napoleon said: "There is no genius like the genius of labor; no reward like that which comes to energy, system and perseverance." We should become inbued with the right principles of selling. Principles are rules of action that shape and control our conduct, and if any of us are following methods we would not care to bring into the limelight, let us banish them now. Let us conduct our affairs with a rigid adherence to those principles which our reason commends as fixed and sound.

SUNDAY CLOSING.

Some have already closed their stores all day Sunday; in fact, I know of several florists who have never opened their stores on Sunday, or sold flowers on Sunday, and in some instances, have made enough to retire and live comfortably for the rest of their lives. If such is true, why must the average florist feel that it is necessary to sell flowers seven days a week? Surely, the time is not far distant when all first-class florist shops will remain closed all day Sunday.

SHORTER HOURS.

In these modern times, when all other businesses and trades are working shorter hours, the retail florist can no longer expect to hold his help and work them 12 and 15 hours a day, when there is little need for any retail store to keep open after six o'clock in the evening. In several large cities, stores have already closed for a number of years at six o'clock during the week days, and a half day on Sunday. There are instances where high class stores close their doors at one o'clock on Saturday, and do not open until Monday morning. Those alluded to are among the most successful in the business in the United States and Canada.

MAKE AN HONEST EFFORT.

Make an honest effort to assist in improving conditions relating to our trade. Try each day to place your own business on a higher level, and while reaching out, remember that the Creator made this old world large enough for all of us. Never mind about what the other fellow is doing! Be you the one to set the example always, and point out the way to clean methods. To accomplish this, you must have faith in yourself, faith in your fellowmen and the people, or you shall be easily discouraged by the slightest reverses.

Do not, I beg of you, when you go home from this meeting, separate yourself from the spirit of good intention that may be influencing you now. The story of human deficiency is older than that of the great flood. All of us know how often we approve the right, and then pursue the wrong. Be fair and honorable in your dealings.

Cultivate a closer acquaintance with your competitor; touch elbows with him as frequently as you can, that by virtue of friendly contact, each may derive a higher personal regard for the other, and the heart blossom into more comprehensive understanding of what is meant by the "Brotherhood of Man," and as we move onward each day toward the "eternal unknown," may all of us become more and more imbued with the spirit, beauty and force of the greatest, grandest and most imperishable of all teachings, as virile today as nearly 20 centuries ago, when the Master spoke and said:

"Therefore, all things whatsoever ye would that men should do to you, do ye even so unto them."

Treasurer Rock's Report.

Treasurer Wm. L. Rock presented his report, duly certified, showing balances to the credit of the annual dues fund was $5,337.14, and to the guaranty fund, $14,607.94, September 30, 1919. The total receipts for the year were $24,617.58 and disbursements, $13,959.82. The report in detail shows the financial condition of the association to be excellent.

F. T. D. Wirelets.

"The flower business went along in a manner for many years without much attention from the public, but the recent publicity movements have made a different atmosphere and we are now distinctly on the map and on a much higher plane than ever before. —President W. F. Gude.

Regarding the discount, which is a bone of contention with some, Irwin Bertermann says: "It is very simple. If I receive an order for a $20 wreath from a member, his discount to me is $4. I send him a similar order, and allow him the same, so that we are even, each having received the same full price for our work."

Max Schling stated that at a large meeting, at which there were elaborate floral decorations, a prominent speaker stated to the audience in praise of this work, that he always felt at home in the presence of beautiful flowers. They lent such a refining influence.

Secretary Pochelon believes that education, pure and simple, in bringing or awakening the flower trade to their duty in supporting publicity, was their only salvation. The man who only contributes $5 a year, not more than a cigar a week, values his business just that much, and will never get ahead.

It was developed that the best way to handle agent orders, which had to be relayed, was to split the commission, each taking half.

C. L. Baum, Knoxville, Tenn., makes good use of the slogan, "Say it With Flowers," stamping it on the back of all the checks he gives and receives.

A clever flower-selling device is used on the pavement in front of Palmer's Delaware avenue store during the summer and early fall. This consists of a cash fare box, such as is used on street cars, with a larger box below for the coins to drop into. Around this is a wire frame work with spiral holders, in which are placed test tubes filled with water. Each tube holds a rose or other flower. A small placard which reads "Help Yourself—10 Cents Each," is the silent salesman. This turns in an average of $5 per day. A practical and profitable idea.

Max Schling reports an International Flower Transmitters' Association, with membership in a number of the countries from Sweden to Italy. It is very much older than the F. T. D., but not nearly so efficient, the members distrusting each other and preferring to rely on transportation, even for quite long distances.

The business for the past year, as indicated by the returns of the questionnaire sent out by Secretary Pochelon, ranged from $2,000,000 to $3,000,000.

Herman Knoble, who has gained the distinction of being known as the "three to one man," as the result of his splendid paper, in which he advocated this as the selling price above cost, declares it has been adopted by many florists, and is putting the business on a higher plane.

Early Arrivals.

J. F. Ammann, Edwardsville, Ill.
George Asmus, Chicago.
Julius Baer, Cincinnati, O.
R. H. C. Bard, Syracuse, N. Y.
K. P. Baum, Knoxville, Tenn.
August R. Baumer, Louisville, Ky.
Paul Berkowitz, Philadelphia, Pa.
Irwin Bertermann, Indianapolis, Ind.
Z. D. Blackistone, Washington, D. C.
M. Bloy, Detroit, Mich.
C. F. Boyle, Boston, Mass.
P. J. Breitmeyer, Detroit, Mich.
H. B. Brookins, Orchard Park, N. Y.
C. H. Brown, New York.
W. F. Bultman, Syracuse, N. Y.
J. N. Champion, New Haven, Conn.
S. W. Coggan, Battle Creek, Mich.
Morris M. Cohen, New York.
C. S. Culver, Youngstown, O.
F. A. Danker, Albany, N. Y.
G. E. Davis, Ypsilanti, Mich.
G. G. Dobbs, Auburn, N. Y.
D. B. Edwards, Atlantic City, N. J.
Clarence Ellsworth, Chicago.
E. J. Fancourt, Philadelphia, Pa.
Wm. Feast, Baltimore, Md.
Thos. F. Galvin, Boston, Mass.
W. W. Gammage, London, Ont.
George M Geraghty, Toronto, Ont.
H. A. Getz, Cleveland, O.
W. C. Gloeckner, Albany, N. Y.
V. G. Gorly, St. Louis, Mo.
Chas. H. Grakelow, Philadelphia, Pa.
J. W. Grandy, Jr., Des Moines, Ia.
R. E. Grohman, Saginaw, Mich.
Wm. F. Gude, Washington, D. C.
Carl Hagenburger, West Mentor, O.
E. V. Hamilton, London, Ont.
John C. Harper, Pittsburgh, Pa.
George Hatcher, Toronto, Ont.
W. W. Hathaway, Brockton, Mass.
H. J. Head, Rochester, N. Y.
L. C. Hecock, Elyria, O.
J. J. Higgins, Toronto, Ont.
C. A. Jagsch, Columbus, O.
T. K. Joy, Nashville, Tenn.
J. J. Karins, Philadlphia, Pa.
W. L. Keller, Rochester, N. Y.
Robert Kift, Philadelphia, Pa.
F. Kirchner, Cleveland, O.
W. W. Kirchner, Cleveland, O.
P. R. Klingsporn, Chicago.
H. P. Knoble, Cleveland, O.
F. Lautenschlager, Chicago.
R. E. Lewis, Lockport, N. Y.
T. D. Long, Chicago.
C. Lowther, New York.
D. W. Ludwig, Pittsburgh, Pa.
D. Ludwig, Pittsburgh, Pa.
J. W. Ludwig, Pittsburgh, Pa.
J. P. McCarthy, Philadelphia, Pa.
G. E. McCoy, Chicago.
S. A. McFadden, Toronto, Ont.
J. H. McGorinsk, Des Moines, Ia.
F. J. McKenna, Montreal, Can.
H. W. McKenna, Montreal, Can.
Jas. McLaughlin, Cleveland, O.
E. H. Mann, Richmond, Ind.
G. G. Marvin, Wilkes-Barre, Pa.
W. G. Matthews, Dayton, O.
H. J. Miller, Alliance, O.
J. W. Moore, Philadelphia, Pa.
E. N. Morris, Norfolk, Va.
H. S. Mueller, Wichita, Kan.
J. A. Neal, Toronto, Ont.
P. F. O'Keefe, Boston, Mass.
O. J. Olson, St. Paul, Minn.
Henry Penn, Boston, Mass.
W. A. Phillips, Brooklyn, N. Y.
Albert Pochelon, Detroit, Mich.
C. C. Reck, Bridgeport, Conn.
L. J. Reuter, Waltham, Mass.
W. L. Rock, Kansas City, Mo.
J. W. Rodgers, Dayton, O.
J. G. Ryan, Youngstown, O.
W. A. Saltford, Poughkeepsie, N. Y.
E. H. Sanders, Toronto, Ont.
Edward Sceery, Paterson, N. J.
Max Schling, New York.
H. M. Schluraff, Erie, Pa.
F. M. Schramm, Toledo, O.
Milton Selinka, New York.
F. E. Selkregg, Northeast, Pa.
H. W. Sheppard, Cincinnati, O.
E. S. Simmons, Toronto, Ont.
W. J. Smyth, Chicago.
Joseph Streit, Detroit, Mich.
L. C. Stroh, Batavia, Ill.
G. E. M. Stumpp, New York.
L. E. Sutliff, Elyria, O.
H. V. Swenson, Chicago.
E. P. Tracey, Albany, N. Y.
G. A. Washburn, Bloomington, Ill.
L. E. Waters, Toronto, Ont.
F. C. Weber, Jr., St. Louis, Mo.
George Weiland, Chicago.
A. H. Wilson, Des Moines, Ia.
John Wilson, Wilkes-Barre, Pa.
J. Wilson, Jr., Des Moines, Ia.
Z. Winnipeg, St. Joseph, Mo.
John Young, New York.

THE LADIES.

Miss Amelia Gude, Washington, D. C.
Miss Louise Gude, Washington, D. C.
Miss E. Mearns, Toronto, Ont.
Mrs. A. E. Moore, Toronto, Ont.
Mrs. Henry Penn, Boston, Mass.
Mrs. Percy Waters, Toronto, Ont.
Mrs. Ella G. Wilson, Cleveland, O.
Mrs. N. Ziegler, Bellevue, O.

Selling Flowers by Telegraph.

Address by F. C. W. Brown, Cleveland, O., before the Society of American Florists at Detroit, Mich., August 19-21.

In any sales campaign, there are essential points that must be answered. First. Have you a powerful product to market? Second. Can you convince the public of its necessity? Third. Is it worth its price? If you answer these questions in a satisfactory manner, then your road is fairly level. Let us investigate and see.

Power is a wonderful thing, whether it be the power of great machinery, of individual effort, or money. The most potential power lies back of good organization, the organization of principles for the advancement and good of society. Our Florists' Telegraph Delivery represents one of the best examples of an organization for the good of all mankind because it is a direct individual appeal to the higher ideals of all organized society. It appeals to the true sentiment of humans, the love of home and dear ones, the unselfish principle of "doing unto others." The lofty ideal of repaying obligations by personal thought, in the selection of flowers.

Ours is the only product in commerce that conveys expression of joy, sorrow, love, hope, happiness and reflects the life giving sunshine of the great outdoors. The most delicate expression of sentiment, of love and respect, condolence, cheer, sympathy, congratulation, faith and personal thought, it is possible to transmit almost instantly to any part of the civilized world through the medium of our F. T. D. and flowers. And this is our organization and our merchandise.

The multi-millionaire, the pauper, royalty in its palace, the shop girl in the factory, all read the same message of love and hope in a flower. The extreme, cold, calculating scientist, or the poor laborer, see in flowers a more expressive message than is possible by written word or through any other medium, and they are waiting for the message that no distance is so great, but that expression of their feelings can be conveyed through the subtle eloquence of flowers, through the powerful agency of our F. T. D.

What are you doing to tell the public of the service you can render? What are you doing to advance the work and scope of your own organization, the F. T. D.? What are you doing to help the small florist in the little town take care of your orders in a manner that your customer expects and you of the big little towns, are you supporting this movement the way you should, and florists of the big cities, what are you doing to take care of the little fellows' orders, when they send them in for a dollar, or a dollar and a half?

Do not rave and swear and stamp around because you receive an order for a dozen roses at $1.50, when your cheapest are $3.00. Do not take too seriously the fact that your delivery costs nearly 50 cents—and above all, do not leave the order unfilled. Remember, there are florists in your town, somewhere on the outskirts, who will gladly fill the order at the price, or you may substitute, but notify the recipient, as well as the correspondent, that you have done so. And then get busy and educate the other fellow. You owe it to him.

Think back, and there are very few but who will remember the day a dollar looked big, and profitable. That these orders come to us—that they are filled at a loss, are facts, but it is our duty to lift up the smaller men, not crowd them down and discourage them with a return of their unfilled orders, because they are not up to our standard. This thing, with your help, will right itself in time, but be careful how you try to right it, or you may find you have thrown a monkey wrench into the wheels of your own progress.

Too many of us are inclined to want to occupy the center of the spotlight. We are very much like the fellow who shows his bank book to prove he is a gentleman.

We meet many interesting types in the flower business. I have a person in mind, who told me a short while back, that he "would not advertise the F. T. D. because his competitor was so doing." Another said, he "did not like some of the association officers." Another "allowed he had gotten along pretty well without membership, so guessed he would not join the society." Another said he "never expected to receive any orders, so what was the use of bothering his head trying to send any." And still another, the worst of all, said, "We are big enough and independent enough not to join." Oh Mister Ostrich, with your head in the sand, besides such as these, your sagacity is like unto a Solomon.

F. C. W. Brown Cleveland, O.

My topic should be "Selling Flowers," not "Selling Flowers by Telegraph," if we are to reach any of the above. The biggest, single customer for flowers today in the whole world is the F. T. D. It out-buys any other customer many thousand times; it makes of the smallest florist in the littlest hamlet a merchant of international repute; it permits him to say to his customers, "See that list of over a thousand reputable business houses, scattered throughout the United States, Canada and many foreign countries—all agents of mine—all under guarantee to me. If they send me an order, I can collect the bill. If I send them an order, they know they will be paid. I am guaranteed against their not filling my order properly, just the same as they are guaranteed against me."

That sounds like good powerful talk, does it not? The beauty of it is, that it is absolute truth. My answer to the man who would not advertise the F. T. D. because his competitor did, had better be left unsaid. Time alone will right him. To the man who criticises the officers of the society, I would ask what he has done or is doing to better the conditions he thinks exist. Mr. Critic, your vote counts one, just the same as all others. I, as a member, have not had any constructive effort offered to me in the form of direct suggestion for the change of any conditions that do exist. It seems to me that those conditions are not so bad after all, when you take into consideration the advances we have made during the very short period of our existence. I hold no brief for our officers; I hold no brief for their methods of procedure, but I do realize the wonderful things that have been done by those gentlemen. I did know of a mistake or two, but they have been crowded out of my memory by the myriad of successes.

When I calmly consider the situation, and try to figure where we would be today had our pilots not taken hold of the ship, but left it to the tender mercies of those who now freely (but always below decks) criticise their actions, it seems to me that the millions spent for flowers through the F. T. D. agency would still be going into the pockets of other merchants, or remain out of circulation.

In our business, we frequently find well meaning employes who are prone to point out the mistakes of others. On these occasions, our feelings are always one of elation. We say to ourselves of the subject, "Here is a man worth watching, one who displays initiative, a man worth while, one who dares. We forget the man who made the complaint in the pleasure of the knowledge of our having the other who at least tries. If you are not satisfied, come out in the open, and if your complaint is just you will have the backing of your fellow members, but in Heaven's name do not steal into our chicken coop, while our back is turned and try to kill the goose that is laying our golden eggs. Please remember he belongs to each one of us, just in the same proportion he belongs to you, and there are none of us entitled to more than our share. If you can prove that he has not the proper kind of a coop, we are all, every man Jack, willing to help build a new one, providing you can convince us you know of a better kind.

As to the man who says he has gotten along pretty well without joining. In our memory, we know business men who thought they could get along without a telephone or advertising. They have passed unnoticed from the business world. The F. T. D. brings our retail store nearly as much business as the telephone. These two statements should be sufficient answer to that man.

To the man who never expects to receive any F. T. D. orders, therefore does not go after any himself, please ponder the answers in the previous statement.

To the florist who is big enough and independent enough not to join, are you fair? Are you fair to your fellow craftsman? Are you fair to your customers? Remember you are part and parcel of a great democracy for the selling of flowers, and not alone. If you do not care to participate in our success, do not try to hamper us. Remember that our customers are visiting your cities, and towns, and as we are teaching them the advantage of

conveying their wishes to other cities by flowers, we want, and they, when going into your establishment, demand the right to use the medium we are building so fast. If you will not give our customers that privilege, they will go elsewhere. But pause a moment in your assurance of security. How about your customers when they come to us? And they will come. Can you afford to have the great majority of keen, bright, business men in the same line, in your home town, as well as abroad, offer advantages to your customers that you, because of some conceit or perverse idea of your own, refuse them. If you persist in your obstinate stand, you may find it too late when you make your decision to change. The damage to your reputation may be beyond repair. This is not a threat, but an honest appeal for your consideration. Be fair to the rest of us. We hear rumors of dissention, separation, and of new societies, always in organizations such as our F. T. D.: rumors that usually emanate from those who are not within the fold, or from members, who from grievances, fancied or real, just bubble over with periodical effervescence of their ego. Flattering, indeed, are such breaks, for they prove the value of our association, and truly cement the ties already holding us. They also increase publicity of the thing we wish to advertise. Make a memo of these Mr. Secretary, as they come along, and be sure and place them on the list with the fellow who is going to resign unless his individual views are always accepted—and the man who freely admits he would make a better executive than the one in office.

We want to know these birds. They are not blue birds of happiness and content, but black birds of uncertainty, always hunting for the well-built nest of their more industrious cousins, in which to lay their eggs of discontent, but the advantage is ours for we recognize them. We knew them in their childhood, when their favorite lullaby was, "I don't want to play in your yard." To those contemplating such breaks, I think the story of the farmer, his little red bull, and the railroad train, is very fitting. In this instance, the railroad train is our F. T. D. association. The farmer, our dissenting florist. The little red bull, his vehicle of attack. To continue the story, the railroad train had to pass through the farmer's land. The farmer passively fought its progress, but being well paid for the slice of land needed, tolerated its presence, but he was not a progressive farmer; he could not see how the value of his land had been increased, so he vowed a vow, never to ride on "one of them blamed contraptions." It would not have been so bad had he let it go at that, but he then set to work to try and stop the train. Afraid of it himself, he trained his little red bull to stamp and bellow whenever the train passed through, until one day when he thought the time was ripe, the farmer removed part of the fence and let his little bull on the track. The bull, with much noise, stamping and lowered head waited to prove that he was the match for any such thing as a railroad train. Had he not challenged the thing again and again without reply? He felt he was better, and intended to prove it, but, alas, the railroad train with a warning whistle passed on without a pause. Poor little bull. The farmer had expected, even if he did loose his bull, he might have wrecked the train, but he did not take into consideration the modern cow-catcher, (our collective ownership) nor the efficient conductor, (our president) nor the steady handed engineer, (our secretary) nor the train crew, (our worthy directors.)

So buy your ticket (a membership) and climb aboard our train of success, bound for the valley of profits and bigger business, and do not be classed with the man who says, "the old hoss and gig, has the auto skun a mile."

Selling flowers by telegraph is a matter of individual effort in its final analysis. The magnitude of the business today is largely the result of individual effort. The means to attain the end are as diversified as the mind can imagine. For me to try and tell you how would make me look ridiculous. We are prone to think that occasionally we meet some bright fellow who is almost as intelligent as ourselves. I have no desire for that distinction.

The work of our publicity campaign is producing wonderful results. The slogan, "Say it With Flowers," is the greatest and most effective phrase ever assembled for business. More power to the campaign. May we not stop, nor even hesitate, until it has been doubled and quadrupled, but all those efforts will loose their power without the backing of you individuals. Our societies are doing their share. You do yours.

Our associates are devoting their time and effort to better your business. What are you doing? The vehicle to bigger business is waiting at your door. Climb aboard. The road to success is paved, not with uncertain good intentions, but smoothed and rolled to a level by your publicity managers. Many are riding its course successfully and happy, but each machine requires its own pilot. To the thousand who are already members of our great association I would say:

Would you sell flowers by telegraph? Then sell your organization to the florists, and when you double your membership, double it again, and yet again. We, the members of the F. T. D., own and control the organization. It is not the property of an individual, nor a small group of individuals. It increases its owners by one; each new member added to the roll of progressive florists already on the lists. It increases its value to the old members by each new member elected. Get busy.

TRENTON, N. J.—"Millionaire," exhibited by George Klein of this city, won the prize for the largest and best dahlia at the state fair.

CAMERON, MO.—Russell E. Cater has purchased the range conducted by Ralph W. Ward, but will not take possession until next spring, making a thorough study of the business in the meantime.

DES MOINES, IA.—The Art Floral Co. has been opened by J. H. McGorrisk and Le Verne Barucht, both recently returned from service with the United States army in France.

WAKEFIELD, KAN.—Percy R. Walter reports that only about 250 lights of glass were left unbroken in his four houses following the worst storm that visited that vicinity for many years. Carnations and pot plants suffered severe damage, some being an entire loss. The carnations, just coming into crop, were cut to pieces. Four thousand celery plants were destroyed and beans, tomatoes, radishes and lettuce are a total loss.

"Say it With Flowers" Signs.

The following is being circulated among growers by the Commercial Flower Growers of Chicago:

Every florist is interested in extending the demand for flowers, which results in bigger profits to all in the trade. With this in mind, the Commercial Flower Growers of Chicago have studied various methods to be employed to this end, and have conceived the plan that every florist erect a signboard on his premises, bearing the national "Say It With Flowers" slogan. Since many greenhouse establishments are located on prominent highways, or near a railroad, there would be no site rental to pay, and therefore the cost would be light.

When you consider the amount of travel by rail, and the endless number of automobiles traveling the highways, you will agree that this method is the least expensive, and most effective way of impressing on the general public to "Say It With Flowers." Just stop to think what results could be obtained, if every florist will assist in this undertaking, and the public should meet, and have these signs of uniform size and character greet them everywhere!—Certainly it would be a great stimulant to business.

Practically every member of the trade has a suitable location to erect a signboard in a prominent place on either a main highway, railroad, or other conspicuous place. Or, if he really has no suitable location for such a sign, he can in all probability, obtain permission from his friend or neighbor to erect one on his premises.

The plan of the Commercial Flower Growers has been brought to the attention of the Society of American Florists publicity committee, and has been favorably received. The national committee at once set to work to see what could be done along this line, and after a thorough study of the subject, decided that uniform signs, 20 feet long and seven feet high, bearing only the "Say It With Flowers" slogan, and if desired, the name of the owner, should be used for best results.

After some very arduous work, the committee was successful in obtaining from a well-known billboard concern, the very low price, on a quantity basis, of $50 each, for high-class metal covered signs, 20 feet long, and seven feet high, which will last for many years. These signs are sectional, and come fully painted and ready to erect. Complete directions for erecting accompany every sign.

The cost, spread over a number of years, as it should be, is very small. It should also be borne in mind that you own the sign, and not lease it, as is frequently done in billboard advertising. In places where a few small establishments are grouped together, and each individual is unable to purchase a sign separately, these can be bought collectively, and placed in the most prominent location in the neighborhood.

A large number of signs have already been ordered, and several establishments, who appreciate their value, have placed orders for as many as four signs, others two, and so on. Remember we want these signs everywhere, so you are urgently requested to help the good work along, and send your order at once to the secretary of the Commercial Flower Growers of Chicago, Otto H. Amling, Maywood, Illinois.

THE RETAIL TRADE

Conducted by Robt. Kift, Phila., Pa.

Next Week in the Flower Shop.

The fall season can now be said to be well under way, and if the store is prepared, there should be considerable profitable business in sight from this time on. Many shopkeepers are inclined to look too much to the future. The time to get busy is "right now." The social season, with its weddings, coming-out teas, and receptions is in full swing, and if all those who cater to this class of trade, have not about all they can do, they want to find out why, and that, immediately. The new store that opens up, gets a lot of trade. They have no customers on their books to help out; with them it is a case of hustle. They make their shop as inviting as possible, are themselves enthusiastic, and let no opportunity to catch an order, escape them. All this is possible with the old concern, but they get into a kind of rut. They have their trade—it comes to them anyhow. They forget how they worked for it at first. This enthusiasm should never be allowed to wane, but should grow with the business. The man who complains of dull business at this time, will find the fault lies within himself, and he should take immediate steps to awaken a new interest, and not rest satisfied until the machine has all cylinders working, and is going again at full speed.

The greatest helps to business are the attractive features that it is possible to have displayed all the time. Small blue and white vase baskets filled with short stemmed pink roses and a little blue fall aster, are a combination that is always pleasing. A little knot of ribbon on the handle, gives a good finish. The shorter stemmed small and pompon dahlias, with a few autumn leaves, also make very nice baskets, which should sell well at this time.

Chrysanthemums are now becoming plentiful, and should be displayed in special high-handled vase baskets, where they will keep as well as in the fibre jars, and certainly look much more inviting. A few oak leaf branches will add to their attractiveness.

Considerable attention should be given to the flowers for the debutantes. Simplicity is the order of the day, but there is considerable art in the arrangement of only a dozen chrysanthemums. They can be huddled together in a tight bunch, or in a flat trowel shaped spray that is anything but artistic. Where the most is made of them, the stiff stems are used as the foundation, while the more slender are placed in front. They should be relieved with small flowers of another color, either chrysanthemums, a bunch of violets, Sweetheart roses, fall asters, a bunch of bouvardia, etc., taking care to use colors that will not conflict, either with the flowers or ribbon. Vase baskets, hampers, hats and other receptacles are all useful, and when nicely filled, exercising due care in the color combinations and the widths and ribbon shades, they will be found very satisfactory. Plant baskets are also suitable for such gifts. They have the advantage in their lasting qualities, as they can be made up and remain in good condition for a week or more. Added cut flowers, their stems in a vase of water concealed in the plants, can be used to feature or give a finish at the ribbon that is well worth while.

A few good pieces of fancy pottery, jars that will hold from six to ten-inch pots, some with pedestals to match, add much to the decorative features of the store, when filled with choice plants. Sales are frequently made of the entire combination. While the well grown plant is beautiful in itself, the decorative touch given by a cover on the pot, even if only of white paper, tied with a tape the color of the flower, gives a finish that often results in a sale. Place a dozen or so of such decorated stock together, and they at once are more noticeable and the sales quickened.

Bunches of the fall cosmos, wrapped partially in waxed paper, placed a number in a large bowl together, will be just the thing for those who want only a few flowers for the table.

Corsage bunches are called for so continuously that samples should be kept made up and a few displayed in the case or window at all times. Many sales are made by having the flowers ready for immediate use, or orders are received, as they suggest to those who see them an occasion where they will be just the thing required.

Special sales are in order whenever a quantity of something good can be bought sufficiently below the market to warrant such a drive. Many stores have found these sales great helps in adding to their list of customers. Every new name secured, is an asset worth while. Circulars should be sent out at least once a month during the busy season of the year, the store aiming to have an attractive feature that is likely to interest most of its customers.

Co-operative Local Publicity.

The two vital departments of the cut flower industry are production and distribution. Under favorable conditions, the supply is nearly always greater than the demand, and those in charge of production then claim that the distributors are at fault, in that they lack energy; that it is up to them, by modern business methods to make or create such a demand as will use up the stock as fast as they send it in. It was this situation that brought about the national publicity campaign, in which the whole trade all over the country is so interested, and of which so much is expected.

This has undoubtedly quickened and called the attention of the craft in various communities to the advantage of supporting this advertising by local campaigns. If an article has merit, there is no question but that its sale can be increased by publicity. There is no product fashioned by the most skillful workers that equals flowers, so that every avenue by which they can be called to the attention of buyers is almost sure to help their distribution. At times of over production, flowers are handled in large quantities in the streets of the shopping districts of all our large cities, and sold to people who, before they saw them, had no idea of making such purchases. Without this method of bringing them to the attention of the public, they would have gone to waste.

Newspapers are the greatest mediums for instantaneous reaching of the masses of the people. Nearly every householder takes a daily morning or evening paper, the advertising columns of which, in fact, whole pages, are used daily by large enterprises, such as department stores or manufacturers of specialties. There is no question but large newspaper space, made possible through co-operation of the entire florist craft of a city, would popularize and increase the use of and sale of flowers in that community. The national slogan, "Say it With Flowers," has been productive of wonderful results, and its use can be made much more effective by connecting it up with the various uses to which flowers may be put. The accompanying illustration of a single sheet poster, bears the inscription, "Is This Her Birthday?" "Say it With Flowers." Here is a question that is likely to bring business to many every day in the year. Other inscriptions or headings to which the slogan is a good answer are: "For the Convalescent," "To Extend Congratulations," "When the Stork Calls," "The Message of Sympathy," "The Wedding Anniversary," "To Brighten the Home," "Are You in 'Dutch' With Your Wife?" "If Words Fail You," etc.

Florists who have tried local co-operative advertising through the newspapers for special flower days, particularly Mothers' day, are much pleased with results. In Cleveland, O., Detroit, Mich., and Milwaukee, Wis., the trade is spending large sums annually and receiving splendid results. In Milwaukee, the appropriation last year was $4,000, from which results were so satisfactory that the florists' advertising club, at its annual meeting, with an attendance of 79, all but two of whom agreed to increase the rate of percentage on sales (by which simple means all money is collected) 100 per cent, taxing the growers one per cent on their returns and the retailers two per cent on all their purchases of cut flowers.

This is a wonderful force that can be put in motion in every community. All that is necessary is leadership, some one to "start the ball rolling." The Florists' Club, of Washington, D. C., expects to get great results from their inauguration of a "Say it With Flowers" week in early November. This was taken up by the Florists' Club, of Philadelphia, Pa., who spent $1,500 for a similar movement the week of October 13-18. Five hundred dollars was used to put the slogan and the words, "Ask Your Florist" on prominent bill boards for that week. Flowers were sent to all churches the Sunday previous with an appropriate letter. Early in the week, flowers were donated to all hospitals. Handsome baskets of flowers, with a pennant, on which was printed the slogan, were placed in the leading shop windows on Chestnut street. All florists' cars carried large pennants printed with the slogan. A local advertising campaign, with the necessary funds to carry it on, which are to be raised on the Milwaukee percentage plan, is to be tried out the coming season. As far as possible, it will connect up with that of the national committee. The idea is to keep flowers constantly in the public eye, and impress the fact that they are "the first choice for all kinds of gifts or acknowledgments."

One of the large, successful firms of an eastern city, when asked to assist in a local publicity campaign, answered, "Why should we, who have the cream of the trade, help to make business better for others? We hustled for our success; let the others do the same." They failed to see, that being in a commanding position, the firm would likely be the first to be benefited by the increased demand. But as in this case, it is true that hustling brings success, and proves the old adage that "The Lord helps them that help themselves." So

it will be with all others, and to the degree in which the retailers, large and small, are aroused by the campaign and made to set their best foot forward, and see the importance of each putting his individual business on a higher plane, presenting his plants and flowers in such an inviting manner that they are sure to attract attention, will they receive the benefit.

If all the plants and flowers sold in any large community were controlled by one firm, there is no question but large sums would be spent in advertising, because it would undoubtedly increase their sales, making them stand out prominently among the other articles of commerce that are in competition as gifts. Co-operative community advertising for florists is coming; in fact, it is now here, and those localities who are not alive to their opportunities, had better wake up, reach out, and get in line.

National Publicity for Flowers.

Often, our estimate of a public man, or any other man who is held up to us as one whose teachings should be followed, is formed upon the fact whether he practices what he preaches. Henry Penn, of Boston, Mass., has, perhaps, shouted for publicity for flowers as loudly as any one. The following letter evidences that he practices what he preaches: "Enclosed please find cheque, for which kindly send receipt in full for $400, my yearly subscription. I feel that this money is being used for the best campaign that ever was originated—for the best results that ever a campaign could offer. Accept same with my best wishes."

We know of a number of florists who do not hesitate to pronounce our publicity campaign as the best incentive to business ever undertaken. They believe in it, and admit a personal share in the splendid results. But—they do not subscribe to the fund. They are not in Henry Penn's class—they are just plain preachers.

The campaign has been fortunate in having 25 other enthusiasts such as Mr. Penn., and who, together, have subscribed about one-seventh of the total amount collected to date. Here they are: A. N. Pierson, Inc., Cromwell, Conn., $500; Gude Bros. Co., Washington, D. C., $200; J. F. Ammann, Edwardsville, Ill., $200; Peter Reinberg, Chicago, $200; John Breitmeyer's Sons, Detroit, Mich., $600; Sam Murray, Kansas City, Mo., $200; W. L. Rock Flower Co., Kansas City, $200; Stuppy Floral Co., St. Joseph, Mo., $200; Hess & Swoboda, Omaha, Neb., $200; Bobbink & Atkins, Rutherford, N. J., $250; C. H. Totty, Madison, N. J., $200; Lord & Burnham Co., New York, $200; New York Cut Flower Co., $250; W. J. Palmer, Buffalo, N. Y., $200; F. R. Pierson, Tarrytown, N. Y., $250; Max Schling, New York, $300; G. E. M. Stumpp, New York, $300; C. E. Critchell, Cincinnati, O., $200; J. M. Gasser Co., Cleveland, O., $200; Joseph Heacock Co., Wyncote, Pa., $500; Leo Niessen Co., Philadelphia, Pa., $250; S. S. Pennock, Philadelphia, Pa., $500; H. H. Battles, Philadelphia, Pa., $500; Wilcox & Sons, Council Bluffs, Ia., $200.

Just think of it, these few florists, many of them growers and wholesalers, taking upon themselves this large share of our financial load! Not one of them has subscribed less than $200 per year. And yet there are nearly 15,000 florists who are to benefit from our campaign who have not subscribed a penny. All praise is due to the others who have helped to swell the fund. Even as small a subscription as $5.00 is acceptable, and helps—there is no dictation as to what a man ought to subscribe. It is the spirit of the thing that counts.

We have now passed our period of summer dullness, and conditions are ripe for several prosperous months ahead, and prosperity will materialize if our committees are able to carry out the plans on which they are now engaged. It is up to those who have not subscribed to make this possible—those who have already contributed should have the hearty thanks of all for the magnificent success so far enjoyed.

We have attracted the attention of the public to our products, and our slogan, "Say It With Flowers," is working continuously to our advantage, bringing to the florists all over the country business which without it would not be forthcoming. Can anyone in the trade really afford to withhold support from such a business-bringing movement? It should be a privilege and a pleasure to subscribe.

Contributions are urgently needed now. This is the time to rally to our campaign standard.

JOHN YOUNG, Sec'y.

THE
COAL
SUPPLY
will be
Seriously Affected
by the
Miners' Strike.

New York Florists' Club.

The New York Florists' Club held its monthly meeting in its rooms in the Grand Opera House building on the evening of October 13, President Kessler in the chair. A. M. Henshaw, for the committee charged with securing a new place of meeting, reported that the social features of the club would bar it from the hall in the Engineering building. W. A. Manda spoke, and favored a change in the constitution of the club so that it could meet the requirements and secure the hall. Maurice Fuld and P. W. Popp spoke in support of Mr. Manda's position. A number of others, including Secretary Young, Henry Weston and Arthur Herrington, spoke in favor of the Engineering building. On motion of Joseph A. Manda, it was voted that the constitution should be changed to conform to the rules governing the larger hall in the above named building. On motion of Arthur Herrington, the secretary was instructed to notify the absent members of the vote to be finally taken at the November meeting. The Engineering building is located at 25-33 West 39th street, a few steps east of Sixth avenue. Its hall is familiar to all who attended the recent exhibition of the American Dahlia Society and the American Institute.

Arthur Herrington spoke of the encouraging prospects for the spring flower show, though printers' strikes are now an obstacle to getting out literature. He believes all difficulties will be overcome, and that the show will surely be a success. Secretary Young also spoke in an encouraging vein, of the prospects for the show.

The death of J. B. Deamund was reported, and a committee appointed to prepare suitable resolutions.

Final action was taken on a motion carried at the September meeting, and $500 contributed to the publicity fund.

Some pleasantries were indulged in because the club's team was fourth in the bowling contest at Detroit. J. A. Manda said it was because President Kessler was not on the team.

New members were elected as follows: A. I. Dunn, 148 Front street, New York; Charles Fremd, 148 Front street, New York; S. S. Skidelsky, 50 Park place, New York; Harry W. C. Herrmann, 2897 Fulton street, Brooklyn; George B. Cannon, 43 Atlantic street, Stamford, Conn.; Leo Osternei, Digny avenue, New York; James Brown, 1170 Broadway, New York; William J. Manda, 191 Valley road, West Orange, N. J.

Among the visitors were J. C. Vaughan, of Vaughan's Seed Store, Chicago, and John Watson, secretary of the American Association of Nurserymen. Both were called on, and made brief addresses. Mr. Vaughan spake of the interest displayed by the women of the garden clubs, which he said was encouraging, and that renewed efforts should be made by the men of the business to reconstruct and advance horticulture. Mr. Watson spoke of the necessity of increased interest in horticulture, and of the work of his association.

John Scheepers & Co. exhibited everbearing raspberry, La France. C. H. Totty Co. exhibited Rose Frank W. Dunlop. P. F. Kessler staged Bouvardia Humboldtii. A. F. F.

San Francisco.

GOOD DEMAND IN ALL LINES.

Trade has been brisk this week in nearly all departments of the business. There is a growing demand noted right along for good stock of every description. Fall business may be fairly said to have begun in earnest, and every one is looking forward to a most successful season. Roses are gradually commencing to show improvement in the quality offered, and we may expect some good stock in the near future. They have been in steady demand all week, and are cleaning up well. Prices, also are more satisfactory. Columbia, Ophelia, Hadley and Shawyer are most in evidence. Ulrich Brunner is gradually disappearing from the market after a long season. Cecile Brunner is quite scarce at this writing. The out-of-town demand for roses is brisk, and very little stock is on hand after all orders are filled. Chrysanthemums are coming in freely, and are much in popular favor. The rains of last week, which were general throughout the growing district, injured a quantity of stock that was ready for market. As the rain was not accompanied by strong wind, it did not damage anything that was not ready for cutting. The old favorite, White Queen, is now in, and is just as popular as ever. It is bringing steady prices. Wm. Turner is not very plentiful this week. Chrysolora, Mrs. O. H. Kahn, Chieftain and Crocus are the leading varieties to be had in their respective colors. Pompons are available and reasonable in price in nearly all colors. The shippers say the demand is excellent. Heavy shipments are leaving the city daily on their long journey to eastern and northern points. Carnations are becoming a little more plentiful, but are still held at 75 cents per bunch of 25 blooms. Some very good Matchless were noted. Reds are not in much demand, but every other color moves rapidly. The scarcity of

gardenias has been broken, and they are now arriving in sufficient quantities to meet all demands. Cattleyas are in heavy demand, with the supply scarcely able to meet the call as yet. Asters have disappeared for the season. A limited supply of sweet peas are still coming in. There is still a heavy cut of dahlias, although the rains damaged a large quantity of stock. Some good gladioli are to be seen in a few stores, but they are rapidly approaching the end of their season. The supply of violets showed a large increase this week. The rains were of great benefit to this flower. There is a heavy demand for them for shipping purposes. A large supply of The Giant will be ready for shipping very soon. Zinnias are to be seen in limited numbers, but do not compare in quality with the offerings of former years. Nearly all outdoor perennial flowers are disappearing. There is a steady demand for Boston ferns. Eight and ten-inch stock are the best sellers. Cyclamens are getting better every day. Primulas in eight-inch pots make a pretty showing, and add greatly to the appearance of the store interiors. Pot grown chrysanthemums in nearly all colors are arriving, and add to the small list of flowering plants.

NOTES.

Mrs. R. E. Darbee, on Hyde street, is now shipping a large quantity of Chrysolora chrysanthemums. She says this is the best shipper among the yellow varieties until Bonnaffon appears. Chieftain is her leading pink variety, owing to its keeping qualities. She says there is a steady call for pompons, the bronze and yellow varieties being the most popular. She is also handling large quantities of violets.

J. A. Axell, of 461 Bush street, says that the rains made the chrysanthemums, which were not grown under cover, suffer somewhat. He reports a heavy demand for yellow chrysanthemums, and is receiving a large supply of first-class stock from his growers. He is shipping a large quantity of violets and roses also to outside points and is greatly pleased with trade in general.

Alfred Cuneo, head designer of the Art Floral Company, executed two beautiful wedding decorations the past week. Chrysanthemums were in great profusion, yellow sorts being chiefly used. A large quantity of palms and other decorative stock was also required in the work. Cattleyas were used for the table decorations and bridal bouquets.

The Thomas Floral Company, at Jones and O'Farrell streets, is making large showings of Boston ferns and other decorative plants this week. They are also handling a fine lot of chrysanthemums. This firm has built up a good substantial trade in this neighborhood by the quality of the stock carried and courteous treatment.

P. Rosaia, of Pelicano, Rossi & Co., says his firm has been kept busy all week on decorative work. They are receiving a fine cut of orchids and gardenias, and have no difficulty in disposing of this stock at high prices. They are still receiving some extra good Dr. Tevis dahlias from Frank Pelicano's nursery at Colma.

Nogata & Son, of Oakland, who are large growers of small plants for the retail florist and seed stores, are sending in large quantities of young stock for fall planting. Mr. Nogata has made a great success of this particular line, and grows a very large stock, which, owing to its excellent quality, is always in demand.

Avensino Bros., who have for years been located at 182 Geary street, have discontinued business. The high rents in that neighborhood is the reason for closing. They are looking around for a new location in the downtown district, and if a favorable one can be found, they hope to reopen in the near future.

Shellgrain & Ritter, on Kearny street, are receiving a fine lot of pot plants, principally cyclamens and primulas. Their windows are always attractively arranged. They say the demand for high grade chrysanthemums was never better than it is this season. They are also handling a large cut of violets.

Luther Burbank, of Santa Rosa, is spending a few days in this city, where he is attending the land show. He has been made honorary president of the show, and was given a great ovation when he made the opening address. He has a spnendid exhibit, which will be described fully later.

The handsome store of the Nelligan Sisters, at 1203 Sutter street, is becoming one of the best patronized in that part of the city. These young ladies have made a great success at this place since beginning business. They are aiming to cater to the better class of trade.

C. Kooyman & Co. are doing a brisk trade in florist supplies these days. They report a good demand from the out-of-town trade. They also handle wire designs in large quantities for the shipping trade. Gladiolus bulbs are being largely handled by this firm this year.

The Belmont Floral Company has a very attractive store at 2360 Fillmore street, and specializes in original baskets and designs. They find trade good, and say prospects for a good season are excellent.

D. Avensino, at 488 Haight street, is doing a nice business this season. He has a large funeral trade, and carries a large stock of high-class flowers at all times.

JAMES T. LYNCH.

Cincinnati.

FAIR DEMAND WITH AMPLE SUPPLY.

Business is fairly good and there is enough stock to take care of all immediate demands, but this will shorten as soon as the outdoor flowers suffer from the first killing frost. Shipping business is good. The supply of roses is fair for the time of the year, in so far as quantity of the receipts is concerned. Most of the arrivals in this line are of good quality. Chrysanthemums are becoming heavy and up to this time have been selling well. Carnations are in good supply. The dahlia receipts are heavier than at any previous time this year. Cosmos is very plentiful, but the chances are that heavy recent rains will put a substantial part of it out of commission.

NOTES.

Thos. Joy, Nashville, Tenn., and Karl Baum, Knoxville, Tenn., stopped in this city on their way to the F. T. D. meeting at Buffalo. O. S. and R. M. Honaker, Lexington, Ky., and Chas. F. Winter, Charlestown, W. Va., were in this city for the world's series during the past fortnight.

G. C. Mickley has opened a retail store on Seventh street near Race street. The store room is a good one in the shopping district, and has been neatly and tastefully decorated by Mr. Mickley and Miss Pogue. Their start in the business has been very auspicious.

E. G. Gillett has been receiving some fancy chrysanthemums from Oakland, Md. In spite of the distance they travel, they always come through in good condition.

C. E. Critchell has been getting some excellent chrysanthemums from Jos. Hill at Richmond, Ind.

The Anderson Shop, at Xenia, O., is opening a store at Wilmington, O.

Visitors: Harold S. Lion, New York; Irving Aronson, New York; B. F. Hensley, Knightstown, Ind.; W. J. Cox, Chicago. H.

North Shore Hort. Society Show.

The second chrysanthemum exhibition of the North Shore Horticultural Society, Lake Forest, Ill., will be held in Durand Art Institute, that place, November 5, under the management of John Newboro. The schedule which has been issued includes 25 classes in the chrysanthemum section for cut blooms and 14 classes for chrysanthemum plants, with a silver cup offered for the best group of the latter, limited to 50 square feet, arranged with foliage plants for effect. There are six classes for cut blooms of roses, a like number for carnations, and one class each for lily of the valley and violets. In the miscellaneous plant section, the schedule includes palms, ferns, begonias, lilies, cyclamens, polypodiums, Asparagus Sprengeri and plumosus, basket arrangements and silver cup for a group of foliage plants occupying 25 square feet. Table decorations will also be a feature. In the fruit and vegetable sections, there are 37 classes in which cash awards and ribbons will be given.

The officers of the society are: William Fisher, president; George Wilson, vice-president; O. Pettersen, recording secretary; Louis Heidtmann, corresponding secretary; G. Schaffer, treasurer. Trustees: Geo. Koppenhoefer, E. Bollinger, E. Benson, F. Kuehne, T. Head and J. Newboro.

Newark, N. J.

The Newark growers are now keeping the retail stores well supplied with chrysanthemums and dahlias. Business seems active with the retailers in weddings, funeral work and the sale of bunches. At the public market, several growers are doing a lively business in ferns and other plants.

Philips Brothers have recently had a number of good wedding decorations. In their conservatory they manage to keep a good assortment of foliage stock, and are always well prepared for decorations or other calls for plants.

Wm. Zois, the Washington Florist, has sold his interest in the store at Lenox avenue and 125th street, New York, and will hereafter give all his attention to his Newark store.

At the store of the Rosary Flower Co. we found business active. This shop is always well stocked with seasonable flowers.

At Bergerow's, it was stated that business was good.

A. F. F.

The Late Dr. Cyrill George Hopkins.

The news of the death of Dr. Cyril George Hopkins, of the faculty of the University of Illinois, reached this country, October 8. He had been traveling in southern Europe, and it is presumed, was suddenly stricken after reaching Gibralter, where he died.

Dr. Hopkins was born at Chatfield, Minn., July 22, 1866. He graduated from the South Dakota College of Agriculture in 1890, and received his teacher's degree the following year. From Cornell University he received the degrees of master of science and doctor of philosophy. He was an authority on the chemistry of the soil, and from the time of receiving his certificate had been a teacher of it. In that capacity, he had served at the Agricultural College of South Dakota, Cornell University, and the University of Illinois. A prolific writer, his best known works are "Soil Fertility and Permanent Agriculture," "The Story of the Soil," and "The Soil That Won't Wear Out."

A. F. F.

HARRISBURG, ILL.—Albert Harris has opened a flower shop at 105 East Poplar street.

THE AMERICAN FLORIST

ESTABLISHED 1885.

Subscription, United States and Mexico, $1.50 a year; Canada $2.00; Europe and Countries in Postal Union, $2.50.

When sending us change of address always send the old address at the same time.

Advertising rates on application.

From the first issue THE AMERICAN FLORIST has accepted only trade advertisements.

Advertisements must reach us Tuesday (earlier if possible) as we go to press Wednesday.

We do not assume any responsibility for the opinions of our correspondents.

THE AMERICAN FLORIST.
440 S. Dearborn St., CHICAGO

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THE coal supply will be seriously affected by the threatened strike of miners.

WESTERN growers of cut flowers report plenty of roses and chrysanthemums this season, with a shortage of carnations.

THE Missouri Botanical Garden Bulletin for September contains many fine views of the garden and a portrait of the late Henry Shaw, from a painting by Richard Miller.

A DEAL which has attracted much attention in the northwest is that in which E. G. Hill, of Richmond, Ind., is reported to have bought 500,000 rose plants of Clark Bros., Portland, Ore., and offered to take 200,000 more the coming season.

Personal.

Luther Burbank, of Santa Rosa, California, is honorary president of the San Francisco land show.

Society of American Florists.

DETROIT TRADE EXHIBITION AWARDS.

Through an error on the part of the operator in Detroit, Mich., who copied the report of the judges of Sections E and G of the trade exhibition in connection with the recent convention of the society, the following award was omitted:

H. Bayersdorfer & Co., Philadelphia, Pa.—Certificate of merit for exhibit of florists' supplies, and novelties for table and other decorations.

JOHN YOUNG, Sec'y.

Germany Trying to Regain Trade.

The New York World says that signs are not lacking in Brussels that Germany is attempting to regain the place in the commercial world which she lost through the war. Goods now in the Belgian markets are often typically German, and are supposed to enter the country through neutrals, such as Holland and the Scandinavian countries. The goods do not bear the German trademark, the imperial crowns being replaced in some instances by American eagles to make them pass as American, and in others by French and British trademarks. Names of German firms are completely absent, but the manufacture is typically German.

Parcel Post Open to Foreign Countries.

According to information received from the post office department under date of October 7, international parcel post service has been extended to more than 20 countries since the cessation of hostilities, in addition to those countries with which it had been established prior to the war and the reestablishment of suspended service. In addition to the new service, parcel post to Belgium, Chile, Denmark, Germany, Greece, Liberia, the Netherlands, Norway and Sweden, which was discontinued during the war, has been resumed and the maximum weight of parcels for China and South American countries included in the service, increased from 11 to 22 pounds with the exception of Argentine Republic, in which the increase was to 20 pounds.

Chrysanthemum Society of America.

EXAMINING COMMITTEES.

President Wm. W. Vert announces the committees to examine new chrysanthemums for the ensuing year as follows:

Boston, Mass.—William Nicholson (chairman), James Wheeler, Alex Montgomery. Ship flowers to chairman, care of W. J. Thurston, manager, Boston Flower Exchange, 1 Winthrop square and Otis street, Boston, Mass.

New York—Eugene Dailledouze (chairman), Wm. H. Duckham, A. Harrington. Ship flowers to New York Cut Flower Co., 55-57 West 26th street, New York, care of chairman.

Philadelphia, Pa.—A. B. Cartledge (chairman), John Westcott, S. S. Pennock. Ship flowers to A. B. Cartledge, 1514 Chestnut street, Philadelphia, Pa.

Cincinnati, O.—R. Witterstaetter (chairman), James Allen, J. C. Murphy. Ship flowers to chairman, Jabez Elliott Flower Market, care of janitor.

Chicago—N. J. Wietor (chairman), E. A. Kanst, Thomas W. Head. Ship flowers to chairman, 162 North Wabash avenue, Chicago.

Shipments should be made to arrive by 2 p. m. on examination days to receive attention from the committee. Must be prepaid to destination and an entry fee of $2.00 should be forwarded to the secretary not later than Tuesday of the week they are to be examined, or it may accompany the blooms.

Seedlings and sports are both eligible to be shown before these committees, provided the raiser has given them two years' trial to determine their true character—not less than six blooms of each variety to be shown. Special attention is called to the rule that sports to receive a certificate must pass at least three of the five committees.

The committees will be in session to examine such exhibits as may be submitted on each Saturday during October and November, the dates of which will be October 11, 18, 25, and November 1, 8, 15, 22, 29.

CHAS. W. JOHNSON, Sec'y.
2242 West 109th Street, Chicago.

Coming Exhibitions.

[Secretaries are requested to supply any omissions from this list and to correct any dates that have been altered since the last advices.]

October 29-31, Denver, Colo.—Chrysanthemum show of the Denver Society of Ornamental Horticulture at city auditorium. S. R. DeBoer, secretary, 208 Tramway Bldg., Denver.

November, Auburn, Ala.—Annual meeting and exhibition of flowers of the Alabama State Horticultural Society. W. C. Cook, manager of exhibits, Auburn.

November 5, Lake Forest, Ill.—Second exhibition of the North Shore Horticultural Society at Durand Art Institute. John Newboro, manager of exhibition, Lake Forest.

November 5-7, New York.—An exhibition of chrysanthemums, under the auspices of the Chrysanthemum Society of America and the American Institute of the City of New York at the Engineering Society building, 25-33 West 39th street. Wm. A. Eagleson, secretary board of managers, 322 West 23rd street, New York.

November 5-7, Tarrytown, N. Y.—Fall show of the Tarrytown Horticultural Society in Music Hall. E. W. Neubrand, secretary, Tarrytown, N. Y.

November 5-8, Philadelphia, Pa.—Annual exhibition and chrysanthemum show of the Pennsylvania Horticultural Society at the First Regiment Armory. David Rust, secretary, 606 Finance building, Philadelphia.

November 8-11, New York—Special exhibition of plants and flowers in connection with the opening of the new central display greenhouse, botanical garden, Bronx park. Exhibitors will please address the Director in Chief, New York Botanical Garden, Bronx park, New York City.

November 13-14, Indianapolis, Ind.—Flower show of the State Florists' Association of Indiana at Claypool Hotel. O. E. Steinkamp, secretary, 3800 Rockwood avenue, Indianapolis.

November 13-14, Providence, R. I.—Chrysanthemum and fruit show of the Rhode Island Horticultural Society. E. K. Thomas, secretary, Kingston, R. I.

November 10-15, Des Moines, Ia.—Fall show of the Iowa State Horticultural Society, Wesley Greene, secretary, State House, Des Moines.

Club Meetings Next Week.

(Secretaries of clubs and societies are requested to send notice of change in date, time and place of meeting.)

Boston, Mass., October 21, 8 p. m.—Gardeners' and Florists' Club of Boston at Horticultural hall. Wm. N. Craig, secretary, Faulkner Farm, Brookline.

Hartford, Conn., October 24, 8 p. m.—Connecticut Horticultural Society at County building. Alfred Dixon, secretary, Wethersfield.

Newport, R. I., October 24, 8 p. m.—Newport Horticultural Society at Music hall, Thames street. Fred P. Webber, secretary, Nelville, R. I.

Orange, N. J., October 20, 8 p. m.—New Jersey Floricultural Society at J. O. W. A. M. hall.

Grand Rapids, Mich., October 20.—Grand Rapids Florists' and Gardeners' Club at office of member. E. Freyling, secretary, 1057 Wealthy avenue, Grand Rapids.

Philadelphia, October 21, 3:30 p. m.—Pennsylvania Horticultural Society in Griffin hall, 1420 Chestnut street. David Rust, secretary, 606 Finance building, Philadelphia.

Portland, Ore., October 21.—Portland Floral Society at Masonic Temple. F. A. Van Kirk, secretary, 64 East 50th street, Portland.

St. Louis, Mo., October 20, 8 p. m.—Retail Florists' Association of St. Louis. No definite place of meeting. Chas. Young, secretary, 1406 Olive street, St. Louis.

Toronto, Ont., October 21, 8 p. m.—Gardeners' and Florists' Association at St. George's hall, Elm street. A. Simpson, secretary, Toronto.

Wants, For Sale, Etc.

Small Type, 12 Cents Per Line, Each Insertion. Display, $1.50 Per Single Column Inch, Each Insertion. These prices are net, cash with order. For Plant Advs., See Ready Reference Section.

Where answers are to be mailed from this office enclose 10 cents extra to cover postage, etc.

Situation Wanted—By an all around grower, single; have had 24 years' experience. Address
Key 426, care American Florist.

Situation Wanted.—Competent gardener now open to engagement. First class references. Address
Key 422, care American Florist.

Situation Wanted—In the East; private or commercial establishment with chance for advancement; single; eight years practical experience; college training in horticulture and design. Best references furnished; state salary and all particulars in first letter. Address
D. B. Nevin, Easton, Pa.

Help Wanted—Experienced grower of a general line of greenhouse stock. One who can show results and is a good worker. State experience and references in first letter. Write at once to
J. E. Matthewson, Sheboygan, Wis.

Will Buy.—Established retail florist store in Chicago, providing price and location is right. State full particulars in first letter. Address
Key 428, care American Florist.

For Sale.—A retail establishment of 8,000 feet of glass; with store. Everything in first class condition. Address
Key 405, care American Florist.

For Sale—Old established retail store and fixtures. Everything in good condition. Can give long lease if desired. Address
Key 424, care American Florist.

For Sale—$5,000.00. The live and growing business of the Glendale Plant and Floral Co. Florist-Nursery. Worth investigating.
F. McG. Kelly,
124 So. Brand Blvd., Glendale, Calif.

For Sale—Range of greenhouses consisting of 16,000 square feet of glass with two acres of land. Place is in A1 condition and planted to carnations. Newly built residence. Enough coal on hand for entire season. Reason for selling; death in family and sickness. Bargain. Address
H. Baumann, Niles Centre, Ill.

Help Wanted

Experienced man on carnations and pot plants. A steady job for the right man. Married man preferred. Furnish house. A good opportunity. State experience and wages expected in first letter.
J. W. WATSON, Grand Junction, Colo.

Help Wanted

Young lady thoroughly experienced in selling, designing, taking telephone orders and general store requirements.
KOENIG FLORAL CO.
4654 W. Florissant Ave., ST. LOUIS, MO.

HELP WANTED

Experienced man on palms, ferns, begonia, cyclamen and general pot plants.
PARK FLORAL CO.
Box 665, DENVER, COLO.

BOILERS — BOILERS

ALL SIZES.

Selected Boiler Tubes, all sizes, for greenhouse piping and **Retubing Boilers.** Thoroughly cleaned like **New** and trimmed. Complete stock of **New** and **Second Hand** Pipe, Valves, Fittings, etc.

LEVINE & CO.
3738 South Halsted Street, CHICAGO, ILL.
Phone Boulevard 9354.

FOR SALE

Three ranges of glass near Chicago. One planted with carnations and the other two with roses. Each range is separate and located in different localities. Do not answer this if you have not $50,000 for each or can place $20,000 down. These are bargains.
Key 416, care American Florist.

WANTED

A Thoroughly Experienced Storeman

capable of running a first-class establishment. Only a reliable and best character man desired. State age, experience and salary expected.

Key 423, care American Florist

FOR SALE.

Pecky Cypress, $35.00 per 1000 ft.

1-inch thick, rough, random width and length. Carloads or small quantites. Immediate shipment.

CHICAGO & RIVERDALE LUMBER CO.
Phone Pullman 306. RIVERDALE, CHICAGO

OFFICIAL S. A. F.

Shipping Labels

Actual size of leaf 2¾x5¾ inches

FOR CUT FLOWERS: in two colors, gummed paper; your card, etc., in black and leaf adopted by the S. A. F. in red. Prices: Per 500, $3.35; per 1000, $5.00. Samples on request. Electro of leaf, postpaid, $2.00. Cash with order.

AMERICAN FLORIST CO.
440 S. Dearborn St., CHICAGO

OPPORTUNITY

The owner of an old established florist business in a live and growing city of 15,000, not far from the Pacific Coast, wishes to retire. Will sell to a practical greenhouse man at about half the actual value. Fully stocked and equipped. Expert gardener now in charge who could be retained if desired. High altitude, ideal climate. A real opportunity for the right man. Terms to suit purchaser. Address
Key 427, care American Florist.

New Business

There are many new men in the trade and they want to know now where to

LOOK FOR STOCKS

The best way to tell them is by regular advertising in these columns.

The new conditions of business demand special effort on the part of those who have goods to sell.

AMERICAN FLORIST CO.
440 South Dearborn Street
CHICAGO

Seattle, Wash.

GOOD DEMAND CONTINUES.

Trade conditions continue practically unchanged, both as to the volume of offerings and outlet. Wholesalers say there is no apparent let-up in sales, and retailers report that as a general rule the public is well supplied with money and is buying freely. The fact that the retail trade, by holding together, has been able to secure $1.50 per dozen for carnations this season, is taken as one proof of this. In past years, there was more or less price cutting, and the buyers soon got into the habit of considering carnations a cheap flower. The dealers' association brought about more harmony, and with $1.50 per dozen, the prevailing price, all divisions of the trade can realize a good profit. All of the wholesalers who get their supply locally, are counting on a big holiday business in roses, and the ranges are full of young stock. There has been an especially heavy cut of orchids. Gladioli and cyclamens are being used extensively in baskets, and dealers say there is an increasing interest in these. Marigolds, both single and double, have been used freely of late, and these colorful offerings proved good sellers, while the local supply of cyclamens is now rated so good that four outside cities were represented by prospective buyers here during the past week. Maple chrysanthemums were in heavy arrival and were featured by most dealers, while the entire trade has been making a strong showing of roses. Ophelia Columbia and Madame Butterfly proved extra good sellers.

HOLLYWOOD GARDENS' IMPROVEMENTS.

With more than five acres under glass, and an increased area devoted to propagation in the open, the Hollywood Gardens have made changes here which place this establishment in the front rank of Pacific Coast greenhouses as to care in handling and quality produced, if not in size. The automatic time system has been installed in all greenhouses, making it easier for a single night watchman to attend to this feature while wire cables over each row of boxes allow powerful lights to be slid along, so that night work is made easier. At present, pompons and Chadwick chrysanthemums occupy three houses, while the two and one-half acres, given over to carnations, contain principally Supreme, Gentry Supreme, White Wonder and Aviator. As far as the local demand is concerned, the greatest profit on orchids has been found in the three leading commercial varieties, and labiata and Trianæ lead in the two long orchid rooms. Instead of getting its Christmas supply of poinsettias and pepper plants from California, the firm is growing their own this year, and in two sections of the glassed-in area are found about 3,000 poinsettias and hundreds of pepper plants. One house contains some especially fine examples of palms and rubber plants, the former containing uncommon varieties. Four houses are given over to ferns, and in another cyclamens are handled. The two propagating houses are so arranged that plants are set in sand, and past experience shows the value of this method, as the chance for heating below the boxes practically insures successful growth. In addition to this 10-unit range, the hardier offerings occupy a number of big outside fields and a large storage house, about 35x150 feet, gives ample service in this line. This last includes a chilled packing room. The stock is all brought to the city by auto truck, although a private railway spur serves the establishment in the matter of unloading large supplies.

NOTES.

One of the most unusual products of local ranges was seen this week, when an auratum lily, 10 feet in height, with 26 branches, and more than 265 blossoms, was shown. This window display attracted no end of attention. Another novelty was the showing by the Orpheum Floral Company, of Artic, a ten-inch dahlia, grown by George Sheffield and wife of Burton, Washington. This flower is deep yellow in color.

George P. Rosaia, of Rosaia Bros., has returned from an eight-day trip up the Olympic penninsula, where business and pleasure were combined. He states the party went for bear, grouse and moss, and secured none of the first, two or three of the second, and large quantities of the last named item.

A deal which has attracted much attention in the northwest is that in which E. G. Hill, of Richmond, Ind., is reported to have bought 500,000 rose plants of Clark Bros., Portland, Ore., and offered to take 200,000 more the coming year.

Chrysanthemums and asparagus ferns were the only two lines brought from California at all heavily last week, and local growers were in a position to ship carnations to other northwestern cities.

The Woodlawn Flower Shop featured roses and marigolds in its windows all of the week, and reports especially good results on the latter offering.

H. M.

MICHELL'S SEASONABLE BULBS

FREESIA "PURITY"

This grand type supersedes all the old varieties of **Freesias.** Flowers are almost twice the size of the regular type, and a pure glistening white.

	Doz.	100	1000
First Size Bulbs	$0.20	$1.25	$10.00

NEW GIANT COLORED FREESIAS

These varieties are equal to the **"Purity"** in size; have excellent form and splendid texture.

	Doz.	100	1000
Blue	$1.25	$8.00	$75.00
Lavender	1.25	8.00	75.00
Pink	1.25	8.00	75.00
Mixed, all colors	.75	5.00	40.00

Also Hyacinths, Tulips, Narcissus

and other Seasonable Bulbs; also Seeds and Supplies.

Send for New Wholesale Price List if you have not received a copy.

HENRY F. MICHELL CO., 518 Market St., PHILADELPHIA, PA.

Columbus, O.

TRADE INCLINED TO BE QUIET.

Business during the past week has been a little quiet, due largely to weather conditions. The unseasonable temperature, coupled with heavy rains during the latter part of the week, caused a let-up in buying, which is believed to be only temporary. There has been comparatively little funeral work during the week, and as yet, party and reception orders have not reached large proportions. With the coming of colder weather, social activity is expected to increase. Weddings are expected to be more numerous during the fall, and quite a few are scheduled in the near future. General orders are fairly good, and growing plants have been especially popular. The feature of the trade is the demand for carnations and roses. A moderate supply of both are on the market, and they sell for $1.50 per dozen for carnations and $2 to $5 per dozen for roses. Premier, Sunburst, Russell and Ophelia are the principal varieties of roses on the local market. Sweet peas are moving fairly well at 50 cents a bunch. They are quite plentiful. Chrysanthemums are selling satisfactorily although the demand is not as strong as usual for the time of the year. They retail at $4 to $6 per dozen.

J. W. L.

Baltimore.

STORES FEATURE BRILLIANT DISPLAYS.

The market during the past week has been a blaze of color, all of the autumn shades being represented in the dahlias and chrysanthemums—the former for the customer wanting something of moderate price, the latter appealing to the more aristocratic buyer. These flowers have also been employed to good advantage in the window displays and they will be missed when frost takes them away. The orchid supply is a little larger than last week, which is encouraging when we remember the October wedding demand. Swainsona is being suggested as a substitute for lily of the valley, which is now an unknown quantity here. Carnations are much better than they have been. Cut lemon verbenas and rose geraniums are offered in bunches of 25 sprays and make a fragrant addition to the cut flower arrangements or when used in baskets.

NOTES.

The date of the big event, "ladies' night," of the florists' club is drawing near. Better secure your tickets before the reservations are closed. The committee has secured George Black to decorate the ballroom and Chas. Feast will arrange the tables with the assistance of half a dozen of the promising younger members of the craft. The Southern hotel is the place and the evening of October 21 is the time.

J. Bartel, a veteran grower of this city, will leave soon for the west in company with his wife and daughter, who was recently married.

Ollie Larkin, a relative of Wm. Christie, died suddenly in the mountains and was buried from the Christie home on Greenmount avenue.

President Ekas of the gardeners' and florists' club, who has been laid up for about a week, has recovered and is again on the job.

Robert Halliday is still at Ocean City, where he is improving in health rapidly. He expects to return to this city shortly.

G., JR.

Louisville, Ky.

The Kentucky Society of Florists held its regular meeting, October 8 at the Indiana Dahlia Farm, New Albany, as the guest of Edward Kunzman, the proprietor. There was a large attendance and the thousands of fine blooms of the choicest varieties of this flower presented a sight worth going many miles to see.

D. L. Swift has installed a new boiler to be used in connection with the heating of his rose houses. At present he is cutting some good flowers.

ers.

Visitor: G. M. Reburn, Chicago.

H. G. W.

DUTCH BULBS

READY FOR IMMEDIATE SHIPMENT

Our first shipments are now in, bulbs opening up in fine shape. Order early. Demand heavy and supply short.

DUTCH ROMAN HYACINTHS

	Per 100	Per 1000
Gertrude, rose	$3.50	$30.00
Gigantea, pink	3.50	30.00
La Grandesse, white	3.50	30.00
L'Innocence, white	3.50	30.00
Grand Maitre, blue	3.50	30.00
Queen of Blues, blue	3.50	30.00

NAMED HYACINTHS

	Per 100	Per 1000
First size named varieties	$11.00	$100.00
Blue, Grand Maitre, King of Blues, Lord Derby, Queen of Blues.		
Red and Pink, Cardinal Wiseman, Gen. De Wet, Gertrude, Gigantea, Lady Derby.		
White, L'Innocence, La Grandesse, Mme. Van der Hoop.		
Second size named varieties	8.50	80.00
Forcing grade in separate colors	6.00	55.00
Bedding grade in separate colors	4.50	40.00

SINGLE TULIPS

	Per 100	Per 1000
Artus, scarlet	$2.25	$20.00
Belle Alliance, scarlet	3.00	27.00
Cardinal's Hat, red	4.75	45.00
Chrysolora, yellow	3.00	27.00
Crimson King, crimson	2.50	22.00
Cottage Maid, white edged rose	2.75	24.00
Couleur Cardinal, crimson-scarlet	5.10	48.00
Duchess of Frama, orange	3.00	27.00
Dusart, scarlet	2.40	21.50
Keizerskroon, red and gold	3.30	30.00
Mon Tresor, yellow	4.90	46.00
Pottebakker, white	2.80	25.00
Pottebakker, scarlet	3.25	29.00
Pottebakker, yellow	2.80	25.00
Princess Marianne, white, red striped	2.60	23.00
Prince of Austria, orange scarlet	3.60	33.00
Rosamundi, rose pink	2.40	21.50
Rose Grisdelin, soft rose	2.75	24.00
Thos. Moore, orange yellow	3.00	27.00
White Hawk	3.25	29.50
Yellow Prince	3.30	30.00
Extra Fine Mixed	2.00	18.00

DOUBLE TULIPS

	Per 100	Per 1000
Couronne d'Or, copper color	$4.25	$39.00
La Candeur, white	2.75	24.00
Murillo, pink	3.75	35.00
Rex Rubrorum, scarlet	3.75	35.00
Salvator Rosa, deep rose	3.85	35.00
Extra Fine Mixed	2.50	21.00

LATE FLOWERING TULIPS

	Per 100	Per 1000
Bouton d'Or, yellow	$2.30	$20.00
Isabella, red and white	2.30	20.00
Picotee (Maiden's Blush), white margined rose	2.40	21.00
Gesneriana, crimson scarlet	2.75	24.00
Salmon Queen, orange red	2.40	21.00
Gesneriana Lutea, yellow	2.75	24.00
Inglescombe Pink	2.60	23.00
Mrs. Moon, yellow	3.40	31.00

DARWIN TULIPS

	Per 100	Per 1000
Baronne de la Tonnaye, bright rose	$2.90	$26.00
Pride of Haarlem, cardinal	3.50	32.00
Bartigon, crimson	6.15	58.50
Farncombe Sanders, scarlet	3.50	32.50
Europe, salmon scarlet	3.30	30.00
Gretchen, pale rose	2.75	25.50
Glow, vermilion scarlet	3.30	30.00
Loveliness, carmine rose	2.50	22.00
Mme. Krelage, lilac rose	3.30	30.00
Wm. Pitt, dark crimson	5.15	48.00
Wm. Copeland, lilac rose	5.50	52.00
King Harold, blood red	2.90	26.00
Extra Fine Mixed	2.25	20.00

SINGLE HARDY NARCISSI OR DAFFODILS

	Per 100	Per 1000
Empress, double nose bulbs	$4.85	$46.00
Empress, round bulbs	3.85	36.00
Emperor, double nose bulbs	4.85	46.00
Emperor, round bulbs	3.85	36.00
Golden Spur, double nose bulbs	5.00	48.00
Golden Spur, round bulbs	3.75	35.00
Sir Watkin, double nose bulbs	4.75	45.50
Sir Watkin, round bulbs	3.35	31.00
Victoria, double nose bulbs	5.25	49.50
Victoria, round bulbs	3.85	36.00
Poetaz Elvira	2.85	26.00
Giant Princeps, double nose bulbs	4.25	40.00
Poeticus Ornatus, double nose bulbs	3.60	33.50

DOUBLE HARDY NARCISSI OR DAFFODILS

	Per 100	Per 1000
Alba Plena Odorata	$3.35	$31.00
Orange Phoenix	3.85	36.00
Sulphur Phoenix	3.85	36.00
Von Sion, double nose bulbs	5.25	49.50
Von Sion, round bulbs, 1st size	4.25	40.00
Von Sion, round bulbs, 2nd size	4.00	38.00

A. HENDERSON & CO.

166 N. Wabash Avenue, CHICAGO

Send for It Today

Our New Thirty-two Page Illustrated

FALL AND XMAS CATALOGUE

FEATURING

Prepared Foliages

Baskets and Flower Stands

Ribbons and Chiffons

Wreaths

Novelties

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General Supplies

THE OVE GNATT CO., Inc.

Quality Merchandise. Prompt Service.

No P. & D. Charges.

LA PORTE, INDIANA

SEND THIS COUPON TODAY.

The Ove Gnatt Co., La Porte, Ind.:
Gentlemen: Kindly send me your new Fall and Xmas Catalogue.

Name.....

City.....

State.....

Boston.

FALL TRADE OPENS STRONG.

Business for the fall season has opened with a rush, added to by several weddings. Chrysanthemums are plentiful but prices remain firm at $3 to $5 per dozen. Some very good snapdragons are being received, also bouvardia, both of which move readily. Dahlias and gladoli are about done for, ruined by the heavy frosts of the past week. Roses are in full crop, with Ophelia, Killarney Queen, Columbia, Russell and Crusader leading in popularity. Spencer sweet peas are showing good stem and color. Violets have arrived and are very good for the season. The help situation is becoming quite serious and several of the large stores are in need of salesmen.

CLUB MEETING.

The florists' association held its regular meeting at the Parker House, October 10, the attendance numbering 62. After the dinner, Secretary Hicks, of the retail board of the chamber of commerce, spoke at length regarding retail business, co-operation and organization. During the evening it was suggested that a "Say it With Flowers" week be held in connection with Armistice week, beginning November 10, when everything possible will be done to boom the flower trade. Donations to the amount of $675 were received to start an advertising fund.

The W. W. Edgar Co. is supplying this market with fine asparagus and nephrolepis. Their cyclamens and begonias are also showing good form.

William Sullivan is now with J. Walsh & Son, Malden, Mass.

Wm. Nicholson is having heavy cuts of Early Frost and Oconto chrysanthemums; also pompons of some of his new seedlings.

Frank Edgar has a fine house of Major Bonnaffon and will start cutting November 1. He is also going in heavy on pot plants. S. K. G.

Nashville, Tenn.

FUNERAL AND WEDDING DEMAND.

Business during the past two weeks has been quite satisfactory, made up in the main from funeral orders and wedding arrangements, the latter now being noticeable. The cut flower supply has increased and roses are coming in with great profusion, holding their price well at $3 per dozen. Carnations are also increasing, but are none too numerous. They move freely at $1.50 per dozen. Chrysanthemums in small quantities have made their appearance, but it will be a week or two before they will be considered a factor. Paper White narcissus bulbs have arrived and are now on sale at $1 per dozen, finding many buyers even at that price. M. C. D.

Providence, R. I.

STOCK GRADES HIGH AND MOVES FREELY.

The demand during the past week has been very good, stock being excellent in quality and brisk business was the rule. Roses are clean and crisp and sell on sight. Asters are now a thing of the past and they are much missed in funeral work. Weddings have been numerous and have brought a strong call for white roses, incidentally strengthening prices. The cut flower trade is picking up well. Chrysanthemums are now in better supply and the quality is also showing considerable improvement. The call for this flower, however, is light at present. Violets have made their appearance and prove good stock. Carnations, while fairly good, move slowly.

H. A. T.

Cleveland.

FLOWER DEMAND DROPS.

There has been a decided falling off in the demand for cut flowers during the past week. Funeral work has also diminished and business has suffered accordingly. Some of the retailers place the blame on the steel strike, together with the prices of the necessities of life. Of course there is vast difference between the demand at the present time and during the influenza period last year. Roses are plentiful in all varieties and the street merchants were a busy crowd on Saturday, buying up the surplus, and despite a drizzling rain which fell all day, they seemed to do a good business. Chrysanthemums are becoming more plentiful as are the daily receipts of carnations. Sweet peas clean up early and the same is true of swainsona, larkspur, daisies, lilac, etc. A good call for boxwood indicates an increased demand for this item later on. Dahlias are still plentiful but the demand continues very good. Outdoor pompons meet with a good call for funeral work. Growers in the vicinity experienced a light frost on the night of October 7, but no damage resulted.

NOTES.

Carl Lee and wife, nee Miss O'Malley, both in the employ of the J. M. Gasser Co., have resigned their positions. Mr. Kester, formerly with the Jones-Russell Co., has taken a position with this firm.

Walter Rohusek has purchased a double house in the Lakewood section and intends to move in the near future. He expects to join the J. M. Gasser Co.'s force next week.

Jack Fratos, of the Park Flower Shop, passed around the "perfectos" last week, the occasion being the arrival of a fine boy at his home. Congratulations.

C. F. B.

Dutch Bulbs From Holland

CHOICE SELECT STOCK

HYACINTHS, 1st Size, Named Varieties

Per 100, $13.00. Per 1000, $120.00.

Albertina	Grand Maitre
La Grandesse	King of the Blues
L'Innocence	Queen of the Blues
Mme. Van der Hoop	La Victoire
Gertrude	Cardinal Wiseman
Gigantea	Roi des Belges
Lady Derby	

HYACINTHS, 2d Size, same varieties as above

Per 100, $8.50. Per 1000, $80.00.

HYACINTHS, Single Forcing

Per 100, $6.00. Per 1000, $50.00.

Blue	Red and Rose
Light Blue	White Shades
Rose	Pure White

HYACINTHS, Bedding, same varieties as above

Per 100, $4.50. Per 1000, $40.00.

DUTCH ROMAN HYACINTHS

Per 100, $3.60. Per 1000, $32.00.

Gertrude	Grand Maitre
Gigantea	King of the Blues
L'Innocence	Queen of the Blues
La Grandesse	

JONQUILS

	Per 100	Per 1000
Campernelle	$2.50	$20.00
Rugulosus	2.75	22.00
Single	1.75	15.00
Double	2.50	20.00

SINGLE TULIPS

	Per 100	Per 1000
Artus	$2.75	$24.00
Belle Alliance	3.75	34.00
Chrysolora	3.25	30.00
Cottage Maid	2.75	25.00
Cramoisi Brilliant	3.50	32.00
La Reine	3.25	30.00
Mon Tresor	6.00	55.00
Keizerskroon	4.00	35.00
Rose Grisdelin	3.50	30.00
Rose Luisante	4.00	35.00
Proserpine	5.50	50.00
Van Vondel	3.00	25.00
White Hawk	3.25	30.00
Yellow Prince	4.00	34.00
Single Mixed Extra Fine	2.25	20.00

LATE TULIPS

	Per 100	Per 1000
Bouton d'Or	$3.00	$24.00
Gesneriana Spathulata	3.00	26.00
Gesneriana Lutea	3.00	26.00
Maiden's Blush Picotee	3.00	25.00
Inglescombe Pink	3.00	25.00
Inglescombe Yellow	3.00	27.00
Mrs. Moon	4.00	36.00
Late Extra Fine Mixed	2.50	20.00

DOUBLE TULIPS

	Per 100	Per 1000
Couronne d'Or	$5.00	$45.00
Imperator Rubrorum	4.50	42.00
La Candeur	3.50	30.00
Murillo	4.00	35.00
Rubra Maxima	4.00	35.00
Tournesol Red & Yellow	5.00	45.00
Salvator Rosa	4.00	38.00
Vuurbaak	5.50	50.00
Extra Fine Mixed	2.75	25.00

DARWIN TULIPS

	Per 100	Per 1000
Baronne de la Tonnaye	$3.50	$30.00
Clara Butt	3.00	25.00
Gretchen	3.50	30.00
Glow	4.00	35.00
Farncombe Sanders	4.00	36.00
Dream	4.00	35.00
Mme. Krelage	4.00	36.00
Inglescombe Yellow. See late flowering tulips.		
Rev. Ewbank	4.00	34.00
Pride of Haarlem	4.00	34.00
W. Copeland	5.00	46.00
Darwin's Ex. Fine Mixed	3.00	25.00

NARCISSI, Single

	Per 100	Per 1000
Golden Spur 1st	$3.50	$30.00
Golden Spur D. N.	5.00	45.00
Emperor 1st size	3.50	30.00
Emperor D. N.	5.00	45.00
Empress 1st size	3.50	30.00
Empress D. N.	5.00	45.00
Princeps 1st size	3.25	28.00
Princeps D. N.	4.50	40.00
Poeticus Ornatus	2.25	16.00
Poeticus Ornatus D. N.	3.00	25.00
Victoria 1st size	3.50	30.00
Victoria D. N.	5.50	50.00
Sir Watkin 1st size	3.50	30.00
Sir Watkin D. N.	5.50	50.00
Poeticus Pheasant's Eye	3.00	24.00
Poeticus Elvira	3.00	26.00

NARCISSI, Double

	Per 100	Per 1000
Albus Plenus Odoratus	$3.00	$25.00
Sulphur Phoenix	4.00	35.00
Orange Phoenix	4.00	35.00
Von Sion D. N. Mam.	5.50	50.00
Von Sion Double 1st	3.50	30.00

FRENCH BULBS

Paper White Grandiflora, 13 ctm. 1250 to case Select	$21.00
Grand Soleil d'Or (yellow Paper Whites) 800 to case	45.00
Trumpet Major (yellow)	25.00

A. B. C.

American Bulb Co.

"WATCH US GROW" 172 N. Wabash Ave., Phone Randolph 3316 CHICAGO

HOME GROWN CHRYSANTHEMUMS

White and Yellow, $3.00 to $5.00 per dozen.

We are now cutting in quantity our famous Early White Pompons.
Price 50c per bunch. Send us a trial order.

BUY DIRECT FROM THE GROWER.

We Are Rose Specialists, and Are Cutting from 245,000 Rose Plants.

These are all our own growth, guaranteed fresh cut and packed to arrive in good condition.

PRICE LIST

RUSSELL AND COLUMBIA			OPHELIA, HOOSIER BEAUTY, WHITE KILLARNEY		
Long	per 100,	$20.00 to $25.00	Extra long	per 100,	$12.00 to $15.00
Good medium	per 100,	12.00 to 15.00	Medium	per 100,	8.00 to 10.00
Medium	per 100,	10.00	Short	per 100,	5.00 to 6.00
Short	per 100,	6.00			

CARNATIONS—Red, White, Pink.....$5.00 to $6.00 per 100

Extra Fancy Ferns, per 1000, $2.50	Adiantum ..per 100, $1.00 to $1.50	Asp. Sprays per 100, $2.50 to $3.00
	Galax, bronze .....per 1000, 2.00	Sprengeri ....per 100. 2.00 to 3.00

All seasonable flowers not grown by us will be procured for our customers. A trial order solicited.
In buying direct from the grower you are assured of fresh stock at all times and the most even run of quality possible.
NOTICE—We close at 5 o'clock week days and all day Sunday. Week Days 8 A. M. until 5 P. M.

BASSETT & WASHBURN

LONG DISTANCE PHONE:
CENTRAL 1457
Greenhouses: Hinsdale, Ill., and Greggs Station, Ill.

OFFICE AND STORE
178 N. Wabash Ave., CHICAGO, ILL.

Chicago.

STOCK IS VERY SCARCE.

Stock is very scarce at this writing, and the market is cleaning up in all lines at an early hour each day at high figures. Carnations are in heavy demand, and what stock is arriving in this item is quickly disposed of at prices ranging from $2 to $5 per 100, and extra fancy, $6. Orchids are cleaning up right along, with cattleyas bringing $15 to $18 per dozen. Gardenias are in short supply at $6 per dozen. Lily-of-the-valley continues to bring $15 per 100, and in some instances, more. Sweet peas have made their appearance, and sell like hot cakes. Violets, both single and double, are included in the offerings. Chrysanthemums are moving fast at $2 to $5 per dozen, and pompons at 50 to 75 cents per bunch. There is quite a large number of California chrysanthemums being offered here in both the wholesale market and retail stores which is helping out some during the shortage. American Beauty roses are good property at prices ranging from $2 to $6 per dozen, and at times a trifle more, especially in the extra-fancy grades. Mrs. Chas. Russell, Columbia and Premier sell quickly. Roses in general are cleaning up rapidly each day, with fancy stock obtainable in Killarney Brilliant, Killarney, White Killarney, Ophelia, Ward, Sunburst, Milady, My Maryland, Hoosier Beauty, Champ Weiland, Shawyer, Montrose and a few other varieties not already mentioned. A few lilies are seen. Pansies and bouvardias have arrived, and there are some calendulas and snapdragons obtainable. A few gladioli, asters and dahlias are still arriving and clean up right along. Greens are selling well, especially boxwood and wild smilax. Wedding work and funeral orders have been quite plentiful the past week with

STRENGTH
of
FOUNDED BY FLINT KENNICOTT 1st
YEARS

CHICAGO

has the ability to serve the Retail Florist with Cut Flowers. No doubt about the supremacy of the CHICAGO MARKET. Every day more retail Florists learn to depend upon this MARKET as a most reliable source in which to buy.

CUT FLOWERS bought in CHICAGO at MARKET PRICES always allow for the added profit in Retailing.

OUR ability to fill orders meets the wishes of those who avail themselves of our service.

KENNICOTT BROS. CO.,

W. J. Vaughan President

Fine Supply of Roses

Order what you need from us

RUSSELL — **$5.00 to $20.00 per 100.**

COLUMBIA — **$6.00 to $15.00 per 100.**

Killarney, White Killarney, Killarney Brilliant, Milady, My Maryland, Ophelia, Sunburst and Champ Weiland. $4.00 to $10.00 per 100. Our Selection, $4.00 per 100.

Carnations, $3.00 to $5.00 per 100; Fancy, $6.00 per 100.

Complete Line of GREENS at Market Prices.

PETER REINBERG

Wholesale Florist

30 East Randolph St., LONG DISTANCE PHONES CENTRAL 601 and 2846 **CHICAGO**

A. L. VAUGHAN & Co.

NOT INC.

PHONES:
CENTRAL 2571 - AUTOMATIC 48-734 - CENTRAL 2572
161 North Wabash Ave. Chicago

IN QUANTITY

Roses - 'Mums - Carnations

Complete Line of Other Seasonable Stock

We always have what you want; so place your regular orders with us.

We also have a Complete Line of Greens

Extra fancy stock in all lines. The quality is so high that it quickly makes customers. Place your order with us.

JOSEPH FOERSTER CO.
WHOLESALE FLORISTS
160 N. Wabash Avenue, CHICAGO, ILL.

Mention the American Florist when writing

WIETOR BROS.
WHOLESALE FLORISTS
30 East Randolph St., L. D. Phone Randolph 2081 CHICAGO

Mention the American Florist when writing

the local retail florist, but transient trade has been slow, according to some of the loop dealers. The outlook is encouraging, and no complaints are being heard in regard to poor business.

NOTES.

George Wienhoeber, Walter Adams, Ernst Wienhoeber Co. and the Bohannon Floral Co., are all closing their stores on Sunday and intend doing so throughout the year. Several other local firms have signified their intention of doing likewise, and it will probably not be long before practically everyone in the trade will be doing the same. The wholesale dealers thought it was impossible to close on Sundays for many years, but have found out since that it is not necessary to keep open on the Sabbath.

H. N. Bruns' bachelor farewell party, tendered his son, Herman E., October 10, was a joyous occasion. A bounteous dinner was served to about 25 male friends of the family, and later there were delightful recitations by Miss Irene Terwilliger, the bride-to-be, and many congratulatory addresses by others of the party. The wedding of Herman E. Bruns and Miss Terwilliger is scheduled for October 18.

Joe Einweck, who landed at San Francisco, Calif., last week, with the American troops from Siberia, has been honorably discharged from the army and arrived here this week. It is expected that he will take up his old position with Bassett & Washburn.

Mrs. A. C. Rott was a visitor at Zech & Mann's store last week. She has resumed her position with the Chicago Carnation Co., at Joliet, after spending the summer with relatives at Bloomington, Ind.

The Bohannon Floral Co. celebrated the annual meeting of the Florists' Telegraph Delivery at Buffalo, October 14-15, with a big wedding on each day.

A. T. PYFER & CO.
WHOLESALE FLORISTS
164 North Wabash Avenue, CHICAGO

Mention the American Florist when writing

SAM SELIGMAN
239-41 Fourth Ave., New York.
Jobber in Everything in Florists' Supplies. Also Three Styles of BABY CRADLES.

A. L. Vaughan & Co. report business as brisk with a complete cleanup in stock each day. Their sales for September show a considerable increase over the same period of 1918.

Ronsley had a $600 funeral order recently, which he says helps considerably in making the total October sales compare favorably with those of last year.

S. R. McKee, of the American Greenhouse Manufacturing Co., is back from a business trip to Savannah, Ga.

Miss Frances Ludlow, of Vaughan's Seed Store, returned from the east this week and reports a fine time.

A. T. Pyfer is back on the job at A. T. Pyfer & Co.'s store, after being on the sick list for several days.

Professor B. S. Murphy is supplying some of the local florists with pussy willows.

Emil Buettner is receiving congratulations on the arrival of a grandson.

BASKETS
Write for Catalog Now
RAEDLEIN BASKET CO.
713 Milwaukee Ave. CHICAGO, ILL.

Mention the American Florist when writing

REFRIGERATORS
COMPLETE FIXTURES
CENTRAL REFRIGERATOR & EQUIPMENT CO.
Estimates submitted.
155 No. Clark Street, CHICAGO

Mention the American Florist when writing

POEHLMANN-GROWN FLOWERS

—are the result of a sincere and deliberate intention to attain perfection, rather than a strained attempt to outdo business competition.

They are an ***organic beauty***—that of perfect structure, of fine workmanship throughout, of consistent execution of ***superior quality.***

"The Nation's Most Expressive Flowers"

POEHLMANN BROTHERS COMPANY

66-74 East Randolph Street,
Chicago, U. S. A.

The Largest Growers of Flowers in the World.

The Chicago Flower Growers Association

WHOLESALE GROWERS of CUT FLOWERS and PLANTS

182 North Wabash Avenue L. D. Phone, Randolph 631 CHICAGO

Roses of Unsurpassed Quality

Positively the finest run of Roses in the Great Central Market, with every variety listed true to form.

	Per 100		Per 100
Rose Premier	$6.00 to $25.00	Killarney Brilliant	$4.00 to $15.00
Russell	6.00 to 25.00	White Killarney	4.00 to 12.00
Columbia	4.00 to 20.00	Maryland	4.00 to 10.00
Milady	4.00 to 20.00	Sunburst	4.00 to 12.00
Ophelia	4.00 to 15.00	Ward	3.00 to 8.00

EXTRA SPECIAL ROSES BILLED ACCORDINGLY. ALL GREENS AT MARKET PRICES.

CATTLEYAS $15.00 to $18.00 per dozen.

ONCIDIUM SPRAYS $6.00 to $8.00.

CARNATIONS $2.00 to $6.00 per 100.

CHRYSANTHEMUMS $2.00 to $4.00 per dozen. Fancy, $5.00 per dozen.

VALLEY $15.00 per 100.

CALENDULAS Extra Fancy, $6.00 per 100.

POMPONS White, 75c per bunch.

YOU CAN ALWAYS RELY UPON US FOR YOUR SUPPLY OF

CUT FLOWERS

Remember when ordering that our line is so complete that it includes every item offered in the Great Chicago Market.

ZECH & MANN

30 E. Randolph St.

CHICAGO

Long Distance Phones { Central 3283 Central 3284

Our Offerings Include:

ROSES.

COLUMBIA

RUSSELL

White Killarney

Pink Killarney

Milady Sunburst

Killarney Brilliant

Ward Ophelia

MINIATURE ROSES

Cecile Brunner

CARNATIONS

MISCELLANEOUS

Valley Cattleyas

CHRYSANTHEMUMS

White—Pink—Yellow

WHITE POMPONS

GREENS.

Plumosus Sprengeri

Galax, bronze. Galax, green

Ferns

Adiantum Smilax

Boxwood

George Asmus, Fred Lautenschlager, George Weiland, Paul Klingsporn, W. J. Smyth, C. E. McCoy, H. V. Swenson, Clarence Ellsworth and T. D. Long, of this city, attended the annual meeting of the Florists' Telegraph Delivery, Buffalo, N. Y., October 14-15. J. F. Ammann and O. J. Olson, of St. Paul, made the trip with the local party.

Two of our well-known people in the trade were quietly married recently, but have asked the writer to keep the news quiet for a few weeks, when they will let all their friends in on the secret. Another couple are going to be married in the near future, but for certain reasons they do not want it published this week.

Chris Pederson says that the writer erred when he wrote that he celebrated his forty-second birthday recently. It should have read forty-eighth instead, but he carries his age so well that one can hardly believe that the fine looking young fellow is really as old as that.

It is rumored that Jack Byers, of the Zech & Mann force, will join the ranks of the benedicts in the near future. One of the young men in the trade told him he thought he had about all the fighting he wanted when he was with the American troops abroad.

Wietor Bros.' stock never looked better in the greenhouses than it does right now, especially the roses, which are very promising. N. J. Wietor and wife expect to visit their son, Harry, this week, who is attending college at Milwaukee, Wis.

The Chicago Carnation Co.'s range at Joliet was damaged last week by the heavy windstorm which swept that city. One rose house was blown down and much glass was broken in many of the others.

Martin Reukauf, representing H. Bayersdorfer & Co., Philadelphia, Pa., passed through the city early in the week, returning from the west, where he reports good business.

Ed. Mallison is well pleased with business at the Fleischman Floral Co.'s store, and is looking forward to a brisk season. Funeral orders have been plentiful of late.

The American Bulb Co. has secured additional quarters at 56-58 East South Water street, which will be used for housing and distributing their Dutch bulbs.

Iler Cole, of Hembriecker & Cole, Springfield, celebrated his thirty-fourth birthday in this city, October 12, when he was the guest of Allie Zech and wife.

The Weiland-Risch Co. liked the new rose, Mrs. Bayard Thayer, so well last year that they increased their plantings of this variety for this season's cut.

Lewis & Rocca are more than satisfied with the amount of business they have done since they opened their store on East Jackson boulevard.

Kennicott Bros. Co. reports a brisk call for fancy carnations, which in some instances, have sold as high as $6 per 100 the past week.

It is rumored that the expressmen will go out on strike next week unless other arrangements are made between now and Octobr 20.

Peter Reinberg is having a heavy out-of-town call for stock, which with the local demand, causes an early clean-up each day.

The Kaspar Manufacturing Co., 2644 South Crawford avenue, is manufacturing wooden easels for the trade.

C. L. Washburn reports that the shipping trade is exceedingly brisk at Bassett & Washburn's store.

Louis Finnermann, of the Grossberg-Tyler-Finnermann Co., is back from a visit to St. Louis, Mo.

Vaughan's Seed Store is very busy with the Dutch bulbs and nursery stock for fall planting.

The E. C. Amling Co. received its first shipment of sweet peas and bouvardia last week.

The E. F. Winterson Co. unpacked a large shipment of baskets the past week.

The Weiss-Spandikau Co. cut their first stock in their new range last week.

F. J. Benthey has resigned his position with Kennicott Bros. Co.

Visitors: B. H. Klus, Anderson, Ind.; Mr. Wilson, of the Wilson-Crout-Gehr Co., Portland, Ore.; Herman Mueller and wife, Wichita, Kan.; Fred Bleise and wife, of the Waukesha Floral Co., Waukesha, Wis.; H. Roth and wife, Lafayette, Ind.; J. J. Le Borious, Duluth, Minn.

Chicago Florists' Club.

The Chicago Florists' Club resumed its monthly meetings October 9, at the Randolph hotel. President Zech in the chair. Fred Lautenschlager officiated as secretary in the absence of A. T. Pyfer. In co-operation with the association of commerce and the organizations of the wholesale and retail florists, the club voted to invite the Florists' Telegraph Delivery Association to this city for its convention in 1920 or 1921.

Chairman Johnson, of the committee in charge of arrangements for the convention of the American Carnation Society, and the Illinois State Florists' Association, to be held at the Hotel La Salle, January 21-22, reported satisfactory progress, saying the flowers would be turned over to the retailers for effective rearrangement after the first day.

Treasurer Amling called attention to the "Say It With Flowers" signs in preparation by the Society of American Florists, and handed members a circular issued by the Commercial Flower Growers of Chicago on their value and distribution, which is reproduced elsewhere in this issue. Chairman Lange, of the publicity committee, was instructed to ascertain the cost of displaying a number of these signs in the downtown district, and report at the next meeting.

A letter was read from President Blackistone, of the Washington Florists'

'MUMS Heavy Supply, White Pink and Yellow. Also POMPONS

HAVE YOUR CUSTOMERS

Say it With Budlong's Flowers

The Kind that are bound to give satisfaction.

We have everything in the way of Cut Flowers, **Roses of all varieties,** including **Double White Killarney,** which is much better than the White Killarney that is commonly grown by other growers. Also a nice lot of **Russells, Columbia** and **Premier,** besides the novelty roses **Nesbit** and **Brunner.**

CARNATIONS - - Red, White, Light Pink and Dark Pink

VALLEY Rubrums, Feverfew, Tritomas and all other seasonable Cut Flowers, including Greens of all kinds. **VIOLETS**

Send us a trial order and get in touch with the quality of our stock and our prices.

If you want good stock and good treatment, buy of Chicago's most up-to-date and best-located Wholesale Cut Flower House.

J. A. Budlong Co.

Quality Speaks Louder Than Prices.

Wholesale Cut Flowers and Greens

184-186 North Wabash Ave., Corner Lake St., CHICAGO

Roses, Valley and Carnations Our Specialty

Prices As Low As Others.

SHIPPING ORDERS GIVEN CAREFUL ATTENTION.

WE ARE CLOSED ALL DAY SUNDAY.

We are in daily touch with market conditions, and when a decline takes place you can reply upon orders sent us receiving such benefits.

Club, on "Say It With Flowers" week, as planned by his organization. The highly successful operation of this plan has been already described and illustrated in these columns. The secretary was instructed to turn Mr. Blackistone's letter over to the local retail florists' association for consideration.

August Poehlmann, W. J. Keimel, Paul R. Klingsporn, Otto H. Amling and others discussing the outlook for cut flowers this season, said there would be plenty of roses and chrysanthemums, with a shortage of carnations. Shipments from other sections, it was said, would have little effect on the local market this season.

Allie Zech, describing his recent Wisconsin tour, said the florists' association of that state is doing good work in getting the trade together.

August Poehlmann cordially invited members to join the growers on the occasion of their visit to Morton Grove, October 16.

Talking of the fuel situation, Paul Weiss said there is enough coal to go around, but that prices are likely to advance.

James Morton was appointed one of the committee to prepare suitable resolutions on members lately deceased.

E. A. Bebb, who had served with the army in Europe, told of trade conditions there.

Peter Pearson exhibited some excellent cyclamen plants.

GREEN SHEET MOSS

Fadeless, per bag, $3.50
Natural, " " 1.75

KNUD NIELSEN
Evergreen, Ala.

Mention the American Florist when writing

Kansas City, Mo.

DEMAND CLEANS UP DAILY SUPPLY.

The supply of stock is about the same as last reported, the demand about balancing the receipts. Gladioli are now a back number with few to be seen. Carnations are more plentiful and the quality has improved. Dahlias are also more numerous and in some cases fine stock is available. Roses, especially Premier, Russell, Columbia and Ophelia, are rather limited and the improved quality brings better prices. Chrysanthemums are making their appearance on the market, although they rule high. Pot plants show considerable improvement and move fast.

— THE —

Meyer Florist Thread

Comes put up 16 oz. of actual thread to the lb., 2 oz. to the spool. Compare our thread with any other you are using and you will see a vast difference in the quality as well as the price and yardage of each spool.

— Manufactured by the —

JOHN C. MEYER FLORIST THREAD WORKS
1500 Middlesex Street, LOWELL, MASS.

NOTES.

H. Kusik & Co. report stock as none too generous in supply and most offerings move on sight. A good stock of roses is now carried here, all the lead-

ERNE & COMPANY
—WHOLESALE FLORISTS—
30 E. Randolph Street, L. D. Phone, Randolph 6578. CHICAGO, ILL.
Mention the American Florist when writing

E. F. WINTERSON CO. 166 N. Wabash Ave. Chicago
L. D. Phone, Central 6004
Established 1892
Daily shipments of the finest stock in Roses, Carnations, Violets and Chrysanthemums. Headquarters for Wild Smilax, Fancy Ferns, Adiantum and all Green Goods. Don't forget, our Supply Department is complete—Ribbons, Chiffons, Boxes, Crepe Paper and Wire Designs.

ing varieties being represented as well as carnations and dahlias.

W. J. Barnes is now cutting some excellent dahlias. The last of the gladioli have gone. Funeral orders are holding up well and wedding work is better than ever before.

The Pinehurst Floral Co. reports stock coming in better with improvement in the quality of roses, carnations and dahlias. There is a daily gain in volume of sales.

Thomas Kane, of the Peterson Floral Co., who, it is believed, is suffering from a ruptured blood vessel near the heart, does not show much improvement in his condition.

The Muehlebach Flower Shop reports splendid opening business under Manager Neff, who is looking forward to a good season.

The Wm. L. Rock Flower Co. is cutting stock in better quantity and reports a good run of funeral and wedding orders.

John Klauss is sending in some good Russell roses and will begin cutting chrysanthemums about October 15.

T. J. Noll & Co. report a much better supply and general trade improvement, especially in shipping orders.

Charles Thomas, of the Rosery, is recovering from an operation.

Visitors: M. Smith, Pleasant Hill, Mo.; R. M. Bayersdorfer, Philadelphia, Pa.; Morris Levine, New York; Mrs. Everett, Tawhoska, Okla.

E. J. B.

St. Louis.

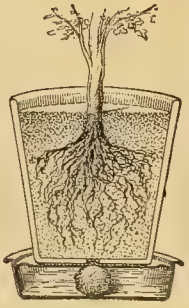
GENERAL TRADE CONDITIONS IMPROVED.

General business conditions strengthened considerably within the last few weeks, with a noticeable improvement in the social demand. Funeral work has been rather slow, but weddings are picking up. In fact, a few very good sized events are scheduled for this month. The supply of stock has been quite heavy in some instances. Roses have been in good supply, but have cleaned up well. Carnations show a world of improvement, and at an early date, should be a big factor in the market. Chrysanthemums are just beginning to come in, and within a few weeks they will be a drug on the market, unless some of the other stock falls off. Dahlias are of very fine quality. It seems a shame that their season is so short, but it will be best for general market conditions in a few weeks. A few early sweet peas are seen. Snapdragons and violets are in limited quantity but will be of better quality a little later on. Other outdoor stock is only fair and not a factor. In greens, the market is well supplied.

NOTES.

The florists' club held its October meeting at the greenhouse establishment of Phil Goebel at Des Peres, Mo.

Sell More Potted Plants



You can easily double your plant trade by showing your customers how easy it is to grow potted plants with a

Little Wonder Plant Irrigator

They keep your plants watered just right. Wholesale price, $20.00 per 100.

If your supply house does not carry them send us their name with your order.

Sample by mail, 35c

The Wonder Plant Irrigator Co.
2918 N. Clark St., CHICAGO

One of the largest turnouts of the season enjoyed Mr. Goebel's hospitality. Seventeen new applications were presented. L. Jules Bourdet was unanimously elected to the unexpired term of trustee, left vacant by Alex Lurie, who has moved to Cleveland, O. Quite a discussion took place in regard to publicity matters. After the meeting adjourned, Mr. Goebel took his guests in hand and served a wonderful lunch, with refreshments. He has his place looking well, and with the new additions of the past summer, he has one of the nicest ranges in St. Louis county. More power to you, Phil.

At the second meeting of the florists' bowling league, the rose team took two games from the carnations, and the sweet peas took two games from the daisies. Come on, you old timers, come in and get acquainted, and let us see how good you are now. Meetings every Wednesday evening at Grand and Gravois, across the street from Chas. Beyer's greenhouses.

L. Jules Bourdet and Wm. C. Smith have some very fine cyclamen coming on and from the looks of the stock at present, it is going to be the finest ever grown here. This will help out considerably, as there will be no azaleas and rhododendron here this season.

A number of the local F. T. D. members left October 12, for Buffalo to attend the annual meeting. Unfortunately not all the St. Louis members can go for various reasons, but they will anxiously watch the results of the meeting.

St. Louis county growers are having a big cut of chrysanthemums coming on for this season. The same is noticeable of the carnations. It seems there will be at least twice the amount of carnations that there were last season.

J. J. W.

An Unusual Opportunity

For a short time we are offering you our beautiful, green enameled, adjustable

Plant Stand

At a price below cost of manufacture. It has a range in height from 26 to 52 inches, and you will find it invaluable for decorative purposes and the display of plants and baskets in your store and window.

Poppy design is carried throughout. A beautiful ornament for any store.

Sale Price, - $2.00 each

PERCY JONES
INC.
30 EAST RANDOLPH STREET
CHICAGO, - - ILLINOIS

Mention the American Florist when writing

INDIANAPOLIS, IND.—The preliminary premium list of the fall flower show of the State Florists' Association of Indiana in conjunction with the joint meeting of Indiana and Kentucky florists, at the Claypool hotel, this city, November 13-14, has been issued and copies may be secured upon application to O. E. Steinkamp, secretary, 3800 Rockwood avenue, Indianapolis, Ind.

John Kruchten Co.

30 East Randolph Street, WHOLESALE FLORISTS L. D. Phone Central 8016-8017. CHICAGO, ILL.

Mention the American Florist when writing

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CENTRAL 1977 and 1978

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179-181-183 North Wabash Avenue, CHICAGO

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A. L. Randall Co.,

Wabash Ave., and Lake St. CHICAGO, ILL.

Wholesale Cut Flowers, Florists' Supplies.

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FLOWER GROWERS

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George Reinberg

WHOLESALE FLORIST

Extra fancy Ophelia, Sunburst, Columbia, Russell, Milady, White Killarney and Killarney Brilliant Roses. All orders given prompt attention. Try us.

162 N. Wabash Av., CHICAGO

Mention the American Florist when writing

Wire Hanging Baskets

Price List, 1919. Plain Wire Hanging Baskets.

10-inch	$1.75	14-inch	$3.00
12-inch	2.25	16-inch	4.50

SHEET MOSS in bags, per bag, $2.00

Our Sheet Moss is the best value for the money in the market.

Michigan Cut Flower Exchange, 264-266 Randolph St., DETROIT, MICH.

Mention the American Florist when writing

Wholesale Flower Markets

Chicago.

CURRENT PRICE LIST.

		Dozen
Roses, Beauty	$ 1.50@	$ 6.00
" Mrs. Chas. Russell	6.00@	25.00
" Columbia	5.00@	25.00
" Premier	6.00@	25.00
" Hoosier Beauty	4.00@	15.00
" Killarney Brilliant	4.00@	15.00
" Killarney	4.00@	12.00
" White Killarney	4.00@	12.00
" Richmond	4.00@	12.00
" My Maryland	4.00@	12.00
" Mrs. Geo. Shawyer	4.00@	12.00
" Milady	4.00@	15.00
" Sunburst	4.00@	12.00
" Mrs. Aaron Ward	4.00@	12.00
" Hadley	4.00@	15.00
" Ophelia	4.00@	15.00
" Double W. Killarney	4.00@	12.00
" Champ Weiland	4.00@	12.00
" Stanley	4.00@	12.00
" Bayard Thayer	5.00@	20.00
" Cecile Brunner		3.00
" George Elgar		3.00
" Baby Doll		3.00
" Nesbit		3.00
" Our selection		5.00
Carnations	3.00@	6.00
Cattleyas per doz.	15.00@	18.00
Daisies	1.50@	2.00
Gladioli	4.00@	6.00
Valley		15.00
Calendulas	2.00@	6.00
Chrysanthemums per doz.	2.00@	5.00
Callas		15.00
Sweet Peas per 100		3.00
Violets		.75
New Ferns per 1,000		3.00
Galax per 1,000	1.50@	2.00
Leucothoe	1.00@	1.25
Mexican Ivy per 1,000	5.00@	6.00
Plumosus Strings each	.60@	.75
Smilax per doz.	2.50@	3.00
Sprengeri, Plumosus Sprays		3.00
Boxwood, 35c per lb., per case		9.00

ZECH & MANN

WHOLESALE FLORISTS

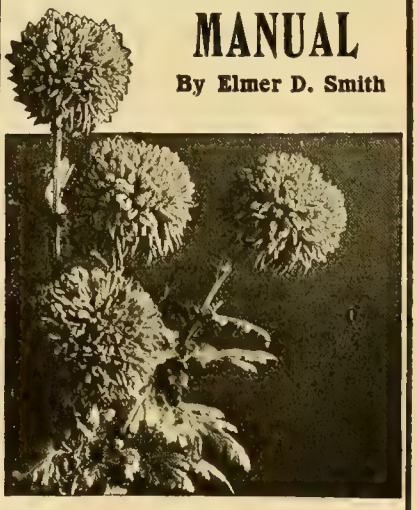
30 E. Randolph St., CHICAGO

Telephone Central 3284

Mention the American Florist when writing

THE CHRYSANTHEMUM MANUAL

By Elmer D. Smith



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Price 60 Cents. Cash with Order.

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1920 Catalogue

48 Pages for Florists sent free on request.

THE JOHN HENRY CO.

LANSING, MICH.

DAHLIAS

Per 100
Good Varieties, $4.00 — $ 5.00
Novelties - - 6.00 to 10.00

This week the cut of DAHLIAS will be the largest of the season. Some of the best varieties are in full bloom.

We handle the entire cut of the Peacock Dahlia Farms, the greatest Dahlia Specialists in the country.

THE LEO NIESSEN CO., 1201 Race St., Philadelphia, Pa.

Philadelphia.

SUPPLY GAINS IN QUANTITY AND QUALITY.

The past week has been unusual for the season, almost summer temperatnre prevailing nearly every day, ending on Saturday with quite a burst of heat. Dahlias, which are at their height, have never been better, but are not benefitted by the hot, sunny days and are now coming in a trifle soft. This will be their last full week, as frost may then come any night, and if not, the competition of the chrysanthemum, the carnation, and the larger crops of roses, will crowd them out. Roses are improving both in grade and length of stem. There are more than the market can handle of the shorter sizes and accumulations go for sale on the street in quantity lots at very low figures. Longer and special grades are none too plentiful and command good prices. Carnations are much improved, and will take quite a jump in price after the first killing frost. The fall aster and the blue eupatorium have had a very good sale the past three weeks. They should certainly be profitable as a field or outdoor crop at this time. Cattleyas are more plentiful, and have dropped 25 per cent in price. Vandas and oncidiums are also to be had on order. There is a little lily-of-the-valley, nothing to be proud of, but still lily-of-the-valley. Let us hope that conditions will be normal with this lovely flower before long. Chrysanthemums are coming fast. Unaka, Early Rose, Smith's Advance, white and yellow, and the first of the Appletons were the principal varieties of the week. There are violets, but the petals lack substance, and the least warm weather shrivels them up before the day is out. The demand has been very good for the season, but the warm weather has forced all kinds of stock along much too fast, and the result is the market is overstocked in everything except the higher grade of roses.

CLUB MEETING.

The October meeting of the florists' club was the best ever for so early in the season. A special effort had been made to secure an attendance of all the retail craft, but only about one-fourth of those engaged in this branch of the business were present. It takes a lot to wake some people up. The main topic of the evening was local publicity, in which all present were much interested. The letters from Cleveland, Detroit, Milwaukee and St. Louis, in reference to their publicity plans, were read by the secretary. Their optimistic tone as a result of their experience of the past few years, gave a distinct impetus to the work here, which was most effectively handled by the chairman of the committee, Chas. H. Grakelow. His committee had planned a "Say it with Flowers" week campaign, which would entail an expenditure of from $1,200 to $1,500. There was not a dissenting voice to this, which proves that the world "Do Move," as such a sum for the purpose would have scared us all pink, not many moons ago. The adoption of the Milwaukee percentage system of collecting funds for a local advertising campaign, without one dissenting voice, shows that the trade is ripe for the movement, and are ready to back up well conducted publicity.

As Arthur A. Niessen withdrew his nomination for vice-president, Harry M. Betz was elected in his place, and with this exception, last year's officers remain.

Push Dahlias Now

The best commercial varieties. Direct from grower to you.
A trial order solicited.

PHILADELPHIA CUT FLOWER COMPANY
Wholesale Florists
1517 SANSOM ST., George Aeugle, Proprieter, PHILADELPHIA, PA.

EDWARD REID

Roses, Carnations, Chrysanthemums. All Seasonable Flowers.
This is the exclusive shop, only one block from Express Depots.
1619-1621 Ranstead Street, PHILADELPHIA, PA.

Wholesale Flower Markets

BUFFALO, Oct. 15. Per 100

Roses, Beauty, Special	30.00@	40.00
" Fancy	20.00@	25.00
" Extra	15.00@	20.00
" 1st	8.00@	10.00
" Killarney	3.00@	10.00
" My Maryland	3.00@	10.00
" Sunburst	3.00@	12.00
" Ward	3.00@	4.00
" Columbia	6.00@	15.00
" Ophelia	3.00@	15.00
" Russell	6.00@	10.00
" Shawyer	3.00@	10.00
" Bon Silene	2.00@	3.00
Cattleyas	85.00@	100.00
Sweet Peas	.50@	1.00
Asparagus Sprengeri	.35@	.50
Ferns	per 1,000	2.50
Calendulas	2.00@	3.00
Smilax		25.00
Gladioli	2.00@	5.00
Asters	1.00@	3.00
Japan Lilies	8.00@	10.00
Auratum Lily		15.00

BOSTON, Oct. 15. Per 100

Roses, Beauty	12.00@	25.00
" Killarney Queen	2.00@	6.00
" White & Pink Killarney	2.00@	6.00
" Double White Killarney	6.00@	12.00
" Killarney Brilliant	2.00@	8.00
" Hadley	6.00@	12.00
" Mock	2.00@	4.00
" Mrs. Chas. Russell	6.00@	12.00
" Taft	2.00@	8.00
" Milady	2.00@	8.00
" Ward and Hillingdon	2.00@	8.00
" My Maryland	2.00@	8.00
Carnations	12.00@	15.00
Easter Lilies	10.00@	20.00
Valley	6.00@	10.00
Gladioli	4.00@	8.00

CINCINNATI, Oct. 15. Per 100

Roses, Killarney	4.00@	12.00
" Mrs. Chas. Russell	6.00@	18.00
" Ophelia	4.00@	10.00
" Richmond	4.00@	10.00
" Sunburst	4.00@	10.00
" Shawyer	4.00@	10.00
" Columbia	6.00@	18.00
Lilium Giganteum	12.50@	15.00
Cattleyas	1.00@	3.00
Carnations	4.00@	12.00
Callas	10.00@	12.00
Calendulas	1.50@	3.00
Easter Lilies	12.50@	15.00
Snapdragons	6.00@	10.00
Gladioli	3.00@	5.00
Asters	2.00@	4.00

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Price List
On Cut Flowers
H. G. BERNING
1402-4 Pine St., St. Louis, Mo.

BERGER BROS.
Roses, High Grade Dahlias
GLADIOLUS
1225 Race St. Philadelphia, Pa.
Mention the American Florist when writing

Pittsburgh Cut Flower Co.
WHOLESALE FLORISTS
116-118 Seventh Street,
PITTSBURGH, - PA.
Growers of Quality Flowers.
Mention the American Florist when writing

MASTICA
Used for glazing greenhouses. Put up in gallon cans.....$2.25
Rubber Putty Bulb (12-oz. size)..... 1.25
Geo. H. Angermueller Co.
Wholesale Florists, 1324 Pine St., ST. LOUIS, MO
Mention the American Florist when writing

C. C. POLLWORTH CO.
EVERYTHING in the line of Cut Flowers, Plants and Florists' Supplies.
MILWAUKEE, WIS.

HOLTON & HUNKEL CO.
462 Milwaukee St., Milwaukee, Wis.
Wholesalers and Growers of
Choice Cut Flowers and Greens

H. Bayersdorfer & Co.
The Wholesale Supply House of America . . .
EVERYTHING THE BEST IN FLORISTS' SUPPLIES
1127 Arch St., Philadelphia, Pa.

Wholesale Florists' Supplies
THE HOUSE OF MERIT
Staple Baskets and Seasonable Novelties in Quantity.
Send for Our Catalogue.
JOS. G. NEIDINGER CO.
1309-1311 N. 2nd St., Phila., Pa.

The exhibit of window boxes, filled with an improved erect form of Evonymus radicans and E. vegetus, a variety bearing quantities of berries, which later ripen a Christmas red, were features from the nursery of Adolph Muller, Norristown, Pa. This looks a very good substitute for boxwood. The vase of Robert Scott & Sons' new rose, Cornelia, made a fine showing. A cross between Mrs. Ward and Ophelia, it appears to have the good qualities of both to a marked degree. A vase of Edward Towill's seedling, a deep, rose pink, attracted much attention. It looks very promising. Henry F. Michell Co.'s new dahlias were also much admired.

The Pennsylvania Horticultural Society offered a space at their fall show for the national and local advertising committees to display and circulate their literature, and interest the public in their work.

NOTES.

One half of the large one-acre rose house of the Jos. Heacock Co., at Roelfs is glazed, and will be planted to sweet peas as soon as the ground has been leveled off. The whole house will be finished before November 1.

Manager Duetscher, of the Philadelphia Wholesale Florist Exchange, is featuring roses, dahlias and chrysanthemums. They will be particularly strong on roses the coming season.

George Aeugle is much pleased with his rose houses at Morton, which he says never looked better. His Philadelphia Cut Flower Company is featuring choice chrysanthemums.

Edward Reid is expected home from his western trip the present week. Chrysanthemums and roses are the quantity items of stock here.

A novelty with the Leo Niessen Co. is the lily-of-the-valley. Good business for the season, but too much stock, is the report.

Visitors: W. W. Lee, of George, Inc., Norfolk, Va.; W. Hibbard, of the Durham Floral Nursery, Durham, N. C.; Miss Baumgartner, Milwaukee, Wis.

K.

GUST. RUSCH & CO.
Wholesale Florists
Jobbers in FLORISTS' SUPPLIES.
Phone Main 1245. P. O. Box 206
444-446 Milwaukee St., Milwaukee, Wis.

Wholesale Flower Markets

PHILADELPHIA, Oct. 15.

		Per 100
Roses, Beauty, special	30.00@	40.00
" " fancy	15.00@	20.00
" Mrs. Chas. Russell	6.00@	20.00
" Killarney	2.00@	6.00
" Hadley	6.00@	15.00
" Sunburst	4.00@	10.00
" Wards	3.00@	6.00
" Ophelia	4.00@	12.00
" Columbia	6.00@	20.00
Easter Lilies	20.00@	25.00
Snapdragons	4.00@	6.00
Calendulas	2.00@	3.00
Adiantum	1.00@	1.50
Smilax		.25
Asparagus Strings	.50@	.75
Asparagus bunches		.50
Dagger and Fancy Ferns, per 1,000	3.00@	4.00
Gladioli	2.00@	6.00
Dahlias	2.00@	10.00
Tritomas	4.00@	6.00
Chrysanthemums	20.00@	25.00

ST. LOUIS, Oct. 15.

		Per 100
Roses, Hadley	2.00@	8.00
" Killarney	2.00@	5.00
" White Killarney	2.00@	6.00
" Hoosier Beauty	2.00@	10.00
" Russell	3.00@	15.00
" Ward	2.00@	3.00
" Mrs. Shawyer	2.00@	8.00
" Sunburst	2.00@	8.00
Ferns	2.50	
Carnations	1.00@	8.00

PITTSBURGH, Oct. 15.

		Per 100
Roses, Beauty, special	35.00@	40.00
" " fancy	20.00@	25.00
" " extra	10.00@	20.00
" " No. 1	3.00@	6.00
" Hadley	4.00@	15.00
" Killarney	4.00@	15.00
" Maryland	4.00@	15.00
" Scott Key	10.00@	20.00
" Sunburst	4.00@	15.00
" Mrs. Aaron Ward	4.00@	10.00
" Russell	4.00@	20.00
" Columbia	4.00@	25.00
" Ophelia	4.00@	15.00
" Hilda	3.00@	12.00
Carnations	2.00@	3.00
Cattleyas		50.00
Ferns, per 1,000	2.50	
Sweet Peas	1.00@	2.00
Gladioli	4.00@	8.00
Daisies	1.00@	2.00
Chrysanthemums, per doz.	2.50@	4.00
Galax	1.50	
Plumosus	.35@	.50
Sprengeri	.35@	.50
Dahlias	4.00@	8.00
Smilax, per doz.	3.00	
Mexican Ivy, per doz.	1.00@	7.50

FANCY (Special Picked) FERNS
Leave us your order for regular shipments.
C. A. Kuehn, WHOLESALE Florist
All Seasonable Cut Flowers | Mfr. and Dealer in "Florists" (Brand) Supplies
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McCALLUM CO
Florists' Supplies
PITTSBURGH, PA.
Mention the American Florist when writing

Philadelphia Wholesale Florists' Exchange
Roses, Dahlias, Carnations
Up-to-the-Minute Service. Satisfaction Guaranteed.
1615 Ranstead St., Philadelphia, Pa.

MINNEAPOLIS, MINN.
RICE BROTHERS
Wholesale Florists and Supplies
218 North Fifth St.
Send list in for quotations.

MILWAUKEE, Oct. 15.

		Per 100
Rose, Killarney, W. Killarney	4.00@	8.00
" Ward	4.00@	8.00
" Mrs. Chas. Russell	6.00@	20.00
" Ophelia	4.00@	12.00
" Columbia	6.00@	20.00
" Premier	8.00@	25.00
" Hoosier Beauty	6.00@	12.00
Carnations, assorted	3.00@	5.00
Cattleyas, per doz.	9.00@	12.00
Gypsophilia	.25@	.35
Chrysanthemums, per doz.	2.00@	6.00
Cypenpedium, per doz.		4.00

New York.

PRICES REMAIN STATIONARY.

Concerning prices, there has been little change in the condition of business since our last notes were written. During the past week there were sales of special American Beauty roses at the wholesale rate of $60 per 100, but by October 11, $50 was the top price. Special Columbia, Premier, Mock and Ophelia also held up well. The shorter grades were slower. There was no marked increase in the supply of roses, but in chrysanthemums, dahlias and carnations there was a heavy gain. On October 10, the temperature, in the shade, went up to 80 degrees, and continued on the 11th. If such warm weather continues, the market will be glutted, particularly with dahlias, as there is now more than enough to supply the demand, and while the best bring fair prices, there is a surplus that is hard to move. The supply of chrysanthemums, while on the increase, is not yet anything near as heavy as it is likely to be in the next 10 days. A hot spell at this season will hurt the trade at both ends. It will bring in a heavy supply of stock, and keep good customers of the retail stores out of the city. There has been a marked increase in carnations, but they are moving slowly. Violets continue to arrive, but they are going largely to the street boys and are not factors in the trade. In orchids, the situation is unsatisfactory to both growers and wholesalers. A heavy supply is arriving, and they are hard to move. Some of the hybrids go as high as 75 cents per flower, wholesale, but inferior stock trails down as low as 25 cents.

October 13.—There is a fair amount of business for the opening of the week. There was heavy frost on the night of October 12 in the outlying districts with prospects of more tonight. The dahlia demand is already failing and their finish seems near. A considerable stock of pompon chrysanthemums is now on the market, which is unfavorable to the dahlias. A strike of expressmen is now on, but this does not greatly affect the florists, as most of them now receive their stock by other conveyances.

THE STRIKES.

The citizens of this city may now be said to have strikes to the right of them, strikes to the left of them. The ferryboat hands have now gone on strike, while the longshoremen have made trouble since October 6. The ferry strike is hampering the New Jersey growers that send in their stock by autos. "Cargoes spoiling in port" is the way the Journal of Commerce headlines the longshoremen's strike. Our neighbor, the Tribune, October 11, thus gives the longshoremen's strike in a nutshell: "Strike began last Tuesday, when national adjustment commission made public its new wage awards. Awards increased wages of men from 65 to 70 cents per hour, and from $1 to $1.10 per hour for overtime. The men demand $1 an hour for an eight-hour day and $2 an hour for overtime.

"They went out without sanction of their national leaders, although they had agreed to abide by the decision of the commission. There are now 70,000 deep-sea longshoremen, 15,000 coastwise workers, and about 30,000 men of kindred trade idle as result of the trouble. A total of 108 steamship lines here have closed their piers to freight and passenger traffic; 5,000 carloads of foodstuffs are spoiling, and about 250 more vessels will be made idle by October 13." The employers claim that it is the Bolsheviki element that has caused the trouble.

NOTES.

Guido, Inc., 595 Lexington avenue, recently arranged a fine dinner decoration at the Ritz-Carlton hotel. Oncidiums and cattleyas, with A. Farleyense were the features on the head table. The side table was decorated with a combination of dahlias in yellow effect. The ball room decoration was of palms, smilax and yellow chrysanthemums.

It is stated that William Burns, for the past 30 years in the retail business at 840 Sixth avenue, has sold out to William P. Sears, and will hereafter devote all his time to his extensive real estate holdings. Wm. P. Sears has also been on Sixth avenue at 42nd street, for many years, but recently had to vacate on account of building operations.

Here is a hard luck story: Charles Lawrence, formerly a retailer of this city, who enlisted in a British regiment, and went through the greater part of the war without serious injury, was recently knocked down by an automobile and sustained a fractured skull and broken ribs. We are pleased to state that he is recovering.

Among the passengers that arrived at this port on the Norwegian-American liner Stavangerfjord, from Christiania, Norway, October 8, was Miss Irmelin Nansen, granddaughter of Nansen, the famous arctic explorer, who, it is stated, has come to this country to take a course in gardening at Cornell University, Ithaca, N. Y.

J. W. Hauser and wife have returned from a five weeks' trip through this country and Canada. On the Pacific coast, they visited San Francisco, Los Angeles, Vancouver, B. C., and other points. They were well pleased with the hospitality of the far west, but did not have much time to visit the florists.

"Block parties" and dances have become so popular in this city and vicinity that decorations have been added. Wm. H. Miller, now of Max Schling's staff, was recently awarded first prize for a decoration at such a party and dance, on Bidwell avenue, Jersey City.

Christatos & Koster, who for some years have had a retail store at 717 Madison avenue, have leased the store at Park avenue and 80th street, vacated by the Rosary Flower Co., and will also continue their Madison avenue store.

Sam Seligman, known from coast to coast as a hustling commercial traveler, with particular reference to florists' supplies, has embarked in business for himself, and taken commodious offices at 239-41 Fourth avenue, this city.

Philip Hass, Jr., a well known carnation grower of College Point, this city, was married to Miss Grace Delaney, also of College Point, September 29. The happy couple spent their honeymoon at Niagara Falls.

Harry Bayersdorfer makes the distance between his Philadelphia and local places of business by auto in three hours. One of the firm makes the trip every Monday. They report large European shipments en route.

Secretary John Young, President-elect A. L. Miller, W. A. Manda, Charles Brown, and possibly others, will attend the convention of the Florists' Telegraph Delivery Association at Buffalo, N. Y., October 14-15.

In the strike of employes of the American Railway Express Company, 11,000 men have walked out, including drivers, chauffeurs and helpers, and the express business is practically paralyzed at the railroad terminals.

W. A. Blaedel Sons state that they have already had quite a number of steamer orders. A. F. F.

FUTTERMAN BROS.
Wholesale Florists, 102 West 28th St., New York.
Telephones: Farragut 159 and 9761.
The Right People to Deal With. Consignments Solicited.

C. Lecakes & Co.
Evergreens and Florists' Supplies
Ferns, Galax, Laurel, Leucothoe Sprays, and Moss, Our Specialties.
116 W. 28th St., New York
Telephone Farragut 2315
No connection with any other concern.
Prompt and careful attention to Mail, Telegrah and Telephone Orders.

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WHOLESALE FLORIST
55-57 W. 26th St., New York
Telephone 2046 Farragut

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Telephone 9760 Chelsea
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INC.
133 W. 28th St., NEW YORK
Cut Asparagus Plumosus Sprays a Specialty
Consignments of Cut Flowers Solicited.

Telephone Farragut 9254
EDWARD BRENNER
Wholesale Florist
101 West 28th Street, NEW YORK
Everything in Cut Flowers
Consignments Solicited.

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WHOLESALE FLORIST
55-57 WEST 26TH STREET
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GEO. J. POLYKRANAS
Wholesale Commission Florist
CONSIGNMENTS SOLICITED
104 West 28th St., NEW YORK
Telephone No. 2264 Farragut.

William Mackie
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105 W. 28th St., New York
Telephone 759 Farragut

Walter F. Sheridan
WHOLESALE FLORIST
Telephone Call: 3532-3533 Farragut 133 W. 28th St., New York
All the NEW ROSES, CARNATIONS and Seasonable Flowers.

HORACE E. FROMENT
WHOLESALE COMMISSION
All the New and Standard Varieties of Roses, Violets, Carnations, Valley, Lilies, Etc.
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Telephone Farragut 4338.
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I. Goldstein
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116 W. 28th St., New York
Prompt and careful attention to your interests. Consignments solicited.

Riedel & Meyer, Inc.
WHOLESALE FLORISTS
25 years' experience. Consignments solicited.
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Phone 4024 and 4025 Madison Square.
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Asters	.50@	2.00
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FROM BALTIMORE, Mississippi, Atlantic Transport (London).
FROM BOSTON, Bohemian, Leyland Line (Liverpool).
FROM PHILADELPHIA, Brazilier, Red Star (Antwerp).

October 21.
Vestalia, Cunard-Anchor (Bristol).
FROM NEW ORLEANS, Poeldyk, Holland-America (Rotterdam).
FROM PHILADELPHIA, Keketticut, American (Liverpool).
FROM PHILADELPHIA, Western Ally, American (Glasgow).
FROM PHILADELPHIA, Wathena, Atlantic Transport (London).
FROM BOSTON, West Togus, Atlantic Transport (London).
Brittania, Fabre Line (Marseilles).

October 22.
Canopic, White Star (Naples-Genoa).
FROM MONTREAL, Canada, White Star-Dominion (Liverpool).
Volumnia, Cunard-Anchor (London).
Vindelia, Cunard-Anchor (Glasgow).
FROM PHILADELPHIA, Verbania, Cunard-Anchor (Liverpool).
FROM PHILADELPHIA, Copenhagen, Cunard-Anchor (Bristol).
FROM MONTREAL, Verantia, Cunard-Anchor, (London).
FROM MONTREAL, Vellavia, Cunard-Anchor, (Bristol).
FROM BALTIMORE, Maartensdyk, Holland-America, (Rotterdam).
Victorious, American, (Liverpool).
West Celeron, American, (Glasgow).

October 23.
FROM SAVANNAH, Themisto, Holland-America (Rotterdam).

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The Seed Trade

American Seed Trade Association.

E. C. Dungan, Philadelphia, Pa., President; Wm. G. Scarlett, Baltimore, Md., First Vice-President; David Burpee, Philadelphia, Pa., Second Vice-President; C. E. Kendel, 216 Prospect Avenue, S. E., Cleveland, O., Secretary-Treasurer.

The thirty-eighth annual meeting will be held June, 1920.

PANSY seed is reported quite short.

THE price of bags at Chicago, October 15, was $62.00.

SWEET PEA shortages will be heavier than anticipated earlier in the season.

FRENCH seeds to the value of 1,565,000 francs were exported to the United States in 1918.

PEAS shattered before harvest are producing a second crop in the Sacramento Valley, due to the unusual rains this season.

ONION SETS in the Chicago district are about the same as last week, $2.75 for reds and yellows, and $3.25 for whites, prompt shipment.

VISITED CHICAGO: G. H. Dicks and F. B. Dawson, representing Cooper, Taber & Co., London, England; Morris Smith, Madson Seed Co., Manitowoc, Wis.

NEW YORK, Oct. 15.—Fifteen thousand longshoremen returned to work today at an advance of $10 per month. It is now regarded as certain the others will follow.

SEATTLE, WASH.—A large shipment of Dutch bulbs, including tulips and dahlias, the first important delivery here this season, has been received by Randall-McLaughlin.—H. M.

GRASS SEED.—Prices for grass seed on the Chicago Board of Trade October 15, were as follows: Timothy, $9.50 to $11.00 per 100 pounds. October $12.15 bid; $12.60 bid for March.

L. DAEHNFELDT, of Odense, Denmark, has increased his capital stock to five million kroner, part of which is offered at public subscription. The growing of Dutch bulbs will be undertaken.

TOLEDO, O.—Cash clover opened 20 cents higher and October and December advanced, October 14, with cash offered at $31.20. Timothy was steady, cash being offered at $5.35, October, $5.62½, December, 5.67½, March $5.80 and April $5.75.

CHEHALIS, WASH.—This vicinity is to have a modern seed cleaning establishment, a warehouse here having been purchased by J. W. Elston, of Amity, Ore., who will equip it with up-to-date machinery for grading, sorting and cleaning.—H. M.

SANTA ANA, CALIF.—Records for September show greater rainfall than in any previous coresponding month. Coming during the latter part of the month, it delayed the tomato harvest about one week, and while there was no appreciable loss of seed, some are slightly darker in color, which, however, will not affect the vitality. Good weather has prevailed since the storm passed, the vines have not blighted as is usual following a rain, and with favorable conditions from now on, the yield should be fully as good as anticipated earlier in the season.

Wholesale Seedsmen's League.

Routine business occupied the Wholesale Seedsmen's League at its meeting in New York, October 15, those in attendance including: S. F. Willard, Wethersfield, Conn.; Howard M. Earl and J. L. Hunt, of Jerome B. Rice Seed Co., Cambridge, N. Y.; Charles H. Breck, of Jos. Breck & Sons Corporation, Boston, Mass.; E. J. Flood, representing Robert Buist Co., Philadelphia, Pa.; Kirby B. White and Lem Bowen, of D. M. Ferry & Co., Detroit, Mich.; Arthur B. Clark, of the Everett B. Clark Seed Co., Milford, Conn.; Burnet Landreth, Burnet Landreth, Jr., and F. Landreth, of D. Landreth Seed Co., Bristol, Pa.; E. E. Bruggerhof, of J. M. Thorburn & Co., New York; Curtis Nye Smith, Boston, Mass.; J. C. Vaughan, of Vaughan's Seed Store, New York and Chicago, and Edward Dungan, of the William Henry Maule Co., Philadelphia, Pa.

New York Seed Trade.

Three steamers carrying large lots of Dutch bulbs are lying unloaded at the docks and down the bay because of the continued dock laborers' strike. Even railroad freight depots are near a standstill.

Rejected lots of Paper White narcissus bulbs are being returned to this city on account of scarcity. The unloading of delayed French steamers may relieve the situation.

John Morrison, for the past 14 years with Weeber & Don, has become a member of the Muller & Seely Co., Inc., 47 West 42d street, and will give his attention to extending the seed business of the company.

W. H. Smith, for many years with Peter Henderson & Co., is now with Alex. Forbes & Co., of Newark, N. J.

S. S. Skidelsky thinks this city a good place for autumn bear hunting.

W. E. Marshall & Co. state that they are having good sales of bulbs.

A. F. F.

California Vegetable Seed Crops.

The harvest of California vegetable seed crops at this date (September 30) is practically completed. Many fields have been threshed and recleaned. Where the results are actually known, the figures average fairly close to previous estimates, but wherever a difference is shown the figures have a tendency to be lower instead of higher than the earlier estimates. In fact, a majority of the growers have experienced so many disappointments in cleaning the different varieties that they are reluctant to make positive statements until the final results are known.

Climatic conditions throughout the entire growing season were not favorable and the dry weather had a tendency to mature the crops earlier than usual. Ordinarily this would mean an early clean-up and prompt deliveries, but the shortage of labor caused by the heavy demands for help to handle the fruit crops and other commodities, has hindered seriously the growers, and it is now thought that the clean-up will not be completed so early as usual.

During the last few days of September, light showers fell in the Delta and Santa Clara districts, and nearly an inch of rain fell in southern California. While the rain has been an inconvenience and has caused a little uneasiness among the growers, no serious damage has resulted to date. Many crops are now in the warehouse being recleaned and others are in such shape in the field that they can be protected from the moisture, providing the rain is followed by favorable drying weather.

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JEROME B. RICE SEED CO., CAMBRIDGE, N. Y.

A great deal of uncertainty exists among the growers regarding the status of next year's business. Many of the seed farmers decline to grow at this season's prices because of the prevailing high cost of labor, equipment and so forth, while the trade in general expect lower prices for next year. Many growers state that ordinary farm products are offering a better prospect, with less expense and care in growing. The sentiment is unanimous that the acreage in practically all kinds will be considerably reduced next season.

Radish.—The radish seed crop will be light this year, possibly 40 to 50 per cent of that of a normal year, or approximately 400 pounds per acre. This agrees with previous estimates, though some growers report as low as a 200-pound average on a large acreage. Fortunately the total acreage planted is large and it is thought there will be enough seed to allow a small surplus over present contracts.

Onion.—The onion seed crop is holding up fairly well to earlier estimates. Growers report an average yield of from 300 to 400 pounds per acre. Probably 350 pounds is a fair average estimate. Present demands indicate that supplies of the red and white varieties will be fairly well exhausted, but there may be a surplus of some of the yellow varieties.

Parsnip.—While parsnip is yielding below normal, a fair crop of good quality seed will be obtained and there will be enough to meet all demands. Estimates of the average yield range from 700 to 800 pounds per acre.

Tomato.—The tomato seed harvest in southern California is now at its height, and a normal crop is expected. The final results, however, are still uncertain because harvesting often is not complete until early in December and present climatic conditions are not altogether favorable. Quite a heavy rainfall came the last few days in September, and in case the precipitation continues for many days it will occasion considerable loss, both by the rotting of the fruit, which is now on the ground, and by leaf-blight development. If the the blight does not develop, the rain will be of considerable value in helping to fill out and mature the late crop.

Beet.—The acreage of garden beet this year is large, but the yield per acre will be much below normal. Estimates and actual figures of recleaned crops average from 650 to 800 pounds per acre. An unusual amount of light seed is being blown out in the recleaning process. Mangel beet is somewhat better, though the yield is not up to normal. Apparently former estimates of 900 to 1,000 pounds are fairly accurate. Sugar beet has fared better than the other beet-seed crops and a normal yield is indicated, although the leaf-hopper has appeared in all sections this season and has proved itself a serious menace to the crops. Swiss chard will be a very light crop.

Carrot.—Judging from the fields that have been threshed and recleaned to date the yield will not exceed the earlier estimates of 700 pounds, and in many cases the average will fall below this quantity because of shrinkage in re-

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cleaning. The crop did not start developing until early in May and the dry season caused it to mature early.

Lettuce.—Indications are that the average yield of lettuce will be between 200 and 300 pounds, which is below previous estimates. This crop was severely affected by the unfavorable season. Many growers do not expect over 40 to 50 per cent of a normal crop. However, the acreage is about equal to that of last year and it is thought there will be enough seed to meet present demands.

Squash.—Dry weather throughout the entire growing season, accompanied by a long hot spell in September, has materially affected this crop, and the growers do not expect over 60 to 75 per cent of a normal yield. Possibly the recent showers will prove beneficial and will increase this estimate.

Spinach.—The spinach-seed crop is poor this season. Some of the growers estimate the yield to be as low as 25 per cent of normal. The acreage was considerably reduced. Demand from the trade for this seed is light.

Beans.—It is the consensus of opinion among the growers that seed beans will not be over 60 per cent of a normal crop on a reduced acreage, and some varieties may develop a shortage. Some fields were cut and a few of the early varieties were threshed when the light showers came the last few days of September, but it is thought that the crop will not suffer any serious damage from them.

Garden Peas.—Reports on garden peas run all the way from a total failure to 40 per cent of a normal crop. Stock seed of some varieties probably will be short next season.

Salsify.—A satisfactory yield of good quality salsify seed on a fair acreage was obtained this season. Former estimates of 400 pounds per acre probably are correct.

Sweet Corn.—Only a small acreage of sweet corn for seed is grown in this state, and reports indicate that the crop is in poor condition owing to the unfavorable season.

Pepper.—A normal yield of pepper is indicated.

Cucumber.—Fields of cucumber for seed have developed fairly well this season, and the growers now anticipate nearly a normal yield.

Note. Reports just received (October 8) indicate that since September 30 the rainfall in the principal seed-growing districts in California has been negligible and continued fair weather has prevailed in most sections.—Government Seed Reporter.

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Market Gardeners

Vegetable Growers' Association of America.

E. A. Dunbar, Ashtabula, O., President; Louis F. Miller, Toledo, O., Vice-President; S. W. Severance, Louisville, Ky., Secretary; H. J. Cheney, Grand Rapids Mich., Treas. Next annual convention September 1920.

SAN FRANCISCO, CALIF.—C. C. Morse & Co. have been attracting attention to their establishment with a display of fine squash and pumpkins grown at their trial grounds at Laurellone.

NEW YORK local market gardeners and dealers, by teams in the city, are reaping a rich harvest because of express employes' strike here. Lettuce advanced from 25 cents to $1.25 per crate.

New Jersey Crops Bring High Prices.

Farmers in South Jersey are now closing a season that has not been marked by a single bumper crop, but which has brought in bigger returns, proportionately, than any other similar period for many a year. While the products of the fields and orchards have been in less proportion than usual, the prices received by the growers have averaged more than double what they formerly did.

Prices of Indoor Fruits and Vegetables.

Chicago, Oct. 15.—Cucumbers, bushel basket, $2.25 to $3.00; celery, Michigan, crate, 85 to 90 cents; leaf lettuce, per tomato box, 20 to 22½ cents; radishes, per 100 bunches, $2.00; tomatoes, per box, 50 to 75 cents.

New York, Oct. 13.—Celery, per doz. roots, 15 to 65 cents; cucumbers, basket or crate, $1.50 to $3.00; mushrooms, $1.00 to $4.00 per three-pound basket; tomatoes, carrier, $1 to $2.50; lettuce, per package, 50 cents to $2.00; radishes, per 100 bunches, 50 cents to $2.00

Express Packing Rules Amended.

Preparations are being made to put new express packing rules into effect, December 10, by the United States railroad administration, which recently approved the new requirements. While they will not affect the heavy movement of perishable farm products by express, as such traffic usually travels in crates and barrels, the new packing requirements will be of much interest and importance to farmers who have other commodities to send to market by express, or goods to return to city merchants. The rules will not permit the use of paper wrapping for packages over 25 pounds, nor of ordinary paper boxes, wrapped or unwrapped, when the weight of the contents is over that limit. For shipments over 25 pounds, wooden containers, or fibreboard, pulpboard or corrugated strawboard containers of specified test strengths, are required.

This standardization of express rules will place the express service on the same basis as freight, so far as the character of the cartons used is concerned. In fact, the new express rules were modelled on those of the railroads and require the same kind of containers, except that in the express service, a wider latitude is permitted in the size of the carton used. The new regulations are embodied in Supplement No. 5, to Express Classification No. 26, copies of which may be secured at any express office.

Vegetable Markets.

Reports to the bureau of markets of the United States department of agriculture for the period October 7-13, indicate little change in prices with shipments increasing. Potatoes were unsettled. Maine Green Mountains and Cobblers closed slightly higher than last week. Green Mountains held at $1.82 bulk per 100 pounds f. o. b. shipping points, and in terminal markets, prices were about steady, with slight declines in Boston, New York and Detroit, the average range being around $2.65-$2.75 except in Boston, which was $2.15-$2.25. New Jersey Giants closed slightly lower at an average range of $2.35-$2.55 sacked per cwt. in most Eastern markets. Michigan United States grade No. 1 round whites held steady at slightly lower ranges than last week at $2.10-$2.50 sacked per 100 pounds, but declined in most jobbing markets to $2.40-$2.65, carlot sales closing at $2.00-$2.25 in Chicago. Practically the same prices were paid for round whites f. o. b. Wisconsin shipping points, as in Michigan, closing slightly under last week's range at $2.00-$2.15. Minnesota Red River Ohios were $2.60-$2.65 sacked f. o. b. Minneapolis and Moorhead, closing at $3 in Omaha and Kansas City, declining to $2.60 at St. Louis and bulk stock advancing from last week's range to $3.10-$2.80 carlot sales in Chicago and at $3.00-$3.15 jobbing sales in Columbus. Minnesota white varieties held fairly steady at $2.20-$2.30 sacked per 100 pounds f. o. b. Minneapolis. Colorado stock showed little change in prices. Eastern sacked yellow onions, medium and large sizes, closed at $3.25-$3.33 per 100 pounds f. o. b. Rochester and advanced slightly in most terminal markets, closing at $3 in Boston, $3-$3.25 in Baltimore and $3.50-$4 in Philadelphia and New York. Middlewestern Red Globes, after suffering a decline in the middle of the week closed at $3.40-$3.50 per 100 pounds, sacked at Minneapolis, holding fairly steady in terminal markets at $3.50-$3.65 with prices up to $4 at Kansas City and New Orleans. Middlewestern yellow varieties were fairly steady with a slightly upward tendency, closing at $3.25-$3.50 in Cleveland, Chicago, Detroit and Baltimore, reaching $3.75-$3.85 in Pittsburgh and Cincinnati and $4 in Columbus O. California yellows were steady at about $4 per 100 pounds sacked in practically all markets, but reached $4.50 in Omaha and Fort Worth.

Potato Crop Report for October.

The bureau of crop estimates of the United States department of agriculture in its report on the late or winter commercial potato crop, based on conditions October 1, gives the carlot movement of late potatoes from 17 principal producing states as 129,466 cars or approximately 90,626,200 bushels, as compared with 152,248 cars in 1918, or 85 per cent of last year's commercial yield. The crop has shown some improvement throughout the east and middle west during September. Maine, New York and Pennsylvania now indicate a production of 42,630 cars or 1,812 cars increase over the September 1 estimate, and 892 cars less than last year.

In the heavy producing states of Michigan, Wisconsin and Minnesota, the production promises to be 55,628 cars, an increase of 553 cars over the September 1 estimate, compared with 63,500 cars last year, of 88 per cent of last year's crop. A decrease during the month has occurred in the Rocky Mountain sections, particularly in Colorado, which has declined from the estimate of 10,030 cars September 1 to 7,662 cars October 1, or 52 per cent of last year's crop.

Conditions in the northwest have improved to some extent during the month. Oregon, Idaho and Washington promise to ship 11,723 cars or 223 more than on September 1, as compared with 13,205 cars last year, or 89 per cent of last year's crop. California, Utah and Nevada have shown little change since last month and now promise to ship 6,185 cars as compared with 7,365 cars last year.

Pittsburgh.

TRADE SHOWS DAILY IMPROVEMENT.

Business conditions are improving daily, a larger and better supply of good flowers arriving, and an increased demand has put enough life into the trade to make it compare favorably with last fall. Dahlias are at present the largest arrival in the local market, the quality is very good, and they clean up daily at a good figure. Chrysanthemums are now a factor, Golden Glow, Smith's Advance, October Frost and Unaka arriving in fair quality and meet with ready sale at from $2 to $4 per dozen. Pompons have made an appearance, and are as big a favorite as ever. American Beauties are improving in quality, and the cut is getting larger, special blooms bringing from $5 to $7.50 per dozen. Special grades of Russell, Columbia, and Premier are in short supply, while the receipts of Ophelia, Pink and White Killarney, Sunburst and Hoosier Beauties just about equals the demand. Carnations are improving, and will soon become a factor. Arrivals of sweet peas, calendulas and yellow daisies are small, and not of very good quality. As there has been no frost in this district, the farmers are still bringing in large quantities of dahlias and other outdoor stock which has a tendency to keep the market unsettled.

NOTES.

Dave Hill has taken over the stand in the Davis Arcade on Fifth avenue, and while several have tried out this location, and never made a success of it, Dave is optimistic, and if any one can make it pay, he is the one.

Randolph & McClements arranged a large wedding decoration at Connellsville, Pa., October 11. Dahlias were used in large numbers.

George Wessenauer, of Sewickley, Pa., is improving after undergoing a serious operation at the Sewickley general hospital.

Butz Bros., of New Castle, Pa., are cutting some fine orchids at present.

M.

BUFFALO, N. Y.—The Quality Flower Shop, with a capital stock of $10 000, has been incorporated by Wm. S. Caywood, Raymond Voght and Louis Sterns, all of this city.

KINGMAN, Kan.—The new range of the Kingman Floral Co., covering over 8,000 feet of ground, has been completed and has been opened for business under the management of Cecil Riggs.

"Market Gardening"

An elementary text book containing 102 pages, 5x7, with 36 illustrations, by F. L. Yeaw, manager of the Oasis Farm & Orchard Co., Roswell, N. M.

Cloth Bound, 75 Cents.

American Florist Co.

440 S. Dearborn St., CHICAGO

SWEET PEAS

WINTER FLOWERING SPENCER VARIETIES

Trade Packets contain ¼ oz.

	Trade pkt.	Oz.	Lb.
Early Amethyst. New. An Early Royal Purple	$0.75	$2.50	$ ....
Early Asta Ohn. Identical in color and size of blossom to the popular late flowering Asta Ohn. This is sure to be the most popular lavender	.25	.80	10.00
Early Bohemian Girl. Deep pink, standard orange blush	.20	.50	6.00
Early Blanche Ferry. Pink and white, extra selected stock	.20	.65	8.00
Early Fordhook Pink and White	.20	.50	6.00
Early Heather Bell. The color is a rich but pleasing mauve, but after standing in water the color becomes a beautiful mauve lavender	.30	.90	12.00
Early Helen Lewis. Very fine shade of salmon pink	.25	.80	10.00
Early Liberty. Brilliant red	.25	.85	10.00
Early Melody. This is a deeper shade of pink than "Early Song Bird" on white ground, closely resembling "Countess Spencer"	.20	.65	8.00
Early Miss Louise Gude. One of the largest and best in the shell pink class	.25	.85	10.00
Early Morning Star. Deep orange scarlet or flame color in standard, with rich orange pink wings. Under glass it is magnificent	.30	.90	12.00
Early Mrs. A. A. Skaach. Flowers bright shell pink. Sow in late fall and winter for spring blooming	.20	.65	8.00
Early Mrs. Chas. A. Zvolanek. One of the largest and best clear lavender	.25	.85	10.00
Early Mrs. M. Spanolin. Black-seeded white	.20	.65	8.00
Early Mrs. William Sim. Apricot pink	.20	.65	8.00
Early Othello. New. Rich deep maroon	.75	2.50	
Early President Woodrow Wilson. Magenta rose	.20	.65	8.00
Early Rose Queen. A splendid commercial pink, best seller on Chicago market. Sow in summer for winter blooming	.30	.90	12.00
Early Song Bird. Pale pink with a distinct tint of buff	.20	.65	8.00
Early Songster. Giant early lavender	.30	.80	10.00
Early Spring Maid. Light pink on a cream ground. It is a most effective flower and carries a great wealth of blossoms borne in fours on long stems	.30	.80	10.00
Early Snow Flake. This is the best early-flowering white-seeded Spencer. The blossoms are very large and of the best waved Spencer form. The flowers are borne in wonderful profusion on long stems	.30	1.00	14.00
Early The Beauty. The flowers are more apart, making very large bunches; the color is a very dark fiery rose	.20	.65	8.00
Early Venus. Standard white, slightly blushed pink wings	.20	.65	8.00
Early Warbler. Rich mauve purple	.25	.80	10.00

	Trade pkt.	Oz.	Lb.
Early Wedgewood. Identical in color and size of blossom to the late flowering Wedgewood, and is a magnificent clear blue	$0.25	$0.80	$10.00
Early White Orchid. White flowers of good substance	.20	.65	8.00
Early Yarrawa. The color on opening is rose, changing as the flower develops to a light pink standard, tinted buff with blush wings	.20	.65	8.00
Early Zvolanek's Blue. Very large, of the brightest blue, or Blue Jay color	.25	.80	10.00
MIXED, Winter Flowering Spencers, many kinds	.15	.50	6.50

A New Winter Early Flowering

RED SWEET PEA (Spencer)

"EARLY AVIATOR"

This is to our knowledge the best **Scarlet Winter Flowering Sweet Pea.** It is a much better shade of red than King Edward, being without that objectionable blue tint.

Trade Pkt. (¼ oz.) 90c; oz., $3.00.

NEW YORK: 41-43 Barclay Street **VAUGHAN'S SEED STORE** CHICAGO: 31-33 W. Randolph St

Mention the American Florist when writing

Chrysanthemum Plants

Caprice varieties, all colors, 75c, $1.00 and $1.50 each.

BEGONIA CHATELAINE

5 inch . . . . . 50c; 6 inch . . . . . 75c and $1.00 each.

The Park Floral Co., Denver, Colo.

Mention the American Florist when writing

The Nursery Trade

American Association of Nurserymen.

J. Edward Moon, Morrisville, Pa., President; Lloyd C. Stark, Louisiana, Mo., Vice-President; John Watson 400 Nassau Street, Princeton, N. J., Secretary; J. W. Hill, Des Moines, Iowa Treasurer.

Forty-fifth annual convention will be held at Chicago, June, 1920.

PEONY sales are reported heavy this fall.

OAKLAND, CALIF.—The Vallance Nurseries report an unprecedented demand for fruit trees and roses, with orders for other stock also greater than in any previous year.

THE United States department of agriculture, in Farmers' Bulletin 1080, presents much interesting information on the subject of "Preparation of Barreled Apples for Market," including harvesting, grading and packing, packing houses and hauling.

Walnuts Under Trade Mark.

Do not be surprised if in the near future you see full page advertisements appealing to the public to use "X, Y. Z.'s Walnuts known by the trade mark, accept no substitutes", for a $10,000 prize has been offered to the one who invents a machine for branding the shell of each English walnut in a yearly crop that every year benefits business to the amount of $10,000,000. Devices submitted will be tested by a committee from the Walnut Growers' Association. At present, the system for marking the sack with the association label is unsatisfactory.

California Big Trees Oldest Living Things

Authorities who have examined the big trees of California declare that they have grown more than 4,000 years. They were growing when the pryamids of Egypt were built; they were old trees when Rome was founded and had been growing for centuries when Columbus set out on the voyage that proved so important. Some of the ruins of Greece and Assyria, of course, antedate these trees, but no growing things. If man's greed would spare these trees they would doubtless live for hundreds of years to come, for the ordinary forest fire has no effect upon them. They are, however, wanted for timber.—Indianapolis News.

Fruit Crop Estimates.

Apples.—The commercial apple crop for the United States is now estimated at 23,177,000 barrels, or 105,000 barrels increase over the September estimate and, compared with a production of 24,724,000 barrels in 1918, according to the October report as issued by the bureau of crop estimates through its fruit crop specialists. Changes have occurred in the Yakima valley, which has decreased about 1,500 cars from the September estimate, and in southern Idaho, which has decreased about 500 cars, due in both cases principally to late infestation of codling moth. Colorado has also decreased about 10 per cent and quality is extremely poor, particularly in the Grand valley. On the other hand, California and Oregon have increased over earlier estimates. There has been an increase in the barreled apple crop in the Hudson valley and parts of New England. Arkansas is harvesting a bumper crop of fine fruit under extremely unfavorable conditions, there being a very serious car shortage which threatens to keep much of the fruit from market.

Pears.—The October estimate of the commercial pear crop indicates an increase of about 175,000 bushels over the September 1 estimate. The crop in California remains the same as last month, but the crops in Illinois and New York have shown an increase of about 20 per cent. Delaware, on the other hand, has declined about 10 points. The crop of Bartletts in most of the important Bartlett producing sections turned out to be nearly a full crop. Kiefers are very short, particularly in Delaware, New Jersey, Michigan, Illinois and the upper Hudson valley.

Arnold Arboretum Plants Stolen.

The theft of some of the rarest plants in the Arnold Arboretum, Boston, Mass., was discovered October 1. These plants, all imported specimens, were removed from the Azalea path, on the side of Bussy hill, and included some of the most highly prized exhibits in the arboretum. These plants, many of which were brought from China by Prof. E. E. Wilson, the assistant director and plant scout of the arboretum, are the only ones in this country and would be hard to duplicate. All are leas, one of which bloomed for the first time this season. In one case there were two plants, the only specimens in the United States. The vandal took one and left the other.

The arboretum authorities have offered a reward of $200 for information that will lead to the apprehension of the vandal, but they are particularly anxious to recover the stolen plants, as they cannot be duplicated without great labor and expense.

Nursery Stocks in Finland.

The only important fruit tree in Finland is the apple, of which 150,000 to 200,000 trees are used annually, according to Consul Parker W. Buhrman at Helsingfors. Only a few thousand grafts are imported, however, and these, without exception, have come from Germany or Sweden. Domestic production has proved more satisfactorily on account of the difficulty of getting original stock that is hardy enough for Finland's rigorous climate. The nurserymen suggest the possibility of the importation of small experimental lots of hardy trees from the colder sections of the United States, as such trees will probably be better adapted to the climate of Finland. Greenhouse plants and ornamental trees are imported in considerable quantity.

Lifting and Storing Dahlia Roots.

After the plants are cut down by frost in the autumn, it is customary to allow them to stand for a week or two, on the theory that the roots may thereby perfect their ripening for the winter and that they are better off in the ground than they would be in any cellar. However, if there is much tendency to throw suckers or new shoots, it is probably better to dig the roots at once, as the new shoots are likely to weaken the roots by drawing away more than they give back. And one must remember that it is from the crown or stembase, rather than from the roots, that the shoots for next year are to come, and that this crown might be damaged by a freeze that would not injure the lower-lying roots themselves. —American Dahlia Society Bulletin.

ST. LOUIS, MO.—In a will filled in probate court, September 29, the florist business of Miss Mattie S. Newman, who had been in business in this city for 28 years at 3720 Olive street, and who died recently at her summer home in Colorado, is bequeathed to Miss Julia A. Armstrong, friend and business associate.

Plant Propagation, Greenhouse and Nursery Practice.

By M. G. Kains.

342 pages. Illustrated. Price $1.75.

American Florist Co.
440 S. Dearborn St., CHICAGO

SNOW QUEEN CANNA
Awarded Certificate of Merit at S. A. F. & O. H. New York Convention. And 100 other notable kinds. Always ask for
SWASTIKA BRAND CANNAS.
The CONARD & JONES CO. WEST GROVE PENN'A.
Robert Pyle, Pres. Ant. Wintzer, Vice-Pres.

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Storrs & Harrison Co.
PAINESVILLE NURSERIES
Catalogues and Price Lists Free on Application.
PAINESVILLE, - OHIO

Hill's Evergreens
BEST FOR OVER HALF A CENTURY
Small, medium and large sizes supplied.
Price list now ready.
The D. Hill Nursery Co.
Evergreen Specialists Largest Growers in America
Box 404. DUNDEE, ILL.

HARRISONS' NURSERIES
Fruit Trees Budded from Bearing Orchards. Peach, apple, pear, plum, cherry, quince, grape-vines, strawberry plants, raspberries, blackberries, evergreens and shade trees. Catalog free.
Harrisons' Nurseries, Box 39, Berlin, Md.

Ibolium The New Hybrid **Hardy Privet** (L. Ibota x Ovalifolium) Now sent out for the first time. Inquire for further information
One-year field-grown plants, $5.00 each. Summer rooted, frame-grown, $3.00 each. Nov. 25th delivery.
THE ELM CITY NURSERY CO., WOODMONT NURSERIES, Inc., Introducers of **Box-Barberry**, well rooted summer frame cuttings, $65.00 per 1000. NEW HAVEN, CONN.

RAFFIA is again obtainable. You can now get prompt shipments from our really big stocks in either Chicago or Camden.

We are carrying an extra fine quality West Coast Raffia in an extensive range of rich colors.

The strands are exceptionally long, extra wide, pliable and strong.

Be sure to send for our color card No. 8 and price list.

KOMI-RAFFIA

Ready to deliver. Put up in attractive 1⅓ oz. boxes, 12 boxes of one color to a carton.

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CAMDEN, N. J.
2440 Washburn Ave., CHICAGO, ILL.

Now Is the Time to Push Plants

Our stock contains the best finished and largest assortment of foliage and flowering plants in this country. Quicken your sales with a sample order for the fall opening. **Craig Quality Ferns, Dracaenas, Areca, Crotons, Pandanus** and **Ficus** will bring you profitable business. Order now.

ROBT. CRAIG CO., Branch: Norwood, Pa., **4900 Market St., Philadelphia, Pa.**

Miscellaneous Plants

Boston Ivy
Clematis Paniculata
Shrubs
Raspberries, Blackberries
Evergreens
Ornamental Trees
Perennials
California Privet Hedge
Japan Barberry

Prices on request.

Peter Bohlender & Sons
Tippecanoe City, Ohio

SMILAX

Extra Good, Well-Rooted Plants.
From 2-in. pots, $2.00 per 100; $18.00 per 1000.

BOSTON YELLOW DAISIES.
A special good strain; from 2-in. pots, $3.50 per 100.

LETTUCE, Grand Rapids Forcing, $1.00 per 1000; $8.50 per 10,000.

Elmer Rawlings, Wholesale Grower, ALLEGANY, N. Y.

GERANIUMS

S. A. Nutt, at $15.00 per 1000, up to Nov. 1st. Other varieties all sold until then.

Winter prices starting Nov. 1st.

S. A. Nutt and Buchner..at $18.00 per 1000
Poitevine and Ricard....at 22.00 per 1000

ALBERT M. HERR, LANCASTER, PA.

CHAS. H. TOTTY

MADISON, NEW JERSEY
WHOLESALE FLORIST

Chrysanthemum Novelties My Specialty

MONTREAL, QUE.—Hall & Robinson are adding one house 25 x 135 feet at their range.

KINGSTON, N. Y.—September 22-27 was "Dress Up Week" here. In addition to all of the seasonable flowers, the Burgevin Shop had one fine window of fruits from the state fair, Delaware grapes, Wolf River apples, as well as other varieties, ideal in size and color.

PANSIES

200,000 Fine Plants, Giant Strain, $3.00 per 1000

ALYSSUM, Double Giant, 2-in., $2.00 per 100; $18.00 per 1000.
ASPARAGUS Sprengeri, 2½-in., $4.00 per 100.
BELLIS DAISY, White and **Pink,** $3.00 per 1000.
CALENDULA Orange King, 2-in., $2.00 per 100; Seedlings, $1.00 per 100.
GERANIUM Madame Sallerol, 2-in., $2.50 per 100.
PRIMULA Malacoides, Lavender, 2-in., $3.00 per 100.
SMILAX, 2-in., $2.50 per 100.
SNAPDRAGON, Giant White, Pink and **Yellow,** 2-in. pots, $3.00 per 100.
TABLE FERNS, Assorted, 2-in., $4.00 per 100.
R. C. DAISIES, Sanders and **Giant White,** $1.50 per 100; **Boston Yellow,** $2.00 per 100.
CUPHEA, 90c per 100.
DBL. PETUNIA, as fine a strain as any, $1.50 per 100.

—Cash.—

BYER BROS., Chambersburg, Pa.

I have above my requirements

500 Pot Grown French Hydrangeas

In mixtures.

Top-notch stock at
$75, $100, $125 and $150 per 100.

A. L. MILLER, Jamaica, N. Y.

ABUNDANCE OF STOCK

	Per 100	Per 1000
2¼-inch Smilax plants	$ 2.75	$25.00
2¼-inch Snapdragons, white, pink and yellow	5.00	48.00
4-inch Marquerites, white and yellow	15.00	
25,000 Vincas, field grown	8.00	75.00
10,000 Bench Ferns, 5 varieties, $25.00 and $30.00 per 100.		

Packing free of charge. Liberal extras.

Alonzo J. Bryan
Wholesale Florist
Washington, New Jersey

Carnation Laddie

R. C., Feby. and March Delivery,
$10.00 per 100; $90.00 per 1000.

The demand for this Carnation will far exceed the supply.

F. DORNER & SONS CO., Lafayette, Ind.

THE BOOK OF GLADIOLUS

THE first authoritative book on this bulb ever printed in America, or possibly the world, issued April 1, 1911. This 120-page book, written by Matthew Crawford and Dr. Van Fleet, contains many chapters covering all sides of growing, propagating storing, etc., and also some pages of valuable cultural notes gathered from reliable sources. A necessity for both amateur and grower. The book is bound in cloth and fully illustrated.

PRICE, POSTPAID, $1.25

AMERICAN FLORIST CO.
440 S. Dearborn St.
CHICAGO.

CHRYSANTHEMUM SPECIALISTS

Elmer D. Smith & Co.
Adrian, Mich.

Carnation Laddie

Rooted Cuttings, Jan. 1st, 1920, Delivery.
$8.00 per 100; $75.00 per 1000. Order now

A. F. LONGREN,
4249 West Monroe St., CHICAGO, ILL.

If you are interested in
POINSETTIAS
and four and five inch
BOSTON FERNS
for immediate delivery, write
GEO. A. KUHL, Wholesale Grower PEKIN, ILL.

Ready Reference Section.

12 CENTS, NET, PER LINE.

ALYSSUM.

Alyssum, Double Giant. 2-inch, $2.00 per 100. Elmer Rawlings, Allegany, N. Y.

Alyssum. Double Giant, 2-in., $2.00 per 100; $18.00 per 1,000. Byer Bros., Chambersburg, Pa.

ASPARAGUS.

Asparagus plumosus, 2¼-in., 3½c; 3-in., 7½c; 4-in., 12½c. Sprengeri, 3-in., 7c. Cash. L. J. ROWE, Titusville, Pa.

Asparagus Sprengeri, 2½-in., $4.00 per 100. Byer Bros., Chambersburg, Pa.

ASPIDISTRAS.

Aspidistra, green, 10-in. tubs, 20 to 24-in. high, $5 to $8; 12-in. tubs, 22 to 28-in. high, $8 to $10 each. Vaughan's Seed Store, Chicago and New York.

BEGONIAS.

Begonias. Luminosa and Prima Donna, 2¼-in., $6.00 per 100; $50.00 per 1000. Wm. F. Kasting Co., 568-570 Washington St., Buffalo, N. Y.

Begonia (pink) in bloom. Fine for Xmas. 4-in., 15c. Cash. L. J. ROWE, Titusville, Pa.

Begonia Chatelaine, 5-in., 50c; 6-in., 75c and $1.00 each. Park Floral Co., Denver, Colo.

BOXWOOD.

CHOICE BOXWOOD SPRAYS

Write us today for prices on Fall and Winter deliveries. Best merchantable fancy tips Dwarf variety. Quality guaranteed. Satisfactory delivery assured to all parts of U. S. A. and Canada.

PITTSBURGH CUT FLOWER CO.,
116-118 Seventh St. Pittsburgh, Pa.

BULBS.

Bulbs—Calla, 1¼-1½-in., $7.00 per 100; 1½-2-in., $10.00 per 100. Lilium Candidum, 20-22 ctms., $11.00 per 100; 22-24 ctms., $15.00 per 100. Vaughan's Seed Store, Chicago and New York.

Dutch Bulbs. Hyacinths, tulips and narcissi. For varieties and prices see display advertisement elsewhere in this issue. A Henderson & Co., 166 N. Wabash Ave., Chicago.

White Calla Lily bulbs, ready for immediate shipment, 5 to 6-in. circ., $12.00 per 100; second size, $10.00 per 100. Cash. K. G. SCHULZE, Sawtelle, Calif.

Bulbs, Holland and French. Ask for our quotations. General Bulb Co., 110 Water St., New York.

CALENDULAS.

Calendula Orange King, 2-inch., $2.00 per 100. Seedlings, $1.00 per 100. Byer Bros., Chambersburg, Pa.

CARNATIONS.

Carnation Laddie, rooted cuttings. Jan. 1st delivery. $8.00 per 100; $75.00 per 1000. A. F. Longren, 4249 W. Monroe St., Chicago.

CARNATIONS.

FIELD-GROWN CARNATION PLANTS

Order Now! Play Safe! Supply Limited!

	100	1000
White—		
White Enchantress	$12.50	$120.00
Matchless	11.00	100.00
White Pearl	12.50	120.00
White Wonder	12.50	120.00
Crystal White	12.50	120.00
Pink—		
Nancy	12.50	120.00
Pink Enchantress	12.50	120.00
Alice	12.50	120.00
Akehurst	12.50	110.00
Rosette	11.50	110.00
Miss Theo	12.50	120.00
Enchantress Supreme	15.00	140.00
Red—		
Good Cheer	11.00	100.00
Beacon	12.50	120.00
Thenanthos	11.00	100.00

M. C. GUNTERBERG
Wholesale Florist
Randolph & State Sts. Chicago, Ill.

FIELD-GROWN CARNATION PLANTS.

	100	1000
Albert Roper	$7.50	$60.00
Alice	7.50	60.00
Rosette	7.50	60.00
Good Cheer	7.50	60.00

PETER REINBERG
Wholesale Florist
30 E. Randolph St., Chicago

Carnations; rooted cuttings. Laddie. $90.00 per 1000. F. Dorner & Sons Co., Lafayette, Ind.

CHRYSANTHEMUMS.

Chrysanthemums, Caprice varieties, all colors, 75c, $1.00 and $1.50 each. Park Floral Co., Denver, Colo.

Chrysanthemums in all leading varieties. Write for list. Elmer D. Smith & Co., Adrian, Mich.

DAISIES.

Daisies, Bellis Monstrosa, pink or white; also Longfellow and Snowball; fine strong plants; $3.00 per 1,000; $8.25 per 3,000. Cash. BRILL CELERY GARDENS, Kalamazoo, Mich.

FERNS.

Ferns. Pot grown; shipped without pots. Boston and Scottii, 4-in., $3.00 per doz.; $20.00 per 100. 5-in., $4.80 per doz.; $35.00 per 100. R. Vincent, Jr. & Sons Co., White Marsh, Md.

Ferns. Victory. A new and valuable variety of Nephrolepis. For sizes and prices see advertisement on front cover page of this issue. F. R. Pierson, Tarrytown, N. Y.

Boston ferns out of the bench ready for 6 and 8-inch pots. Come and see the stock and for prices. J. H. FIESSER, North Bergen, N. J.

Ferns. Boston 4-in., 20c and 25c. Bench grown, ready for 6-in. Strong, 50c. Cash. L. J. ROWE, Titusville, Pa.

Fancy Ferns, special picked. C. A. Kuehn, 1312 Pine St., St. Louis, Mo.

FREESIAS.

Freesias Purity, ⅛ to ⅞-in., $1.25 per 100, $10.00 per 1,000; ⅝ to ¾-in., $1.75 per 100, $15.00 per 1,000; ¾-in. and up, $2.25 per 100, $20.00 per 1,000. A. Henderson & Co., 166 N. Wabash Ave., Chicago.

Freesias Imp. Purity ⅜-½-in., $6.00; ½-in. plump, $8.00 per 1000. Colored (Fardel's), separate colors, $5.00 per 100; $45.00 per 1000. Mixed, $4.50 per 100; $40.00 per 1000. Vaughan's Seed Store, Chicago and New York.

Freesia Purity. ½-⅝-in., $9.50 per 1,000; ⅝-¾-in., $15.00 per 1000. S. S. Skidelsky & Co., 50 Park Place, New York, N. Y.

GERANIUMS.

Geraniums. Nutt and Castellaine, 2¼-in., 3½c, $30 per 1000; 3-in., 4½c, $40 per 1000. Cash. L. J. ROWE, Titusville, Pa.

Geraniums. S. A. Nutt, $15.00 per 1,000. Albert M. Herr, Lancaster, Pa.

HYDRANGEAS.

HYDRANGEAS

Strong, healthy field-grown plants. Best French varieties, $20.00 per 100.

ELI CROSS
Grand Rapids, Michigan.

Hydrangea, Otaska and French, pot grown, 5-in., 30c; 6-in., 35c. Cash. L. J. ROWE, Titusville, Pa.

IVIES.

Hardy English Ivy. Strong plants from 3-in., $3.50 per 100. R. Vincent, Jr. & Sons Co., White Marsh, Md.

KENTIAS.

Kentia Belmoreana. Average in 3 and 4 leaves, good strong plants out of 2¼-in. pots at $15.00 per 100. Prices on larger quantities on application. J. H. FIESSER, 711-741 Hamilton Ave., North Bergen, N. J.

NARCISSUS.

NARCISSUS BULBS, HOLLAND STOCK

Fine bulbs and many double nosed.

	Per 100
Emperor	$ 4.00
Sir Watkin	4.00
Gloria Mundi	4.00
Golden Spur	4.00
Madam De Graff	4.50
Glory of Leiden	5.50
Glory of Noordwijk	8.00
King Alfred—Double Rose	20.00
King Alfred—Round Bulb	12.00
Spring Glory—Very Early	12.00
White Lady	3.00

HOME GROWN

20,000 mixed, containing Emperor, Empress, Sir Watkin, Barri Conspicuus, Sulphur Phoenix and others, $10.00 per 1000. Cash please.

TAIT BROTHERS,
P. O. Box 556 BRUNSWICK, GEORGIA.

Narcissus. Emperor, double nose, $45.00; Victoria, $30.00; Vaughan's Xmas Glory, $40.00; Trumpet Major, $25.00 per 1000. Vaughan's Seed Store, Chicago and New York.

Narcissus Paper White Grandiflora. Ready for immediate shipment. Write for prices. Hogewoning & Sons, Inc., 32 Broadway, New York.

If You Do Not Find What You Need In Our Ready Reference Department, Write Us About It.

ORCHIDS.

HASSALL & CO., orchid growers and raisers, Southgate, London, England. Cattleyas, Laelio-Cattleyas our specialty. One trial order solicited.

Orchids of all kinds, established and semi-established. Lager & Hurrell, Summit, N. J.

PALMS.

Palms, high class, and novelties in decorative plants. Robert Craig Co., Market and 49th Sts., Philadelphia, Pa.

PANSIES.

Pansy Plants, strong and stocky. "Superb Strain," $4.00 per 1,000; 3,000 for $11.25; 5,000 for $17.50. Cash. These plants and strain will please you. BRILL CELERY GARDENS, Kalamazoo, Mich.

Pansies. 200,000 fine plants, Giant strain, $3.00 per 1,000. Byer Bros, Chambersburg, Pa.

PEONIES.

Jeanne D'Arc, Delicatissima, Duchess D'Orleans, Festiva Maxima, $15 per 100; E. Superba, $20; F. Ortegat, $25; Queen Victoria, $10. Peonies to color, $10. J. J. STYER, Concordville, Pa.

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of THE AMERICAN FLORIST, published weekly at Chicago, Ill., for Oct. 1, 1919.

State of Illinois, County of Cook.

Before me, a Notary Public in and for the state and county aforesaid, personally appeared Michael Barker, who, having been duly sworn according to law, deposes and says that he is the editor and business manager of THE AMERICAN FLORIST, and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management, (and if a daily paper, the circulation, etc.,) of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in section 443, Postal Laws and Regulations, printed on the reverse of this form, to wit.

1. That the names and addresses of the publisher, editor, managing editor, and business managers are:

Publisher, American Florist Company, 440 South Dearborn Street, Chicago, Ill.

Editor and Business Manager—Michael Barker, 440 South Dearborn Street, Chicago, Ill.

2. That the owners are: (Give names and addresses of individual owners, or, if a corporation, give its name and the names and addresses of stockholders owning or holding 1 per cent or more of the total amount of stock.) Estate of E. Asmus, W. Hoboken, N. J.; M. Barker, 440 S. Dearborn St., Chicago, Ill.; David Burpee, 475 N. Fifth St., Philadelphia, Pa.; John Burton, Willow Grove Ave., Chestnut Hill, Pa.; J. D. Carmody, Evansville, Ind.; W. W. Coles, Maple Hill Rose Farms, Kokomo, Ind.; Robt. Craig, 49th and Market Sts., Philadelphia, Pa.; Emresa J. Dickey, Wahiawa, Oahm, Hawaii; Wm. Falconer, Allegheny Cemetery, Pittsburgh, Pa.; Maggie Harris, 55th St. and Springfield Ave., Philadelphia, Pa.; William K. Harris, 1406 So. 51st st., Philadelphia, Pa.; Mrs. Sarah Lonsdale, Jefferson Flats, 1021 De La Vina St., Santa Barbara, Calif.; Mrs. Catherine Mathison, Waltham, Mass.; John N. May, Summit, N. J.; Mark P. Mills, 5823 Chester Ave., Philadelphia, Pa.; F. R. Pierson, Tarrytown, N. Y.; Blanche L. Sailer, care of Randolph Sailer, 929 Chestnut St., Philadelphia, Pa.; Estate of Louise Schiller, 2207 W. Madison St., Chicago, Ill.; H. A Siebrecht, New Rochelle, N. Y.; W. J. Stewart Estate, 252 Highland Ave., Winchester, Mass.; J. C. Vaughan, 31 W. Randolph St., Chicago, Ill.; Annie G. Whitnall, 4001 Harvard blvd., Los Angeles, Calif.; C. B. Whitnall, 419 E. Water St., Milwaukee, Wis.

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AMERICAN FLORIST COMPANY.
Michael Barker, Sec'y.

Sworn to and subscribed before me this 9th day of October, 1919.

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[SEAL.]

(My commission expires Aug. 17, 1921.)

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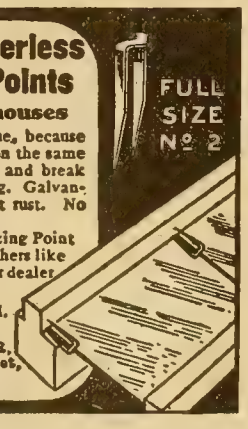

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Vol. LIII. **CHICAGO AND NEW YORK, OCTOBER 25, 1919.** **No. 1638**

THE AMERICAN FLORIST

ESTABLISHED 1885

Copyright 1919 by American Florist Company.

Entered as Second Class Matter Nov. 11, 1891 at the Post Office at Chicago, Illinois, under act of March 3, 1879.

PUBLISHED EVERY SATURDAY BY

AMERICAN FLORIST COMPANY,

440 S. Dearborn St., Chicago.

Long Distance Phone: Harrison 7465.

Registered Cable Address: Ameflo, Chicago.

Subscription, United States and Mexico, $1.50 a year; Canada, $2.00; Europe and Countries in Postal Union, $2.50. Volumes Half Yearly From August 3, 1901. Single Copies, 10 cents.

Address all correspondence, subscriptions, etc., American Florist Co., 440 S. Dearborn St., Chicago

SOCIETY OF AMERICAN FLORISTS AND ORNAMENTAL HORTICULTURISTS.

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The thirty-sixth annual convention will be held at Cleveland, O., August, 1920.

CHRYSANTHEMUM SOCIETY OF AMERICA.

Next annual convention and exhibition, New York, November 5-7, 1919. OFFICERS: WM. W. VERT, Greenwich, Conn., President; C. W. JOHNSON, 2242 W. 109th Street, Chicago, Secretary.

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Next annual exhibition, June 1920. OFFICERS —G. W. KERR Doylestown, Pa., President; WM. GRAY, Bellevue Rd., Newport, R.I., Secretary.

FLORISTS' TELEGRAPH DELIVERY.

Next annual meeting, Indianapolis, Ind., October, 1920. OFFICERS — PHILIP BREITMEYER, Detroit, Mich., President; IRWIN BERTERMANN, Indianapolis, Ind., Vice-President; ALBERT POCHELON, Detroit, Mich., Secretary; WM. L. ROCK, Kansas City, Mo., Treasurer.

SUGGESTIONS FOR PLANT GROWERS.

Dahlias.

Before the dahlias were through blooming they should have been carefully named and a label properly inscribed fastened to each plant that it is desired to save. As soon as the plants are killed by the frost they should be cut down and the tubers dug. Leave about six or eight inches of stem and firmly attach the label to this in such a manner that it cannot become loosened and lost. A good, dry cellar, either with a cement or earthen bottom, will keep them nicely through the winter, but it should be frost proof and not too near a boiler or heater. The tubers can be placed closely together and then covered with soil and they will come through the winter and the tubers will be nice and plump in the spring. They should be occasionally examined to see that they are not getting too dry or shriveling. If this happens cover the soil with papers and then sprinkle the paper and the soil will absorb the moisture.

Gladiolus.

As soon as the frost has killed down the foliage the gladiolus bulbs should be lifted and dried off. Keeping the varieties separate, the bulbs, with the tops attached, should be laid out in layers either on a light, dry shed floor or on boards in the open air where they can be protected at night during frosty weather. A set of boards or frame shutters spread along on the south side of a building make a very fine place to dry them off and fully ripen the bulbs. Have plenty of covering handy that can be thrown over them on cold nights. When thoroughly ripened the bulbs can be broken from the tops and packed away. Look the bulbs over carefully for any diseased spots and if any having these are found keep them separate from the sound ones, for it is the prevailing opinion that the disease may be communicated to a sound bulb by coming in contact with a diseased one. Of the finer varieties and those which it is desired to increase, save all the small corms, and these can be planted to grow on in succeeding years to make flowering bulbs. There are so many new and meritorious varieties now being placed upon the market that the grower who has a market for gladioli should make it a point to use these, for the advance has been very rapid and many of the new ones are far ahead of the older varieties. This flower has forged rapidly ahead in the last few years as a cut flower, and with the improvement now going on is bound to retain its popularity.

After Chrysanthemums.

The early chrysanthemums are now through flowering and the space that they have occupied should be made of use by a growing crop. The soil in which they have been grown should be removed. It is very seldom that a good crop of any flower can be grown in the soil that has produced chrysanthemums. While it looks to be all right and often has much manure in it that the chrysanthemums have not taken up, yet our experience has been that the soil will not grow a succeeding crop. It is better to throw it out in a pile where it can be subjected to the sweetening process of nature. The stock plants of the chrysanthemums can be selected and blocked up closely together and the surplus stock sold, and the space made ready for a following crop. Many growers frequently ask what can be grown to follow chrysanthemums. It depends greatly upon what the trade demands. Where the early frosts are not severe, the single violets are left in the field and planted in the beds, but in the northern section of the country the weather is often too severe, the plants being badly frozen and will not recover until mid-winter. Plant growers will require the space for the growing plants and the lilies where planted early can be

moved into the benches. Sweet peas make a good crop in these beds for spring blooming. If the seed is planted in pots in October and then transplanted to the beds early they can be bloomed in March. There are a number of annuals that can be profitably grown, such as bachelor's buttons, and stocks, or early blooming herbaceous plants like Canterbury bells, and Coreopsis lanceolata, which will give an attractive assortment of flowers in early spring.

Mignonette.

As the weather grows cooler, the mignonette will begin to throw the long spikes that are so much desired by the best trade. The plants should be carefully kept tied or held erect, for if they get bent over, the stems will grow crooked and they are worthless. Growers adopt different methods for doing this. Some grow them in wire rings similar to the carnation supports, others cut short brush sticks which they set between the rows of plants and still others run wire lengthwise of the bench and tie strings across, making a square around each plant in which it will stand erect. Other wires and strings are added as the plant grows. Keep the plants growing very cool from now on; a house at about the temperature of a violet house, that is, from 36° to 40° at night, will produce the finest spikes of flowers. When the flower spikes begin to show, keep the plants well disbudded, allowing only the center flower to bloom and all the side shoots should be cut off. This will have to be done very early with the first bloom that sets, for as soon as it forms three shoots will immediately start to grow at the base of the flower; these should be removed as early as possible, that the entire strength of the stalk can go into the terminal flower.

Callas.

The calla bulbs that were planted in pots during August should now have a fine start and should be placed in the benches or pots where they are going to bloom. Make the soil good and rich—it can hardly have too much manure to get the best results, but do not use too fresh manure, have it partly rotted. If grown in pots and the bulbs are large give them a good size, nine or ten-inch is none too large, and pot firmly. After potting give the plants a good soaking and then withhold water until the plants have obtained a good foothold in the new soil, when they will require lots of water. Place them in a house where the temperature can be held at 60° at night if flowers during the winter are desired. Keep the plants tied up, that the bloom may have straight stems. When cutting leaves, be careful not to cut too low or the young flower that is enfolded in the leaf stem may be injured.

OTTAWA, KAN.—C. A. D. Jacobus has bought the Lester Greenhouses.

BENTON, ILL.—Mrs. C. G. Heasley is making arrangements to open a flower store in the Coal Belt Bank building.

TOLEDO, O.—The city council will pass on a proposal to ask the law department to oust the Imoberstag Greenhouse Co. from part of an alley south of Western avenue.

PATERSON, N. J.—The annual fall show of the Paterson Floricultural Society was held in the Y. M. C. A. building, September 27, and proved one of the best in years. Prizes were offered in 55 classes.

THE RETAIL TRADE

Conducted by Robt. Kift, Phila., Pa.

NEW YORK.—Bronze, copper and orange pompon dahlias were used on the Delmonico tables recently every day for a fortnight, growers realizing 75 cents per dozen for the flowers.

Motorcycle in Flowers.

The motorcycle design shown in the accompanying illustration, arranged by Rosaia Brothers, well-known Seattle, Wash., florists, for the funeral of a motorcycle police officer of that city, is said to have been one of the most original ever seen there, and it is doubtful if a similar design has ever been made on the Pacific coast. While wholly the product of the florists' workroom, it was so cleverly constructed that it had the appearance of a real flower-covered machine. The spokes were made of film wire, the rims of bachelor buttons, and the tires, with even the tread shown, were represented by white and delicate pink asters. Gold dahlias were used for the transmission and gas tanks, while the seat and extra carrier was of Ophelia roses. Asparagus arranged with Ophelia roses formed the mud guards, and the handle bars were of asters. White asters also were used in the headlight, the center of which was of red and blue dahlias. The frame work of the design was of wire, wrapped with ribbon.

Florists' Telegraph Delivery Association.

INTEREST MAINTAINED TO THE CLOSE.

Beaming faces and expressions of the utmost pleasure and satisfaction were reflected in all the parting handshakes of the convention. Everybody was pleased, and more than satisfied with all the incidents of the meetings, the work accomplished, the great forward strides the association was shown to have made the past year, and the glowing outlook of the future.

The closing session was called to order at 2 p. m., October 15, after heartily enjoying the second bountiful luncheon of the Buffalo Florists' Club. Charles H. Grakelow was called to the platform, and delivered a most eulogistic rhapsody on individuals with vision and unselfish desires to help their fellow men. He said they often had a hard road to travel, met with much discouragement, and often stopped and wondered to themselves, "Is it worth while—am I appreciated?" and then said, "I will not give up," and started anew, with fresh vigor, which finally won recognition, and the glorious, "Well done, thou good and faithful servant." Then turning to Secretary Pochelon, who was sitting directly back of him, and who had not the slightest knowledge of what was coming, he, on behalf of the association, presented him with a chest full of beautiful silver table ware, which he stated was a concrete expression of the feelings of the members toward him; a remembrance which both he and Mrs. Pochelon would enjoy, and for which he wished them both a long life, and that he would occupy his present position for many years to come, for God knows we need him. There was a great outburst of continuous applause, all standing. Mr. Pochelon was much embarrassed, but managed to reply in his characteristic manner. He said he would not sell his experience, and all he had learned from his participation in the work for any amount of money. He had always worked freely, heartily and gladly, as it was a great pleasure to be associated with such worthy assistants as the board of directors.

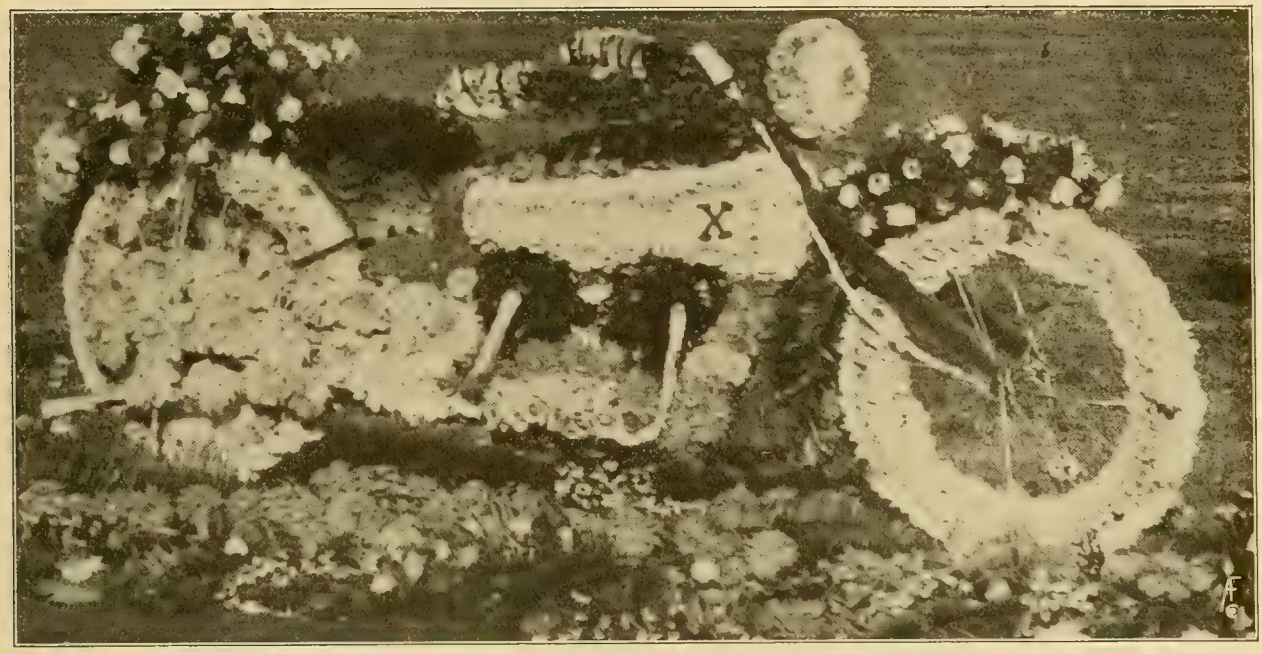
Telegrams were here read from a number of mayors of the various cities who had received flowers; also telegrams and letters from members not able to be present. One from Samuel Murray, Kansas City, Mo., stated: "More love is the need of all mankind."

In the question of delinquent bills the secretary asked for the power to pay all delinquent bills immediately on presentation, charge the offending member full price, and take the discount for the benefit of the organization. This was discussed, but no action taken.

Reciprocity between members was urged by a number, who showed that good results always followed. John C. Harper, of the A. W. Smith Co., Pittsburgh, Pa., explained a card system which took care of this feature. This firm had sent out 1001 orders the past year, averaging $7.70, and filled 906 commissions from outside members, the average value of which was $6.94, which proved the truth of Irwin Bert-

FLOWERS FOR BANK DECORATION.

A Beautiful Display at the Opening of the Franklin National Bank, Buffalo, N. Y., During the Convention of the Florists' Telegraph Delivery Association in That City, October 14-15. All Flowers Shown in the Illustration Were Gifts. (From Buffalo Photo.)



MOTORCYCLE OF FLOWERS DESIGNED BY ROSAIA BROS., SEATTLE, WASH.

ermann's contention that full price was received for nearly all orders, as the volume of out and in business so nearly balanced.

J. H. Tuttle, of the Lafayette National bank was here introduced. This institution had just been opened in a beautiful new building they had built for themselves. On the opening day, October 14, they had received great quantities of baskets and bouquets from well wishers, which great profusion of flowers had attracted large crowds who talked flowers all day, and incidentally, many new accounts were opened, so that he felt sure that he could say that flowers had great advertising value. One deposit, by County Treasurer S. A. Anderson, of $50,000, was well worth mentioning. There were, by actual count, 105 baskets, valued at not less than $2,000.

Secretary Pochelon announced that F. T. D. monies collected during September amounted to $6,700.

Vase baskets filled with very fine blooms of the new roses, Frank Dunlop, Madame Butterfly, and a vase of Cornelia, had been much admired during the meeting. Earl Mann of the E. G. Hill Co. spoke of a period of new roses, and particularly, Madame Butterfly, which he said was one of their best. George M. Geraghty, with John H. Dunlop, Toronto, Ont., said the rose spoke for itself. Mr. Dunlop at last had been rewarded after many trials with grand results in this variety.

Sunday and early hour closing brought out a number of experiences. That it could be done without any loss of business was demonstrated in the case of Miss Getz, Cleveland, O., who adopted Sunday closing from the first, and also closed at 6 p. m. week days, had lived to see many coming over to this practice, and for the rest, she was giving them a run for their money. President-Elect Breitmeyer said the way to close, was to close, and not stay open because the other fellow did, and he will soon follow. C. H. Brown, New York, did not approve of force, as the best way was education and example.

Shorter hours were also advocated by Mr. Breitmeyer, so as to make the business inviting to young men, who were sadly needed for the increasing business to succeed the many whose hair now bore the silver threads.

Profit sharing was an interesting topic. Herman Knoble, Cleveland, O., stated that his firm now allowed five out of their force of 17 men, a 10 per cent share in the profits, which had given them bonuses of from $150 to $250 each.

Max Schling, New York, stated that nothing should be promised in writing, neither should it be called bonus, as a discharged employe could sue for any portion claimed to be due. He called it a "gratification" to be given to the men who proved competent and deserving.

In closing the session, Mr. Breitmeyer stated all these reforms should begin with each individual. They had tried to make it pleasant in every way possible for their employes, and in consequence, had a waiting list of applicants. Everything was in the conduct of things. He then called for adjournment, "So that there should be some matters left over for the meeting next year."

NOTES.

What a real, live wire is the mayor of Tarrytown, N. Y., being on hand to verify the story which was received from the telegraph company of his city, stating flowers could not be delivered because F. R. Pierson was attending a convention in a western city. When called to his feet at the luncheon, when the message was received, he made a splendid optimistic address.

The hospitality of the Buffalo florists was almost beyond bounds to the visiting brethren. It was so generous. Their many courtesies, together with the two fine luncheons, were the occasion for three hearty cheers, proposed by Charles H. Grakelow, at the close of the second luncheon.

As publicity agent, Mrs. Ella Grant Wilson did her part wonderfully well, getting columns of matter, some of them editorial, in reference to the convention, also many illustrations. Her talks to the convention on publicity, were to the point, and full of valuable information.

Members, in telegraphing, should not specify quantities of any stock desired but simply "money's worth," as prices vary so in different parts of the country, due in part, to more or less expensive overhead charges in carrying on the business, and stock scarcity.

The value of home originated orders was clearly demonstrated by one member whose telegraph business last year amounted to over $3,500. The average of his outgoing orders was over $12 each, while those he received did not amount to much over $5 each.

Charles H. Grakelow's presentation speech to Secretary Pochelon was most eulogistic, but so skillfully worded that the secretary, until the box of silver appeared, had no idea that he was to be the recipient. It was one of Charly's best efforts.

President W. F. Gude handled the gavel with his usual vigor, and was most resourceful in all matters that began to drag in the least. He kept things constantly on the go, there not being a dull moment from start to finish.

The large bill board signs, "Say It With Flowers," that were set up in the meeting room, were much admired. The fact that the local florists ordered 20, to go up at once, shows how they appreciated them.

A hint was thrown out by Secretary Pochelon that next year the practical demonstration of the difference between good and bad methods in filling F. T. D. orders would be a feature of the meeting.

Members who objected to filling orders for florists, who were not members, were told by Secretary Pochelon to always treat outsiders the best they knew how, and in that way get them to join.

Halloween.

The "spooky holiday," October 31, while not by any means a big business bringer, is well worth featuring, and can be made quite attractive from a decorative point of view. All dealers in fancy goods, costumes, etc., make a great feature of Halloween, as do all small stationers, who offer all kinds

of crepe paper decorations, in which black cats, witches and other weird forms are represented. Jacko'lanterns are a favorite offering.

The conventional decoration for the flower shop window is corn stalks, with the ears half husked, as a background. An iron pot on a tripod, over an electically lighted, red fagot fire, is often used to carry out the witch idea. Pumpkins, with faces cut, and lighted with concealed electric globes, are popular. A box or two of flowers, and some tied up as if ready for delivery, with a decoration suitable for the day, is old fashioned, but it is conventional and if well done, is sure to attract attention to the shop, which is an important point gained.

Halloween is a great masquerading party, or social gathering night, when there are games such as bobbing for apples and other like amusements and dancing. At times, decorations for these events are quite profuse, but generally in which the cornstalk and pumpkin jacko'lantern play quite a part.

Frequently the feature will be a dinner which is decorated with pumpkin baskets, filled with orange colored flowers, or large pumpkins hollowed out and filled. Corsages of Ward roses are furnished as favors for the ladies, or they may be of calendulas. The room is to have an atmosphere of witchery, and made as weird as possible with the various stock articles placed among the plants, cornstalks, pumpkins, lanterns, etc.

Small vase baskets, filled with flowers, and tied at the handle with narrow crepe paper ribbon rosettes or bows, which are easily made from larger sheets of paper, should be good sellers. Small black paper cats will be an addition. There are so many stock articles manufactured and for sale at Halloween that can be used and worked in with almost any combination of flowers to fit them for the day, that quite a display can be arranged at a comparatively small outlay.

Halloween is just a frolic when most everything goes, and the florist should be alive to get his share of whatever there is going. Large single specimen chrysanthemums, tied with black paper cats, will be all right to carry or to wear.

The window should be decorated several days before, so as to get the advertising effect, and taken down the next day.

Next Week in the Flower Shop.

In many parts of the country, Jack Frost has finished the dahlias, the fall cosmos and other outside flowers. This shortens the assortment very materially, and puts an added value to the roses, carnations, calendulas, sweet peas and, in fact, all the indoor stock. The past dahlia season will go on record as one of the best as regards quality of flowers. There was a very good demand for all choice varieties at satisfactory prices. Cosmos has also been very fine, particularly the double varieties. Much of this stock is cut too soon; it should be allowed to develop to several well open flowers to a spray before cutting.

Chrysanthemums will now be the factor for the next month. They should be kept to the front and featured in every possible way. They handle and keep much better when a number of the bottom leaves are removed, as these soon foul in the jars and make the water offensive even over night. Two or three drops of formaldehyde in each jar, will keep the water sweet and prevent fermentation for several days.

The addition of autumn leaves adds greatly to the vases of chrysanthemums, also to the small vase baskets of the pompon sorts, of which, a number together, arranged in a window display, with a price card, are quite sure to start something worth while.

An assortment of corsages, such as are worn at teas and other social events, made of suitable flowers, will prove an interesting window feature.

The wedding gifts of the florist's stock should be kept to the front, particularly in spring and fall when the majority of these important affairs take place. All other merchants, particularly jewelers, feature articles of which they keep a large assortment, and advertise extensively. A line of jardinieres, inside window boxes and plant stands, fern dishes and other receptacles, filled with choice plants, also an assortment of flower bowls, vases and other flower holding receptacles, all of which should be in every up-to-date flower shop, will be found very acceptable and well worth featuring in every way for these events.

Plan table decorations with chrysanthemums, the tall center vase carrying the flowers above the line of vision with low rose bowls at either end of a long table. Extra large flowers, without stems, placed on highly colored sprays of Autumn leaves, lying flat on the table, will make a unique display. Croton sprays arrange splendidly with chrysanthemums, the colors blending in so harmoniously.

Display a good line of fern dishes, filled and unfilled. The little table fernery is regarded as a nuisance by many florists, but the man who has a good list of these to keep up, is almost certain to get a lot of other business. Fern pans, brought on at the greenhouses, of a size that can be transfered to the table fernery as a whole, are a great help on busy days, and are generally more satisfactory in the house.

Where there are a great number of bouquets to be handled and arranged at a tea, some florists have fohnd wires, that hook into the the picture moulding, are able to support quite a number against wall spaces that could not be made available in any other way.

Tag and card envelopes, on which is printed, "This envelope contains card to go with bunch of,—or basket of. stating the kind of flowers for, then write recipient's name and address, is the business way of attaching the card to all kinds of floral work. Some still punch a hole in the card, and attach with a piece of wire, while others cut with a knife or poke a hole with a lead-pencil and tie on with string, tape or narrow ribbon. The card should never be multilated in this way, but kept clean inside the envelope. The inscription outside, stating the character and flowers used in the order, is a great help when the various gifts, often from 50 to 150 or more, have to be acknowledged. Fancy pins should attach the card envelopes to all ribbons of baskets or bouquets.

ONCIDIUM VARICOSUM.

CYPRIPEDIUM INSIGNE.

Blossom Floral Co., Fort Wayne, Ind.

Richard I. Blossom and Ruth Flick Blossom have opened a handsome new flower store under the name of the Blossom Floral Co. at 110 West Wayne street, Fort Wayne, Ind., an excellent location in the heart of the city. The interior is most artistic, the color scheme being French gray with ivory panelling on the side walls and inserts of French mirrored doors. A handsome refrigerator is also decorated in ivory, while at the rear is a large pergola covered with Mexican ivy. A bird fount here is another pleasing feature. The spacious show window, 25 feet in length, has a base of green tile.

Both members of the new firm have had wide experience in the florist business, Mr. Blossom, as a decorator, while Mrs. Blossom is well known to the trade, having been a member of the Flick Floral Co. of Fort Wayne, for 10 years, and for some time with John Breitmeyer's Sons, Detroit, Mich., devoting in all 15 years to her profession. The firm is a member of the Florists' Telegraph Delivery Association.

HELENA, MONT.—An interesting feature of a motion picture film being shown in this state is the extensive exhibit of the State Nursery & Seed Co. of this city at the state fair. Views are shown of the entire establishment covering many acres of ground, as well as the carnation houses and fields of asters.

ORCHID NOTES.

Seasonable Varieties.

It may be noticed that during the month of August and the early part of September this year how conspicuous cattleya flowers were by their absence in the leading florist stores. The same thing happens every season, yet it is safe to predict that in about another decade this failure to have cattleya blooms at this time will be a thing of the past, for there are quite a number of artificially raised or home-grown hybrids that come into flower at what is known as the "off season," or that period of time between the flowering of the different species that are so well known, namely, Cattleya labiata, C. Trianæ, C. Mossiæ and C. gigas, with a few other species that flower generally in their own respective seasons with the above varieties mentioned. At the present time, owing to the unusual conditions brought about by the great war, there are many so-called sacrifice sales of seedling orchids. From these sales any enterprising and progressive florist who understands these plants can make no mistake in securing seedlings four to five years old, and by selecting certain crosses is sure of getting hold of varieties that will bloom in the off season, thus making a profitable investment. A little study along these lines is needed by many florists, for it is a fact the American orchid growers have for years followed the habit of trusting to the importation of natural supplies, rather than take on themselves the trouble of assisting nature by intercrossing the many different species that are so well known and which grow in their natural haunts hundreds of miles apart. When brought together on one place, it is a very easy matter to raise fine hybrids in quantity enough to produce flowers to bridge over all the so-called off seasons for cattleyas.

The coming winter season will be a kind of lottery for many orchid growers, owing to coal shortage, so it is advisable to harden up the plants as much as possible before winter sets in. This can be accomplished by keeping the houses dryer than usual and the ventilators open on all favorable occasions. On many places considerable crowding in will have to be resorted to, and it is none too soon to commence this operation, for it is better to leave certain houses empty for the winter than try to run the whole at a much reduced temperature than has ever been done before. To run a house of cattleyas below 55 degrees for any length of time will have ill effects on the general health of the plants in time. A certain well known orchid collector used to say he never found cattleyas growing in a wild state where the night temperature went below 63 degrees, so on the face of this 53 degrees is about as low as any grower can safely go without showing bad results under modern greenhouse culture.

Cattleya labiata is now about at its height, but care must be taken that the flowers do not remain wet too long after each watering. Leave a little top ventilation open all the time at this period of the year. No cattleya plant needs water more often than every fourth or fifth day. A safe way, when in doubt about the plants being ready for water, is to forget all about them till the next day. In the end, they will be all the better for such treatment, especially C. Trianæ, which must be well ripened before it will produce its full quota of flowers. When the bulbs take on a dark bronze color the grower may rest assured he is on the right track. If they are of a dark green and soft nature, they are growing under too much shade and the quicker this is gotten off the better for their welfare.

Any Laelia anceps, L. Goldiana, L. autumnalis or L. albida that have been hanging up on the roof of the house will be now sending out their spikes, and before they become too long should be lifted down on to a bench. Here they will develop better and can have all the water they require to mature the spikes to their full capacity. It is owing to lack of water at this stage that the flowers of these laelias often get covered with a sticky substance which prevents the blooms from expanding properly.

Oncidium varicosum will soon be bursting its buds, and must be watered liberally. Miltonia candida and M. Clowesii make useful spikes for cut flower purposes. It is always safe to give these an abundance of water, and to any orchid until the flowers mature; then gradually curtail the supply for a time till active growth commences again. Vanda coerulæ, the noted blue orchid, is coming in now, and will continue to flower through the winter months, but it is advisable not to keep this in a house with close atmosphere, for if any orchid enjoys a circulation of air around it this does, and it must have it or it quickly becomes infested with black spot; that is soon its ruin. Calanthe Veitchi is now sending up spikes, but usually the leaves commence to die down at the same time, which makes them unsightly objects to anyone who does not know their nature; yet they deserve to be grown for Christmas use. The bright and useful Dendrobium phalænopsis will soon be at its height, but it is seldom seen to perfection, yet when grown rightly it is by far the finest dendrobium for florist work. The one weakness it has is in the closing up of the flowers that open first on each spike; if a spike has 12 buds, it rarely developes them all to open at once, but when it does few orchids are finer and more useful. It is the overabundance of moisture in the house that causes the lower flowers on each spike to become sleepy when given abundance of water at the root from the time the spikes form until the flowers all develop. Keep plenty of air circulating around the plants and grow in a warm, sunny house with a night temperature of 60 degrees. They will prove to be one of the easiest and perhaps the most profitable orchids to grow, considering the amount of bench space they take up, and they are certainly less trouble to attend to.

Cypripedium insigne and C. Leeanum are still the stand-bys, but somehow these are so handicapped by the gaudy, brilliant colors of all the above species that the demand for them is limited, but the lasting qualities make up for anything deficient in this respect.

C. Y. PRIPEDE.

CHRYSANTHEMUMS

Packing and Shipping.

The florists' shops are now displaying the earliest varieties of chrysanthemums which may be called the forerunners of the season, and by the time these notes get into print, the greenhouse benches will be in all their glory with a fine array of blooms of every shade of color, as well as the many different forms and sizes. The very earliest varieties are only of average size, when compared with the midseason or exhibition varieties, and come under a class considered strictly for commercial purposes, but by the time the season has advanced to the last week of October, a number of the larger blooms will be ready for cutting, and it is then that the question is brought home to every grower: How best to pack and ship these large blooms, and be reasonably sure of them arriving at their destination in good condition. Chrysanthemum blooms are about the most cumbersome flowers that florists have to pack and ship, and unless the work is done well, there is sure to be considerable damage to the shipment. An hour or two in any of the large cut-flower markets of the country, watching the different shipments of chrysanthemums arrive, and observing the various methods used in the packing and the condition in which the blooms are received, is worth while to any grower. He will be soon convinced that the care of the flowers does not end with the growing of it, but that a great deal of the success of the crop depends on how the blooms are handled after being cut. In most cases, the man who takes the trouble to grow high grade blooms, is very particular in the cutting and packing of them, and his stock generally brings satisfactory prices, but on the other hand, every day on the market, there can be seen shipments of good stock that have suffered from careless packing.

The cost of the packing cases or boxes is a big item and must be considered by every grower, and every saving possible that can be made should be taken advantage of. But it is a poor policy to try and save in the direction where it will be detrimental to the product. The writer has seen boxes of flowers shipped to the market, with one row of chrysanthemums on the bottom covered over with a sheet of paper and rolls of smilax placed on top to fill up the box, with the result that on arrival, several of the chrysanthemums were badly bruised so that their value was reduced more than enough to pay for a separate package for the smilax. It is all right to put in some such material securely fastened, so that it cannot shift about while in transit, but the paper lining of the box should be the only thing that lies on the blooms. The the stems of the chrysanthemums, as smilax at the center of the box over bulky nature of chrysanthemum blooms requires that a large box be used for shipping, but it should not be any larger than what is absolutely necessary, whether it be made of wood or the corrugated boxes that are now used in such large numbers. There is a considerable difference in the size of boxes required for exhibition blooms and those for commercial purposes; the former having been allowed to develop to their fullest extent, and then held in water, are much more massive and heavier than the commercial blooms, consequently they require a larger and stronger box, especially when the shipment has to travel a long distance, but in the writer's experience, in packing and shipping large blooms of chrysanthemums, both for commercial and exhibition purposes, it has been found that it is best to keep the size of the box down to dimensions that is reasonably safe to carry the blooms without overcrowding, and to use two boxes rather than one of extremely large proportions.

For packing and shipping the very large or exhibition blooms a box five feet long, two feet wide and 12 inches deep, made of some durable wood, ⅛-inch sides, top and bottom, ⅜-inch ends, with a thin support cleat at the center, has been proved to be plenty large enough and easily handled. This box will hold one layer of three to four dozen of the largest blooms, which have to be packed with pillows under the neck of the blooms. For the smaller or commercial flowers, a smaller size can be used, and for this purpose the corrugated boxes are best adapted, especially for shipping distances of 200 miles or less. For longer distances, the wooden boxes are preferable.

The first thing in order, when packing, is to line the boxes with paper, according to the weather conditions. In the early part of the chrysanthemum season, four to six sheets of newspaper and two sheets of tissue is plenty of lining, but later in the season, when the weather gets colder, more lining will have to be used. However, it is always best to be guided by weather conditions and be on the safe side. The next thing to do is to make some pillows or rolls, to lay under the necks of the blooms. The best thing we have found for this purpose is excelsior, wrapped with tissue paper. These pillows are most particularly needed for the large exhibition blooms. The close, compact commercial blooms do not need them as much, but they, also, should have a pillow on the bottom of the box for the first layer of blooms. After this work has been done, a wooden cleat should be provided for fastening the stems at the center of the box.

Start at one end of the box with a row of blooms, laying them so that the necks of the stems rest on the pillow. Continue with another row until four rows have been placed at one end of the box, then start at the other end in the same manner, with the stems running toward the center of the box. Continue this from both ends until the box is filled with rows of blooms of one layer, with the stems toward the center. Then dampen some sheets of newspaper and lay over the ends of the stems at the center of the box. Place some dry paper over this and securely fasten down with the wooden cleat.

Be sure the cover of the box is securely fastened at the ends and well corded in the center. Some growers use screws in the place of nails for fastening the box cover on, which is a good plan, because when being taken off, it is not so likely to be ripped to pieces.

Cutting and preparing the blooms before packing is very important. These should be cut when ready and placed in water in a cool, partially dark place, where a temperature of about 45-50 degrees can be maintained, and allowed to stand at least 12 hours before packing.

CARE OF BLOOMS ON THE BENCHES.

The care of the blooms on the benches is a very important part of the finishing up work of the chrysanthemum crop.

The plants are now in two or three different stages of maturity, the earliest varieties being cut out, or nearly so; the second earliest in full bloom, the midseason varieties partially developed, and the late varieties in the bud stage. The early varieties being cut out, the only work needed on them is taking care of the stock plants. The fully developed blooms need to be kept a little on the dry side, and drier conditions maintained about the house; also, care should be taken to guard against a high temperature and draughts through the open ventilators or doors. Do not allow the blooms to remain on the plants longer than they are ready for sale. It is better to cut them a little under maturity than over developed. The midseason and late varieties should still receive close attention as to their general routine requirements, the most particular of these being careful attention to the temperature, watering and airing of the houses. While the weather continues good, give plenty of ventilation to insure fine petalage and good keeping qualities in the blooms.

SHIPPING THE PLANTS IN POTS.

This is a work by itself which must be governed to a great extent according to the size and shape of each plant. Plants that are grown and trained out to wires, will need to be packed into individual cases by themselves. The first thing to do is to see that the pots are washed clean. Then take some stout cane stakes, using one or two to make the center stem secure so that the plant does not sway about. Then fasten others throughout the plant, letting them extend about the flowers of the plant so that the covering can be fastened to them to prevent it lying on the flowers. Take some fine tissue paper, crumple it up and place between the blooms all over the plant to prevent them swaying about while in transit. After this, cover the plant with paper according to weather condition, fastening at the stakes that extend above the plant and at the pot, and as an outside protection cover the whole with fine burlap. The package is then ready to be set in stout boxes with handles. These boxes should be a little larger than the pots, so that plenty of excelsior can be worked around the pot to guard against it getting broken. The plants that have been grown more naturally, can be drawn in closer than those trained out to wires, otherwise the same method of operation will answer for the packing of them. The principal rules to observe are to make the plant secure, be sure the covering does not rest on the blooms, do not make the package any larger or heavier than is necessary, and be sure the plants are not dry at the roots when packed. C. W. JOHNSON.

Horticulture Society of New York.

The fall exhibition of this society will be held October 30-November 2 at the American Museum of Natural History. All, whether members of the society or not, are invited to make exhibits. Schedules can be had by addressing the secretary, George V. Nash, New York botanical garden, Bronx park, New York City.

Please make your entries early, so that adequate arrangements may be made for the proper presentation of the exhibits. You will confer a great favor upon the management by an early entry.

GEORGE V. NASH, Sec'y.

Plant Quarantine Permit Applications.

We are in receipt of the following, dated October 11, 1919, from Dr. C. L. Marlatt, chairman of the federal horticultural board, regarding applications for special import permits under Plant Quarantine No. 37:

"I am sending you, for the information of your readers, a revised copy of the form of application for special permit to import new varieties or necessary propagating stock as provided for in regulation 14 of the rules and regulations under Quarantine No. 37. The board appreciates the fact that this is a rather formidable looking document, and that it will doubtless be criticized as placing an unnecessary burden on importers and involving excessive red tape. That such criticism will be considered valid from the viewpoint of the ordinary propagator or plant lover is fully recognized, and the board is very regretful that circumstances have seemed to necessitate the surrounding of these importations with all the safeguards which this application and the permit involve. Unfortunately, however, a small element of the plant importers themselves have made these precautions and safeguards necessary. The board regrets to announce that it has found that some few of the importers at least, have looked upon this department as fair game, and have undoubtedly gone forward with the deliberate intention of violating both the letter and spirit of the regulations. The great body of American nurserymen, florists and horticulturists will undoubtedly meet the conditions of the quarantine fairly and honestly, and if the board had to deal with such persons only, it could undoubtedly dispense with the bonding and many of the other restrictions referred to. If this course were possible, it would vastly simplify the work of the board, and make it much more agreeable. It is hoped, therefore, that all those interested in the importation of plants and the development of horticulture in America will strain a point and give the board this much credit.

"As an illustration of what the board meets in this work, there are quoted below the assurances which the board received from a certain prominent importing florist. These assurances followed some considerable correspondence in which the conditions of importations under regulation 14 had been fully explained. The assurances are as follows quoted verbatim:

" 'We assure you that these bulbs are to be used exclusively for the purpose of propagation.

" 'We assure you that they will be that they will be propagated by us or propagated by us or by a grower under contract for us absolutely.

" 'As regards the exact location where the bulbs will be grown this is something that we cannot yet announce. It may be in Long Island; it may be in Virginia; it may be in New Jersey.

" 'We are casting about for a suitable place and we assure you that your department will be promptly and duly advised just as soon as exact location where the bulbs will be grown shall be determined upon.'

"On the arrival of the shipment, which involved some 50 cases, and totalled 25,000 bulbs, and its inspection and liberation in New York, the bulbs were distributed, quoting from the report subsequently made to the board by the importer, to 'perhaps a hundred different people in various parts of the country.' This distribution was made on a purely commercial basis to all sorts of persons with whom he had contracted to supply these bulbs. These contracts for commercial sale had been discussed by letter with this importer, and that he fully understood the situation is indicated by the paragraphs from his letter quoted above.

"It should be noted, that the restrictions which have been found necessary to safeguard the entry, under regulation 14, and under special permits, of new varieties and necessary propagating stock have not deterred the trades involved from making liberal use of the opportunities for importation provided by this regulation. Nearly 100 applications have been received for these special permits, and most of these applications have been granted, many of them for quantities of a single variety of 50,000 or more; in two instances, 250,000. Such special permits under regulation 14 have been issued, to date, for over 1,500,000 bulbs and other plants. All these requests are passed upon by the experts of the bureau of plant industry of the department and, as noted, most of them have been approved, including even the large quantities indicated. In the case of these larger importations, the evidence seemed to be adequate to warrant introductions on such a large scale for the purpose of establishing reproduction plantings adequate to meet American needs. Nevertheless, the importation of plants running into these large quantities of a single kind, involves the necessity on the part of the board to keep under certain supervision, and to safeguard such importations, to see that the bulbs and plants thus imported, are used for the purpose specified and do not get at once, or within a short time, into ordinary commercial channels.

"The board regrets very much that it has been necessary to make so many changes and announcements in regard to these special permits. It must in fairness, however, be recognized, that this whole field is a new and untried one, and that such changes must be made frequently at the outset, as our information grows, and new needs develop. Ultimately, the methods will become fixed and standardized and undoubtedly more easily workable. The object of the board will be to try to keep the requirements as plain and simple as possible, and yet extend the protection which will be demanded, not only in the interest of the efficient administration of the quarantine, but also in the interest of the individuals who are earnestly going forward to develop production in the United States of plants which have hitherto been largely imported.

"The explanation of the provisions for the entry of new varieties and propagating stock under Quarantine No. 37 has been issued as Circular Letter 105, revised July 28, 1919. Paragraph 4 in this circular letter reads as follows:

" 'This application points out the condition, that if the applicant has requested the importation of larger quantities of stock than can be housed and cared for in the inspection houses of the department of agriculture, he will be required to provide local storage in Washington for such material during the period of detention for examination and, if necessary, provide also for the cost of disinfection. Small shipments, which can be easily handled, will be repacked without charge, and the orig-

inal containers will be employed for such repacking wherever possible, but the importer will be required to meet the cost of such repacking, and of new containers, when such are necessary.'

"It was anticipated that importations under regulation 14, being essentially for introduction purposes, would be for the most part of small bulk, and that the department could, therefore, handle most of them without much, if any, additional cost to the importer. When it became evident that advantage would be taken of regulation 14 to bring in shipments of great size, running perhaps into carload shipments, it became necessary for the department to require the importer to meet all necessary costs. The board has in mind a plan which it would like to put into operation with importers, which will be a distinct aid to those whose importations are of considerable bulk, namely, to undertake to arrange with some local transfer and storage company to act as the agent of the importer, and to remove these importations from the custom house, Georgetown, to suitable quarters for their inspection and, where necessary, disinfection, and, after inspection, to attend to the shipment of the goods to destination. The board can probably provide an expert horticulturist to supervise the work, but it would prefer to have the trades involved furnish their own agent, who would remain temporarily or permanently in Washington for this purpose. In the case of very large importations by a single person or firm, it may be desirable for such person or firm to provide his or their own agent to supervise such handling and safeguarding of the importation, pending its inspection, certification, and bonding.

"The form of the bond to be required; will be issued in a few days. It will be based on the very simple bonding system which has been long used by the customs official in relation to imported goods shipped in bond or held in bond for any purpose. While the legal phraseology may seem formidable, the system is simple enough, and involves no risk, and comparatively little expense to a man who has no other intention than to comply with the conditions under which the importation is authorized."

[Revised Form 207 of the federal horticultural board, to be used in "application for special permit to import nursery stock and other plants and seeds," referred to above, in addition to the general conditions governing entry, specifies information required as to "new varieties" and "necessary propagating stock;" in the former, time and place of origination, and in the latter, reason must be shown for necessity of importation, the location where such material will be propagated, and the name of the actual grower. Copies of Revised Form 207 may be had upon application to the Federal Horticultural Board, Washington, D. C.—ED.]

NEW VARIETIES FOR PERSONAL USE.

Under the above heading, Dr. Marlatt writes as follows, October 7:

"In the explanation (HB-105) of Regulation 14 of the regulations as amended under Quarantine 37, it is stated that 'in exceptional cases the importation of novelties (i. e., new varieties) may be made for personal use, but not for sale.' This is intended to provide for the importation of such new varieties by directors of botanical gardens, collectors, and growers of special collections of plants of recognized standing, but was not intended to apply to importations which may be desired for personal use other than as indicated or for the adornment of private estates. In case such public gardens, collectors, or growers of special collections are not known to the experts of this department, they may be required to furnish evidence of their status.

C. L. MARLATT,
Chairman of Board.

San Diego, Calif. Flower Show.

The thirteenth annual flower show of the San Diego Floral Society was largely attended and proved one of the best exhibitions ever staged by the organization, and as a feature of the county fair held at the same time, it added much to the interest of that event. Due to lack of space, however, the usual fine display of plants from Balboa park, was not as extensive as in former years. In the commercial section, Miss Sessions' display which included Quisqualis indica, achimines in two varieties, a fine Del Mar statice and new evergreen grapes was a creditable effort, The Beacon Hill Nursery was well represented with plants and shrubs, among the features being Ficus pandurata,, alocasia, philodendron and Lonicera nitida. H. E. Sies staged fine dahlias in many colors, most of them from seedlings of his propagation. The amateurs made splendid showings, dahlias and zinnias occupying a prominent place. Among the principal prize winners in this section were Miss Elizabeth Mould, Mrs. Percy Whitehead, the Misses Yawger, Mrs. John Doane, Allen B. Cook, F. J. Wright, W. P. Brothers, Mrs. C. F. Naylor, Mrs. Waite and Mrs. Sarah Hetzel.

H. C. T.

National Publicity for Flowers.

"Oh, send your thanks by Peky." Or you might "Say It With Flowers, Stum, as the florists' association puts it." This is a sentence taken from a story in The Saturday Evening Post. (See page 130 issue of October 11.) Robert Pyle, president of the Conard & Jones Co., West Grove, Pa., writes, October 18: "My Dear Mr. Young: Evidence that you are putting your campaign across looms up in two Philadelphia papers this A. M.—the North American and the Inquirer contained the enclosed references to 'Say It With Flowers.' I congratulate you." The clippings were as follows:

"Following the advice of a well-known ad, in the case of all seditionists, I. W. W's., Reds, radicals, refuse, Russian Bolshevists and roughnecks, we'd like to 'Say It With Flowers.' "

"If Myles Standish had only known about the 'Say It With Flowers' method, he need never have given a rival that chance to be invited to speak for himself."

It shows how our slogan, "Say It With Flowers," comes to mind at a right time. In how many other cases does it come to mind—daily, hourly, one might say? We do not know, nor need we care. We have, however, the complete satisfaction of knowing that throughout this vast country and Canada it, every minute, perhaps, flashes into the mind of someone, and with every flash is the prospect of a sale for some florist.

Considerably more than a million people—we might with truth say more than three millions—saw our splendid two column illustrated advertisement in the October 4 issue of Collier's Weekly. The large type used was made to read: "Say It With Flowers." It is the remembering that means so much. Those friendships you prize so highly—those courtesies you ought to acknowledge—those favors you intend to repay—all can be remembered more graciously and thoughtfully by the simple, timely gift of exquisite flowers. It is the tender thought—the sincere message—that makes flowers so appropriate. For 'the gift without the giver is bare'. But your gift of flowers is—you." The space occupied was 12 inches deep, 4½ inches wide. It was most appealing in character—just had to be read.

Similar advertisements with different illustrations and wording, and others in page form—many of them in four colors—are to be used in a number of weeklies and monthlies between now and the Christmas holiday season. Some of you can appreciate the heavy expense attaching to the procuration of all this publicity for our products, and the fact that we need funds with which to defray this expense. Never since the campaign began, have we needed funds more than now. We realize that we have just passed through our annual period of summer dullness, but we also realize that we have entered a period of good business, leaving behind a time when perhaps many in the trade might have felt a tug on the purse; therefore, we may very reasonably expect those who have not yet supported the campaign to do something for it now. There was only one reason for the beginning of it—the stimulation of sales of flowers. This has been accomplished in good measure, and continuance means a still greater measure. No matter where a florist is located, he has felt the benefit of this stimulation, and, beyond the possibility of doubt, will feel it still more as the campaign goes on.

If a florist is loyal to his business, would like to see it expand, and would have flowers considered as a necessity rather than a luxury in every home, it is his bounden duty to support this campaign which, more than anything else, is working toward these ideals. It is no Utopian dream. Experience has proved that we can accomplish our purpose. If you have not already subscribed, lose no time in sending in your subscription. Remember, you are giving nothing, you are investing with the prospect of sure returns on your investment.

The following subscriptions have been received, and are in addition to those previously announced, annually for four years unless otherwise stated:

New York Florists' Club	$ 500.00
N. Philipp, Warsaw, Wis.	5.00
Henry Hansen, Catskill, N. Y.	5.00
Philadelphia Cut Flower Co.	15.00
M. J. Callahan, Philadelphia, Pa.	15.00
Henry A. Miller, Philadelphia, Pa.	10.00
Emile H. Geschik, Pelham, N. Y.	25.00
James M. Thoirs, Camden, N. J.	10.00
Lucas Bros., Camden, N. J.	10.00
J. J. LeBorious, Duluth, Minn.	25.00
Rudolph Schoenberger, New York	5.00
N. Kiger, Marietta, O.	10.00
Robt. Dunn, St. Catherine, Ont. (1 yr.)	10.00
Bryson Ayres, Kansas City (1 yr.)	10.00
E. J. Bush, Wilmington, N. C. (1 yr.)	5.00
B. L. Steckler, Reading, Pa. (1 yr.)	5.00
Wm. Hasselman, Independence (1 yr.)	5.00
Jos. Kohout, Libertyville, Ill. (1 yr.)	20.00
George, Inc., Norfolk, Va. (1 yr.)	15.00
Wadsworth Co., N'boro, Mass. (1 yr.)	5.00
T. H. Keefe, Madison, N. J. (1 yr.)	5.00
Provo Greenhouse, Provo, Utah	5.00
L. Potter & Son, Waukegan, Ill.	10.00
Louis Carnehl, Park Ridge, Ill.	5.00
Swishers Flower Shop, Philadelphia	5.00
Henry L. Bantleman, New York	10.00
J. Schulz Co., Louisville, Ky. (1 yr.)	75.00
	$825.00
Previously reported	$49,746.50
Total	$50,571.50

JOHN YOUNG, Sec'y.

Buffalo.

GOOD DEMAND IN ALL LINES.

Business in this city and vicinity has been good, the demand accelerated considerably by weddings, receptions, bank openings an funeral orders, although the latter is not especially brisk, as compared with the influenza period last year. For which we are thankful. Stock has been of excellent quality, but there has been no oversupply. Sweet peas and violets are improving in quality daily. While chrysanthemums are arriving in good shape, with no surplus, yellow, white and a few lavender varieties have had a good sale.

F. T. D. ACTIVITIES.

The meeting of the Florists' Telegraph Delivery Association has now passed into history as a most successful gathering. The local florists vied with each other in the arrangement of attractive windows and employed other means to impress the advantages of the service upon the public. The craft always had a hearty welcome for the delegates when they could find time to visit the various establishments, and it was good to have the opportunity to shake hands again with Philip Breitmeyer, H. G. Dillemuth, Edward Sceery, Irwin Bertermann, George Asmus and many other old friends, not forgetting Joseph Streit and wife, of Detroit, Mich., who were welcome visitors. Other visitors included Joseph A. Cannon, formerly of Montreal, Que.; E. J. Fancourt, Philadelphia, Pa.; W. A. Manda, East Orange, N. J.; and M. Berg, of New York. BISON.

Pittsburgh.

BUSINESS ABOVE NORMAL FOR SEASON.

The past week has been peculiar in more than one respect. The demand has been heavy, but at this writing, all the wholsale houses are supplied with good stock, including American Beauties, roses, dahlias, and chrysanthemums. Business has been good, in fact, better than usual at this season, but the supply is also heavier. We have also had a rainy week, which naturally hurt business to some extent. At present, American Beauties are in heavy supply, but during chrysanthemum season, there is not much demand for them, except on special occasions. Columbia, Russell and Premier are of excellent quality, but the supply exceeds the demand. Ophelia, Pink and White Killarney, Maryland and Sunburst drag and do not move very fast. Chrysanthemums are a big factor now, with enough to satisfy all needs in any size or color. Pompons are also coming in quantity, but mostly in the light colored varieties. Dahlias are in heavy supply, but at present are a drug on the market; the quality is fine, but it is true of them as of American Beauties—they stand no show against the chrysanthemums. Carnations are the only flower that cleans up without trouble, and the demand is far greater than the supply. Calendulas and sweet peas are coming in ,but are of inferior grade.

FLORIST CLUB'S INSPECTION TOUR.

October 14, was the day selected by the florists' and gardeners' club for its auto tour of the commercial greenhouses of this district. It rained all day, but in spite of the downpour, 63 members left E. C. Ludwig's store at 9 a. m. in 14 automobiles. The first stop was at the range of E. C. Ludwig, at Ludwig Station, Pa., where everything was found in the best of shape. Mr. Ludwig had anticipated the visit and had refreshments ready when the party arrived. They next visited the place of Alex Morrison, at Mars, Pa., and while Mr. Morrison was not there, his wife entertained the club royally. Mr. Morrison has a new unnamed geranium, which the members of the club admired greatly.

The next stop was at Crystal Farms, the big modern establishment of the Pittsburgh Cut Flower Co., at Bakerstown, Pa. We fully believe that the Bakerstown plant is one of the best in the country. It was certainly a treat to see it. Everything from the plumosus house to the orchid range was looking fine, and just as spick and span as it is possible to have it. Luncheon was served in the men's dining hall.

From here the party went to the establishment of John Weiland, at Allison Park, Pa. Mr. Weiland is a carnation grower, but not being able to secure enough carnation plants, he has been forced to devote some of his houses to sweet peas. The fish pond is one of the sights at this place.

NOTES.

Ira C. Harper, of the A. W. Smith Flower Stores Co.; DeForest Ludwig, of the E. C. Ludwig Co.; E. W. Ludwig and J. W. Ludwig, of the Ludwig Floral Co., attended the F. T. D. convention at Buffalo.

Visitors: J. Endress and wife, New Philadelphia, O. M.

Rochester, N. Y.

FALL BUSINESS INCLINED TO DRAG.

Due to unsettled weather, fall trade has not opened up briskly as yet. There is a certain amount of funeral work, but counter demand is only fair. Outdoor stock is gradually going out since the recent frosts. The end has come for gladioli, gaillardias and late asters. Fine stock in dahlias is still arriving, however. Pansies are now being offered, but the call for them is weak. Chrysanthemums have begun to come in, Chrysolora being the best of the yellow varieties. Violets, good in quality for so early in the season, are improving daily. Carnations are overabundant, and consequently down in price.

NOTES.

Among those from this city who attended the Buffalo convention of the Florists' Telegraph Delivery Association were Edwin P. Wilson, George T. Boucher, George Kramer and William L. Keller.

Thomas Sullivan, of George B. Hart's commission house, was married, October 6, to Miss Barbara Bubb.

Edwin C. Hendig has removed the fixtures from the Rosery Flower Shop to his store in Oswego, N. Y.

The employes of George T. Boucher's store and greenhouses held a pig roast October 21.

H. E. Wilson is now cutting good Chrysolora chrysanthemums.

Dewey Lester is now with the Rochester Floral Co.

Horace J. Head is making a western trip.

Visitors: Morris Cohen, Milton Selinka and Stephen Green, New York. CHESTER.

Cincinnati.

BUSINESS ABOVE COMPLAINT.

The market is well supplied with stock of all kinds, and the larger part of the receipts are of a high quality with fair demand. Shipping, however, is brisk. Prices are reasonable. The daily receipts in roses are fairly large and generally of a high quality. The carnation supply is good. Red varieties, are not selling at all at this time, due, probably, to the competition of the red dahlias, which have been fairly plentiful during the past fortnight. This vicinity has escaped a killing frost up to this time, which has given the dahlias a long lease on life. The chrysanthemum cut is very large, and includes a full assortment of sizes in white, pink and yellow. Pompons are in the market, and are proving popular.

OBITUARY.

Herman J Simmers.

Herman J. Simmers, of the firm of J. A. Simmers & Sons, well known seedsmen of Toronto, Ont., who with his brother, the late Anton J. Simmers, whose death was recorded in our issue of June 28, 1919, page 1139, carried on the business established by their father, and since grown to large proportions, passed away at his home in Toronto, October 7, a great shock, in its suddenness, to his family, and causing sincere regret among a large circle of friends.

The deceased was born in Toronto 57 years ago, and after completing his education, he entered into the city's commercial life and was looked upon as one of its most respected citizens and successful business men. In the seed trade, he held a prominent place. He attended the annual meeting of the American Seed Trade Association at Chicago last June and was keenly interested in the proceedings, and it was only recently that we announced his appointment by President Dungan as a member of the committee on experiment stations. His widow and one sister survive.

Miss Lavinia Peek.

Miss Lavinia Peek, well-known in the New York Seed trade, died October 19, at the home of her sister, Mrs. Belle Lawrence, 64 Van Wagnen avenue, Jersey City. For a number of years, Miss Peek was a clerk at Vaughan's Seed Store, 43 Barclay street, New York, and for some months previous to her last illness, had been in the employ of Roman J. Irwin. Mrs. Lawrence is the nearest surviving relative. Funeral services were held on the evening of October 21, with interment in Greenwood cemetery, Brooklyn, October 22. Many friends sent floral tributes.

A. F. F.

Mrs. F . Walker.

Mrs. F. Walker, wife of the founder of the well-known florist firm of F. Walker Co., Louisville, Ky., and mother of H. G. Walker, the present owner, died at her late residence in New Albany, Ind., October 10, age 83 years. Mrs. Walker was held in the highest respect by all who knew her, and many beautiful floral offerings were sent as a last mark of respect to her memory.

Nathaniel F. Barrett.

Nathaniel Franklin Barrett, widely known as a landscape architect, and a past president of the American Society of Landscape Architects, died at his home in Pelham, N. Y., October 17, age 73 years. The deceased laid out the town of Pullman, Ill., and designed the Ponce de Leon Gardens at St. Augustine, Fla.

LOCKLAND, O.—The Bloomhurst Floral Co. has been purchased by Louis Eggerding and associates. The consideration is said to have been $13,000.

CHAMPAIGN, Ill.—A new flower shop has been opened in this city by Ed. Lauterbach, recently returned from army service.

HARRISBURG, Ill.—Mrs. Maude Lindle, of Marion, has taken the position of designer at the Harris Flower Shop.

NORWALK, O.—The Norwalk Rose Garden Co. will erect five new houses in the spring.

THE AMERICAN FLORIST

ESTABLISHED 1885.

Subscription, United States and Mexico, $1.50 a year; Canada $2.00; Europe and Countries in Postal Union, $2.50.

When sending us change of address always send the old address at the same time.

Advertising rates on application.

From the first issue THE AMERICAN FLORIST has accepted only trade advertisements.

Advertisements must reach us Tuesday (earlier if possible) as we go to press Wednesday.

We do not assume any responsibility for the opinions of our correspondents.

THE AMERICAN FLORIST,
440 S. Dearborn St., CHICAGO

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LILY of the valley is 20-25 cents per spray, wholesale, at New York, 20 cents at Chicago.

THE Long Island dahlia growers still have a wonderful showing of flowers, the late season being very favorable. Lilacs are reported in bloom at Glen Ellyn, Ill., October 21.

THE summer window boxes have made a grand showing in Chicago this year and, on account of the continued absence of frost, some of them still looked well October 15.

THE registration of cable addresses by the cable companies will cost $2.50 per annum after October 31, 1919. Your name will be dropped from the registers if this fee is not paid.

THE action of the New York Florists' Club at its meeting October 13, in voting to move to larger quarters, in a location better adapted to advance floriculture, is a move in the right direction.

Personal.

Mrs. Mamie Craig Graef, daughter of Mr. and Mrs. Robert Craig, Philadelphia, Pa., was married to Frank Wilson, of Pittsburgh, Pa., October 8.

Coal Prices Advance.

Indianapolis, Ind., October 21.—The increase in the price of coal since the issuance of the call to all bituminous miners to go on strike November 1, has been placed in effect all over the country, according to reports received at the international headquarters in this city of the United Mine Workers of America.

Chrysanthemum Society of America.

SPECIAL EXAMINING COMMITTEES.

President Wm. W. Vert has announced the following special committees to examine new chrysanthemums for Chrysanthemum Society of America certificates:

North Shore Horticultural Society show to be held at Durand Institute, Lake Forest, Ill., November 5. Thomas W. Head chairman, Frank Kuehne, G. Wilson. Ship flowers to chairman, Durand Institute, Lake Forest, Ill., to arrive morning of November 5.

State Florists' Association of Indiana show to be held at Claypool hotel, Indianapolis, Ind., November 13-14. A. F. J. Baur, chairman, John Hartje, H. W. Rieman. Ship flowers to chairman care Claypool hotel, Indianapolis, Ind., to arrive morning of November 13.

Pennsylvania Horticultural Society show to be held at Philadelphia, Pa., November 5-8. The regular Philadelphia committee will meet at this show to examine any new chrysanthemums submitted for examination. Ship flowers to A. B. Cartledge, chairman, First Regiment armory, 606 Finance building, Philadelphia, Pa.

Annual exhibition Chrysanthemum Society of America to be held in conjunction with the American Institute show November 5-7 at the Engineering building, 25-23 West 39th street, New York. Ship flowers to Eugene Daille-douze, chairman, Engineering building, 25-33 West 39th street, New York.

Shipments must be prepaid to destination and the entry fee of $2 for each variety submitted forwarded to the secretary or it may accompany the blooms.

CHAS. W. JOHNSON, Sec'y.

Membership in S. A. F.

How often have we heard of men who said they did not join the Society of American Florists or a local florist club, because they did not have time to attend meetings, or seemingly, appeared not interested. This answer might go if it were an association not connected with a man's own occupation or profession, but when given by men as an excuse for not joining organizations for the betterment of their own business, it shows the highest type of slackerism. To allow a few men who have the same interest as their neighbor, to shoulder all responsibilities, surely, is not right, unless they have the backing of the many to encourage them. And then, to participate in the benefits that come afterwards, without indulging in the expense, now and then, is another point of slackerism and selfishness.

We passed through a period of this kind of duty and service, given by a few unselfish men at Washington, two years ago, who represented your S. A. F. then, and on another occasion, when a conference was held on the plant prohibition act, and many other things might be mentioned in order to show the importance of an organization. Yet, there are far too many who hold aloof from joining the various bodies, where so much good might be accomplished, and is being done.

The Society of American Florists should have the backing of every man in the profession for the way it gets behind every movement that tends to help the business generally. And the men who do not join, have still the benefits given by the society, and the knowledge that they are not supporting it. Does it pay to stay out? The old time sage asked: "If I am not for myself, who will be; but if I am only for myself, what am I?"

Does not this argument convince those who still hesitate about joining and contributing to the various activities connected with flowers? And if so, we need you, and you need us. Therefore, in a sense and spirit of co-operation where all benefit, join and contribute, and you will be a bigger man for so doing.

Arnold Bennett once said: "You will never have a better chance than you have at present. You may think you will, but you are mistaken." Does not this strike home to all who are hesitating about joining? Go to it now, and there will be a return many-fold by way of better understanding and good-will toward those with whom we come in contact.

HENRY PENN,
Chairman National Publicity Campaign.

Coming Exhibitions.

[Secretaries are requested to supply any omissions from this list and to correct any dates that have been altered since the last advices.]

October 29-31, Denver, Colo.—Chrysanthemum show of the Denver Society of Ornamental Horticulture at city auditorium. S. R. DeBoer, secretary, 208 Tramway Bldg., Denver.

November, Auburn, Ala.—Annual meeting and exhibition of flowers of the Alabama State Horticultural Society. W. C. Cook, manager of exhibits, Auburn.

November 5, Lake Forest, Ill.—Second exhibition of the North Shore Horticultural Society at Durand Art Institute. John Newboro, manager of exhibition, Lake Forest.

November 5-7, New York.—An exhibition of chrysanthemums, under the auspices of the Chrysanthemum Society of America and the American Institute of the City of New York at the Engineering Society building, 25-33 West 39th street. Wm. A. Eagleson, secretary board of managers, 322 West 23rd street, New York.

November 5-7, Tarrytown, N. Y.—Fall show of the Tarrytown Horticultural Society in Music Hall. E. W. Neubrand, secretary, Tarrytown, N. Y.

November 5-8, Philadelphia, Pa.—Annual exhibition and chrysanthemum show of the Pennsylvania Horticultural Society at the First Regiment Armory. David Rust, secretary, 606 Finance building, Philadelphia.

November 8-11, New York—Special exhibition of plants and flowers in connection with the opening of the new central display greenhouse, botanical garden, Bronx park. Exhibitors will please address the Director in Chief, New York Botanical Garden, Bronx park, New York City.

November 13-14, Indianapolis, Ind.—Flower show of the State Florists' Association of Indiana at Claypool Hotel. O. E. Steinkamp, secretary, 3800 Rockwood avenue, Indianapolis.

November 13-14, Providence, R. I.—Chrysanthemum and fruit show of the Rhode Island Horticultural Society. E. K. Thomas, secretary, Kingston, R. I.

November 10-15, Des Moines, Ia.—Fall show of the Iowa State Horticultural Society. Wesley Greene, secretary State House, Des Moines.

January 21-22, 1920. Chicago—Annual exhibition of the American Carnation Society. A. F. J. Baur, secretary, 3800 Rockwood avenue, Indianapolis, Ind.

Club Meetings Next Week.

[Secretaries of clubs and societies are requested to send change in time, date and place of meetings.]

San Francisco, Calif., November 1, 8 p. m.—Pacific Coast Horticultural Society at Redmen's hall, 240 Golden Gate avenue. John R. Walsh, secretary, 417 Montgomery street, San Francisco.

Wilmington, Del., October 27, 8 p. m.—Wilmington Florists' Club at members' place of business. Roy G. Brinton, secretary, 800 West Ninth street, Wilmington.

Wants, For Sale, Etc.

Small Type, 12 Cents Per Line, Each Insertion. Display, $1.50 Per Single Column Inch, Each Insertion. These prices are net, cash with order. For Plant Advs., See Ready Reference Section.

Where answers are to be mailed from this office enclose 10 cents extra to cover postage, etc.

Situation Wanted—By an all around grower, single; have had 24 years' experience. Address
Key 426, care American Florist.

Situation Wanted.—Competent gardener now open to engagement. First class references. Address
Key 422, care American Florist.

Situation Wanted—In the East; private or commercial establishment with chance for advancement; single; eight years practical experience; college training in horticulture and design. Best references furnished; state salary and all particulars in first letter. Address
D. B. Nevin, Easton, Pa.

Help Wanted—All-round grower of cut flowers and plants; steady work year round; with or without room and board; state experience and wages in first letter.
New London Floral Co.,
New London, Wis.

Will Buy.—Established retail florist store in Chicago, providing price and location is right. State full particulars in first letter. Address
Key 428, care American Florist.

For Sale.—A retail establishment of 8,000 feet of glass; with store. Everything in first class condition. Address
Key 405, care American Florist.

For Sale—Old established retail store and fixtures. Everything in good condition. Can give long lease if desired. Address
Key 424, care American Florist.

For Sale—$5,000.00. The live and growing business of the Glendale Plant and Floral Co. Florist-Nursery. Worth investigating.
F. McG. Kelly,
124 So. Brand Blvd., Glendale, Calif.

For Sale—Range of greenhouses consisting of 16,000 square feet of glass with two acres of land. Place is in A1 condition and planted to carnations. Newly built residence. Enough coal on hand for entire season. Reason for selling; death in family and sickness. Bargain. Address
H. Baumann, Niles Centre, Ill.

HELP WANTED.

Experienced vegetable grower; married man preferred. Suite of three rooms and bath, electric lights, steam heat and water furnished. State in first letter experience, salary expected, etc. If desired, letters of reference will be returned. Permanent yearly position.

DEPARTMENT OF HORTICULTURE,
Iowa State College, Ames, Iowa.

Help Wanted

Experienced man on carnations and pot plants. A steady job for the right man. Married man preferred. Furnish house. A good opportunity. State experience and wages expected in first letter.
J. W. WATSON, Grand Junction, Colo.

HELP WANTED

Experienced man on palms, ferns, begonia, cyclamen and general pot plants.
PARK FLORAL CO.
Box 665, DENVER, COLO.

BOILERS — BOILERS

ALL SIZES.

Selected Boiler Tubes, all sizes, for greenhouse piping and **Retubing Boilers.** Thoroughly cleaned like **New** and trimmed. Complete stock of **New** and **Second Hand** Pipe, Valves, Fittings, etc.

LEVINE & CO.
3738 South Halsted Street, CHICAGO, ILL.
Phone Boulevard 9354.

FOR SALE

Three ranges of glass near Chicago. One planted with carnations and the other two with roses. Each range is separate and located in different localities. Do not answer this if you have not $50,000 for each or can place $20,000 down. These are bargains.
Key 416, care American Florist.

WANTED

A Thoroughly Experienced Storeman

capable of running a first-class establishment. Only a reliable and best character man desired. State age, experience and salary expected.

Key 423, care American Florist

FOR SALE.

Pecky Cypress, $35.00 per 1000 ft.

1-inch thick, rough, random width and length. Carloads or small quantites. Immediate shipment.

CHICAGO & RIVERDALE LUMBER CO.
Phone Pullman 306. RIVERDALE, CHICAGO

OFFICIAL S. A. F.

Shipping Labels

Actual size of leaf 2¾x5¼ inches

FOR CUT FLOWERS: in two colors, gummed paper; your card, etc., in black and leaf adopted by the S. A. F. in red. Prices: Per 500, $3.35; per 1000, $5.00. Samples on request. Electro of leaf, postpaid, $2.00. Cash with order.

AMERICAN FLORIST CO.
440 S. Dearborn St., CHICAGO

FOR SALE

The owner of an old established florist business in a live and growing city of 15,000, not far from the Pacific Coast, wishes to retire. Will sell to a practical greenhouse man at about half the actual value. Fully stocked and equipped. Expert gardener now in charge who could be retained if desired. High altitude, ideal climate. A real opportunity for the right man. Terms to suit purchaser. Address
Key 427, care American Florist.

New Business

There are many new men in the trade and they want to know now where to

LOOK FOR STOCKS

The best way to tell them is by regular advertising in these columns.

The new conditions of business demand special effort on the part of those who have goods to sell.

AMERICAN FLORIST CO.
440 South Dearborn Street
CHICAGO

VAUGHAN OFFERS

Liberal Lots of

Dutch Bulbs

From open stock Chicago and New York. Write us if your stocks are delayed on New York docks.

VAUGHAN'S SEED STORE

CHICAGO NEW YORK

Milwaukee, Wis.

BUSINESS SHOWS GOOD TONE.

From all sources, comes the report that for the week ending October 18, business was very good indeed. With the approach of winter, the death rate seems to have increased, and with a good demand for social functions, most of the receipts were quickly disposed of. The daily cut of roses was about equal to the demand. In chrysanthemums, the cut is growing heavier from day to day, and as they are very popular, are moving at good prices. The same can be said of bunch chrysanthemums. In carnations, the situation has not changed much. While the receipts are increasing, the demand seems to be greater; hence, the shortage, and the rise in price. Enough greens can be had at all times.

NOTES.

On October 11, James Currie, superintendent of Forest Home cemetery, and member of the florists' club, was elected president of the board of park commissioners to succeed Henry Weber, who held this position for many years past. While Mr. Currie has been a member of the park board for some time, we feel sure that with his thorough knowledge, he can accomplish more good in his present capacity.

The wedding of one of the popular younger members of the craft was solemnized October 21, when Lawrence, son of Mr. and Mrs. C. C. Pollworth, was married to Miss Hazel O'Leary. A six o'clock dinner was served at the Hotel Pfister, about one hundred guests being present. Miss Asmus, of Chicago, was one of the bridesmaids. They have our best wishes for a bright future.

Wm. Manke & Co., who made good financially on a batch of Niza pompon chrysanthemums last year, are again beginning to cut this variety. Last season they were at least two weeks earlier, and being the only pompons in at that time, during the flu epidemic, realized fancy prices.

The quality of the Mrs. C. C. Pollworth chrysanthemums as grown and offered by the C. C. Pollworth Co. is certainly living up to the promises made when disseminated a few years ago. Their carnations, which are fine, are coming along more freely now.

Cards received last week from Otto Sylvester, Sr., and wife, Oconomowoc, Wis., announce the marriage of their daughter, Esther Emma, to Werner C. Otto, October 9. Local friends extend their congratulations and best wishes.

The Holton & Hunkel Co. began cutting chrysanthemums at its Brown Deer range last week, and the quality never was better. Shipping trade is very brisk in spite of prices asked. They are still short on carnations.

Gust. Rusch & Co. are receiving a daily cut of the newer roses, also long stemmed American Beauties in quantity. Their growers have not yet begun to cut either sweet peas or violets.

Reports have it that Mrs. Seaman will open a flower stand in the Wells building. This is in the same block, where she served Currie Bros. Co. for many years, so she will be "right at home," so to speak.

Mrs. Ida Baumgarten and daughter, Miss Gretchen, have returned from their auto trip through the east, and report a most pleasant and interesting time.

Wm. R. Schroeder, of the Schroeder Floral Co., returned October 16 from St. Louis, Mo., where he spent a week visiting friends.

Otto Eggebrecht, who was especially fortunate with outdoor asters this year, began to cut Princess of Wales violets last week.

Here's October 20 and most outdoor flowers, though chilled, have not yet been cut down by frost.

Visitors: Jac. J. Kolb, Beaver Dam, Wis.; Christ Hansen and Louis Hartung, Two Rivers, Wis.; J. Rindfleisch, Beloit, Wis.; Werner C. Otto and wife, Oconomowoc, Wis. E. O.

DOTHAN, ALA.—The Green Bay Gardens have purchased the Dothan Floral Co., formerly conducted by Mrs. Minnie Matthews, and will continue the business with Miss Bessie Crawford as manager. Greenhouses will be erected about the first of the year. The new organization consists of John H. Crawford and the Misses Sarah and Bessie Crawford.

Dutch Bulbs From Holland

CHOICE SELECT STOCK

JONQUILS

	Per 100	Per 1000
Campernelle	$2.50	$20.00
Rugulosus	2.75	22.00
Single	1.75	15.00
Double	2.50	20.00

SINGLE TULIPS

	Per 100	Per 1000
Artus	$2.75	$24.00
Belle Alliance	3.75	34.00
Chrysolora	3.25	30.00
Cottage Maid	2.75	25.00
Cramoisi Brilliant	3.50	32.00
La Reine	3.25	30.00
Mon Tresor	6.00	55.00
Keizerskroon	4.00	35.00
Rose Grisdelin	3.50	30.00
Rose Luisante	4.00	35.00
Proserpine	5.50	50.00
Van Vondel	3.00	25.00
White Hawk	3.25	30.00
Yellow Prince	4.00	34.00
Single Mixed Extra Fine	2.25	20.00

LATE TULIPS

	Per 100	Per 1000
Bouton d'Or	$3.00	$24.00
Gesneriana Spathulata	3.00	26.00
Gesneriana Lutea	3.00	26.00
Maiden's Blush Picotee	3.00	25.00
Inglescombe Pink	3.00	25.00
Inglescombe Yellow	3.00	27.00
Mrs. Moon	4.00	36.00
Late Extra Fine Mixed	2.50	20.00

DOUBLE TULIPS

	Per 100	Per 1000
Couronne d'Or	$5.00	$45.00
Imperator Rubrorum	4.50	42.00
La Candeur	3.50	30.00
Murillo	4.00	35.00
Rubra Maxima	4.00	35.00
Tournesol Red & Yellow	5.00	45.00
Salvator Rosa	4.00	38.00
Vuurbaak	5.50	50.00
Extra Fine Mixed	2.75	25.00

DARWIN TULIPS

	Per 100	Per 1000
Baronne de la Tonnaye	$3.50	$30.00
Clara Butt	3.00	25.00
Gretchen	3.50	30.00
Glow	4.00	35.00
Farncombe Sanders	4.00	36.00
Dream	4.00	35.00
Mme. Krelage	4.00	36.00
Inglescombe Yellow. See late flowering tulips.		
Rev. Ewbank	4.00	34.00
Pride of Haarlem	4.00	34.00
W. Copeland	5.00	46.00
Darwin's Ex. Fine Mixed	3.00	25.00

NARCISSI, Single

	Per 100	Per 1000
Golden Spur 1st	$3.50	$30.00
Golden Spur D. N.	5.00	45.00
Emperor 1st size	3.50	30.00
Emperor D. N.	5.00	45.00
Empress 1st size	3.50	30.00
Empress D. N.	5.00	45.00
Princeps 1st size	3.25	28.00
Princeps D. N.	4.50	40.00
Poeticus Ornatus	2.25	16.00
Poeticus Ornatus D. N.	3.00	25.00
Victoria 1st size	3.50	30.00
Victoria D. N.	5.50	50.00
Sir Watkin 1st size	3.50	30.00
Sir Watkin D. N.	5.50	50.00
Poeticus Pheasant's Eye	3.00	24.00
Poeticus Elvira	3.00	26.00

NARCISSI, Double

	Per 100	Per 1000
Albus Plenus Odoratus	$3.00	$25.00
Sulphur Phoenix	4.00	35.00
Orange Phoenix	4.00	35.00
Von Sion D. N. Mam.	5.50	50.00
Von Sion Double 1st	3.50	30.00

DUTCH ROMAN HYACINTHS

Per 100, $3.60. Per 1000, $32.00.

Gertrude
Gigantea
L'Innocence
La Grandesse
Grand Maitre
King of the Blues
Queen of the Blues

LILIUM GIGANTEUM BULBS

Here from Japan. Write for Prices.

A. B. C.

American Bulb Co.

"WATCH US GROW" 172 N. Wabash Ave., Phone Randolph 3316 CHICAGO

Send for It Today

Our New Thirty-two Page Illustrated

FALL AND XMAS CATALOGUE

FEATURING

Prepared Foliages

Baskets and Flower Stands

Ribbons and Chiffons

Wreaths

Novelties

Artificial Flowers

General Supplies

THE OVE GNATT CO., Inc.

Quality Merchandise. Prompt Service.

No P. & D. Charges.

LA PORTE, INDIANA

SEND THIS COUPON TODAY.

The Ove Gnatt Co., La Porte, Ind.:
Gentlemen: Kindly send me your new Fall and Xmas Catalogue.

Name.....

City.....

State.....

Toledo.

FALL BUSINESS INCREASES.

With the arrival of cold weather florists are beginning to feel an active demand. After a long period, when social events were negligible, the demand for corsage bouquets for dances and receptions, table decorations, etc., comes as a very welcome addition to business. Wedding orders have been unusually numerous this fall, due probably to the end of the uncertainty caused by the war, and this business is helping greatly to make up for the absence of influenza orders, so numerous at this time last year. Funeral work, however, has been steady, and the prices received have, on the average, been higher than ever before. The first chrysanthemums are on the market, and the demand for these autumn flowers is good. Of course, neither the quantity nor the quality is up to the standard it will reach in a few weeks. Roses are fairly plentiful and their quality is all that could be desired. Pompons, too, are here, and are being eagerly snapped up by flower buyers. Carnations enjoy a ready sale, but their quality is still off color. The severe frosts of this week put the ban on all remaining outside flowers.

SUNDAY CLOSING SEEMS ASSURED.

Previous to the meeting of the florists' club held last Wednesday evening at S. N. Peck's flower shop, the outlook for a continuance of Sunday closing in this city looked extremely discouraging, but the enthusiasm of those florists who had experienced the benefits of one day off, carried the day. After some spirited discussion, a committee composed of Max Spanner, Frank M. Schramm and Walter Krause, was appointed to see the florists who had signed the previous pledge, and induce them to renew their determination to stay closed. Those present decided to take no further action about opening until this committee reported. From the sentiment at the meeting, the success of the movement seems certain.

NOTES.

Henry Klunder, formerly manager of the Art Flower Shop, and lately proprietor of a flower and vegetable farm in East Toledo, has taken a position with a Cincinnati flower shop. He has disposed of his property and left for the Queen City and his new position. His many friends here wish him the success that his ability as an expert decorator warrants.

Florists in this city are beginning to take a more active interest in the national advertising campaign of the Society of American Florists, as can be noted from the increasing numbers of "Say It With Flowers" signs that are displayed. Most of them have now contributed to the campaign, which must be backed up locally if it is to be a success.

Frank M. Schramm has returned from the F. T. D. convention at Buffalo full of enthusiasm and new ideas. He says it was the greatest convention ever, and he looks for a great increase in F. T. D. business as a result of the progressive ideas revealed there.

George Bayer's Bonnaffons are in fine crop this season, and although they are not yet on the market to any extent, he is already being deluged with advance orders. His product is always in great demand because of the excellent quality.

John Barrow, who has made a striking success of his flower store on Detroit avenue, feels that he has earned a rest, and has left with a party of friends for a three-weeks hunting trip for big game in the wilds of Canada.

Miss Helen Patten, after spending most of the summer at Georgian Bay, is back on the job full of energy, planning the biggest season of her long and successful career. She has affiliated with the F. T. D.

Mrs. J. B. Freeman has executed some substantial wedding orders during the week, and also reports a good demand for funeral work.

Paul Timm has a fine crop of chrysanthemums and reports business better than it has been in some time.

A. C. K.

GOLDFISH 1,500,000 (Fancy and Plain)

Ready for market at rock bottom prices. Ship anywhere in U. S. or Canada. Write for our illustrated catalogue.

ORIENTAL GOLDFISH & SUPPLY CO.

3757 to 3761 Cottage Grove Ave., CHICAGO, ILL.

TRENTON, N. J.—Upwards of 2,000 excellent blooms, arranged in many attractive ways, were included in the entries at the Trenton Dahlia Society's show, considered to have been the largest and finest display of cut flowers ever held in this city. Among the outstanding varieties were Millionaire, Billionaire, C. W. Fellows, Kalif and Break O' Day.

DUTCH AND OTHER BULBS

Of the following offered stock the **DUTCH BULBS** can be shipped at once—the others as they arrive. All prices are understood packed and F. O. B. cars or steamer New York.

U. S. GROWN BULBS

NARCISSUS EMPEROR, double nosed, XXX.....$36.00 per 1000
NARCISSUS EMPRESS, double nosed, XXX..... 36.00 per 1000
In lots of 10,000 or more, both varieties..... 35.00 per 1000

October delivery. These are large bulbs selected for forcing.

VALLEY PIPS

VALLEY PIPS. Holland grown, selected for forcing.....$18.00 per 1000

November delivery. Case lots only. Cases contain 2500 pips.

DUTCH BULBS

"D. N." means double nosed. Tulips are sold only in multiples of 250. Hyacinths in multiples of 50. Miniature Hyacinths in multiples of 100—as they come that way in bags and we cannot break bags.

SINGLE EARLY TULIPS

	Per 1000		Per 1000
Rose Gris de Lin	$24.00	**La Reine Maxima**	$36.50
Keizerkroon	35.00	**La Reine (Queen Vict.)**	30.00
Yellow Prince	32.00	**Vermillion Brilliant**	47.50
White Swan (True)	30.00	**Proserpine**	46.75
White Hawk	30.00	**Mon Tresor**	46.75
Duchess de Parma	30.00	**Coleur Cardinal**	48.50
Rose Louisante	34.25	**Flamingo**	50.00
Prince of Austria	35.00		

DOUBLE EARLY TULIPS

	Per 1000		Per 1000
Snow Ball	$24.00	**Couronne d'Or**	$47.00
Murillo	30.00	**Imperatur Rubrorum**	50.00

DARWIN TULIPS

	Per 1000		Per 1000
Painted Lady	$22.50	**Massachusetts**	$31.00
La Candeur	26.00	**Gretchen**	29.00
Glow	37.00	**Baron de la Tonnaye**	25.25
Farncombe Sanders	31.75	**Suzon**	30.00
Madam Krelage	33.00	**Rev. H. Ewbank**	30.00
Erguste	33.00	**William Copeland**	59.00

NARCISSUS

	Per 1000		Per 1000
Empress (D. N.)	$42.50	**Golden Spur (D. N.)**	$42.50
Victoria (D. N.)	50.00	**Sir Watkin (D. N.)**	35.50
Emperor (D. N.)	42.50	**Dbl. Von Sion (D. N.)**	42.50
Poetaz Alsace	26.50	**Poeticus Ornatus (D. N.)**	23.00
Poetaz Irene	42.00	**Glory of Leiden**	39.00
Poetaz Louise	30.00	**Barii Conspicuous**	24.00

HYACINTHS

Your selection of following varieties, 1st size 17-18 c/m.....$85.00 per 1000

Gertrude **La Victoire** **Queen of the Blues**

MINIATURE HYACINTHS

Your selection of following varieties, 12-14 c/m.....$35.00 per 1000

Moreno	**Gr. a Merville**	**Queen of the Blues**
Johan	**La Franchise**	**L' Innocence**
Heroine	**Rol des Belges**	**Lord Macauley**
Gertrude	**Gr. Vainqueur**	**Lord Balfour**
Ruby	**Alida Jacoba**	

CAN ALSO OFFER

FOR immediate delivery:—**RAFFIA.** **FOR** later delivery:—**BEGONIA** and **GLOXINIA BULBS, JAP LILY BULBS.**
Write for prices, stating specifically what you require.

TERMS OF PAYMENT 60 days net, less 2 per cent cash 10 days from invoice date. Cash with order from those who have not established credit with us. All stock is offered subject to prior sale.

All goods offered are of the high grade we have exclusively handled since 1902. **RELIABILITY** is our motto. We own our own building of 7 floors, a city block through, and give prompt, efficient service on all orders that reach us in time.

McHUTCHISON & CO., The Import House. **95 Chambers St., New York**

HOME GROWN CHRYSANTHEMUMS

White and Yellow, $3.00 to $5.00 per dozen.

We are now cutting in quantity our famous Early White Pompons.
Price 50c per bunch. Send us a trial order.

BUY DIRECT FROM THE GROWER.

We Are Rose Specialists, and Are Cutting from 245,000 Rose Plants.

These are all our own growth, guaranteed fresh cut and packed to arrive in good condition.

PRICE LIST

RUSSELL AND COLUMBIA				OPHELIA, HOOSIER BEAUTY, WHITE KILLARNEY			
Long	per 100,	$20.00 to	$25.00	Extra long	per 100,	$12.00 to	$15.00
Good medium	per 100,	12.00 to	15.00	Medium	per 100,	8.00 to	10.00
Medium	per 100,		10.00	Short	per 100,	5.00 to	6.00
Short	per 100,		6.00				

CARNATIONS—Red, White, Pink.....$5.00 to $6.00 per 100

Extra Fancy Ferns, per 1000, $2.50	Adiantum ..per 100, $1.00 to $1.50	Asp. Sprays per 100, $2.50 to $3.00
	Galax, bronze .....per 1000, 2.00	Sprengeri ....per 100. 2.00 to 3.00

All seasonable flowers not grown by us will be procured for our customers. A trial order solicited.

In buying direct from the grower you are assured of fresh stock at all times and the most even run of quality possible.

NOTICE—We close at 5 o'clock week days and all day Sunday. Week Days 8 A. M. until 5 P. M.

BASSETT & WASHBURN

LONG DISTANCE PHONE:
CENTRAL 1457

Greenhouses: Hinsdale, Ill., and Greggs Station, Ill.

OFFICE AND STORE
178 N. Wabash Ave., CHICAGO, ILL.

Chicago.

STOCK CONTINUES TO CLEAN UP.

Stock of all kinds continues to clean up each day, not withstanding the fact that there appears to be more arriving this week, especially chrysanthemums. American Beauty roses are in good demand at prices ranging from $2 to $6 per dozen, and sometimes at better prices in the fancier goods. Mrs. Chas. Russell, Columbia and Premier are having a heavy call, and all the other roses are cleaning up nicely each day at high figures. Some fine Ophelia, Sunburst, Mrs. Aaron Ward, My Maryland, Champ Weiland, Richmond, Hoosier Beauty, Montrose, Mrs. George Shawyer, Killarney, White Killarney and Killarney Brilliant are to be had, together with a limited supply of Cecile Brunner, Nesbit and Elgar. Carnations are selling quickly at $2 to $6 per 100, with stock in short supply. Chrysanthemums are more plentiful, but still clean up early at good prices, although at times. some job lots have been bought at low figures considering the general market condition the past week. Pompons are quickly disposed of. Lily of the valley is scarce at $20 per 100, and gardenias at $6 per dozen. Orchids continue to command high prices with no surplus to speak of. Sweet peas are selling for $3 per 100, with the supply limited. Some calendulas are bringing as high as $6 per 100. Bouvardia, lilies, callas, snapdragons and a few late indoor grown asters are to be had. The growers are calling attention to their wholesale houses to obtain higher prices for their stock at all times possible, so as to meet the increasing cost of production. Coal will advance from 75 cents to $1 per ton the first of November, and several other items used by the growers have gone up, which means that higher returns will be neces-

STRENGTH of 1st FOUNDED BY FLINT KENNICOTT YEARS

DISTANCE

Is no obstacle to the Retail Florist in buying Cut Flowers from Chicago.

It is a generally known fact that Cut Flowers travel safely over great distances and are then sometimes held for many days in the "cool room" by the Retailer for delivery to the ultimate consumer.

Your Ice Box is Your Stock Room

A matter of a few minutes and the long distance telephone will bring the Retail Florist into our salesroom.

In less than an hour a telegram will place an order for shipping on our files.

Within two to twenty-four hours mail is delivered here from cities within 1000 miles from CHICAGO.

No better service can be offered by wholesale houses of other cities or can our claims be offset by wholesale growers in the vicinity of any Retail Florists because of their convenient location.

CHICAGO MAKES THE MARKET PRICE ON CUT FLOWERS.

IN THE FILLING OF CUT FLOWER ORDERS WE CONTRIBUTE OUR PART TO MEET THE DEMANDS OF THE OUT-OF-TOWN RETAIL FLORIST.

"We do as WE SAY"

KENNICOTT BROS. CO.
174 N. Wabash Ave.,
CHICAGO

PETER REINBERG

Wholesale Florist

30 East Randolph St., LONG DISTANCE PHONES CENTRAL 601 and 2846 **CHICAGO**

OUR CHOICE ROSES

Are in Heavier Supply. Try Us on

RUSSELL, $6.00 to $25.00; COLUMBIA, $6.00 to $20.00 per 100.

Killarney, White Killarney, Killarney Brilliant, My Maryland, Milady, Ophelia, Sunburst and Champ Weiland,

$4.00 to $12.00 per 100. Our Selection, $4.00 per 100.

CARNATIONS, $3.00 to $5.00 per 100; Fancy, $6.00 per 100.

Complete Line of GREENS at Market Prices. **Prices Subject to Market Changes.**

A. L. VAUGHAN & Co.

NOT INC.

PHONES:
CENTRAL 2571 - AUTOMATIC 48-734 - CENTRAL 2572
161 North Wabash Ave, Chicago

Chrysanthemums

Are in heavier supply with us this week. so place your orders here.

Good Supply of Roses

Carnations--Violets--Pompons

and Other Seasonable Flowers. THE BEST.

All the choicest offerings in Seasonable Cut Flowers—the best obtainable in this market. Greens.

JOSEPH FOERSTER CO.

WHOLESALE FLORISTS

160 N. Wabash Avenue, CHICAGO, ILL.

Mention the American Florist when writing

WIETOR BROS.

WHOLESALE FLORISTS

30 East Randolph St., L. D. Phone Randolph 2081 CHICAGO

Mention the American Florist when writing

sary to conduct the range at a profit the rest of the season. Prices the past few weeks have been satisfactory, considering conditions, and taken as a whole, the outlook is encouraging for the future. Greens are in large supply and include fancy boxwood and wild smilax.

NOTES.

E. B. Washburn and wife, of Hollywood, Calif., spent several days here this week with his father, C. L. Washburn, leaving later for a business and pleasure trip with his wife's relatives at New York. Bassett & Washburn had an exhibit of their California grown palms at the store this week which attracted much attention and resulted in many orders being booked for spring delivery.

F. O. Franzen, who was formerly in the florist business on North Clark street, died, October 17, after an illness covering several years. The funeral was held the following Tuesday from the chapel at 3176 North Clark street, with interment at Memorial Park cemetery. He leaves a wife, who has the sympathy of the trade in her bereavement.

The George Wittbold Co. is another one of the local retail firms who will keep their stores closed on Sundays throughout the year. Fred Nelson, manager of the retail department, is heartily in favor of the movement, and would like nothing better than to hear that every store in the city will follow suit. Who's next?

C. B. Knickman, representing McHutchison & Co., New York, was a visitor this week. He is on his way home from a trip to Japan and a visit to California. He has been on the road for nearly 30 years, and is the oldest traveler in years of active service calling on the horticultural trade today.

A. Lange has two very attractive windows this week, one for Halloween, mainly sprays of autumn foliage, cornstalks and pumpkins, the other bride's and bridesmaid's bouquets, with accessories for fall weddings.

V. Bezdek, of Gross Point, says that Aviator is one of the best paying carnations at his greenhouses. the returns the past week being exceptionally good and the cut the largest of any variety he has.

John Poehlmann underwent a successful operation for appendicitis at the Grant hospital, October 17. He is improving nicely, and will be able to be about soon.

Joe Schouten, of the Ernst Wienhoeber Co., has the sympathy of the trade in the loss of his mother, whose death occurred last week.

M. Monblatt, of the American Bulb Co., is back from a business trip through Wisconsin, including a visit at his old home at Green Bay.

D. E. Freres is back in the wholesale commission business with headquarters at the store of Percy Jones, Inc.

The Oriental Goldfish & Supply Co. has moved into larger quarters at 3757-3761 Cottage Grave avenue.

Adam Graham and daughter, of Cleveland, O., are visiting friends in the city this week.

The first frost of the season to damage outdoor flowers occurred October 17.

Herman Bruns and bride are spending their honeymoon in the east.

A. T. PYFER & CO.

WHOLESALE FLORISTS

164 North Wabash Avenue, CHICAGO

Mention the American Florist when writing

SPECIALS

Cut Flowers
Supplies
Green Goods

O. A. & L. A. TONNER

30 East Randolph St., CHICAGO.

Mention the American Florist when writing

REFRIGERATORS

COMPLETE FIXTURES

CENTRAL REFRIGERATOR & EQUIPMENT CO.

Estimates submitted.

155 No. Clark Street, CHICAGO

Mention the American Florist when writing

With an ever intense desire to please, we have built up a service of which we are proud.

A GOOD BUY

The purchase of "Flowers of Superior Quality" is a good buy at any time. With the advent of cooler weather this past week, the quality has improved, so that now they are in a stage of perfection and would be pleasing to the most critical and exacting taste.

Roses Carnations Cattleyas Beauties
Chrysanthemums Pompons Greens

Weekly Price List of Flowers and Greens of every commercial variety sent on request.

"The Nation's Most Expressive Flowers"

POEHLMANN BROTHERS COMPANY

66-74 East Randolph Street,
Chicago, U. S. A.

The Largest Growers of Flowers in the World.

The Chicago Flower Growers Association

WHOLESALE GROWERS of CUT FLOWERS and PLANTS

182 North Wabash Avenue L. D. Phone, Randolph 631 **CHICAGO**

Higher Quality--Larger Supply

Positively the best buys in Chicago.

	Per 100		Per 100
Rose Premier	$6.00 to $25.00	Killarney Brilliant	$4.00 to $12.00
Russell	6.00 to 25.00	White Killarney	5.00 to 12.00
Columbia	6.00 to 20.00	Maryland	5.00 to 10.00
Milady	6.00 to 20.00	Sunburst	6.00 to 12.00
Ophelia	5.00 to 12.00	Ward	4.00 to 8.00

EXTRA SPECIAL ROSES BILLED ACCORDINGLY. ALL GREENS AT MARKET PRICES.

CATTLEYAS
$12.00 to $15.00 per dozen.

CALENDULAS
Extra Fancy, $6.00 per 100.

ONCIDIUM SPRAYS
$6.00 to $8.00.

SINGLE VIOLETS
$10.00 per 1,000.

DOUBLE VIOLETS
$7.50 per 1000.

CHRYSANTHEMUMS
$2.00 to $4.00 per dozen.
Fancy, $5.00 per dozen.

POMPONS
50c to 75c per bunch.

CARNATIONS
$3.00 to $6.00 per 100.

PLUMOSUS
35c to 50c per bunch.

SPRENGERI
25c to 50c per bunch.

ADIANTUM
$1.00 to $2.00 per 100.

FERNS
$2.50 per 1000.

LEUCOTHOE
$7.50 per 1000.

SMILAX
$3.00 per dozen.

YOU CAN ALWAYS RELY UPON US FOR YOUR SUPPLY OF

CUT FLOWERS

Remember when ordering that our line is so complete that it includes every item offered in the Great Chicago Market.

ZECH & MANN

30 E. Randolph St.

CHICAGO

Long Distance Phones { Central 3283 Central 3284

Our Offerings Include:

ROSES.

COLUMBIA

RUSSELL

White Killarney

Pink Killarney

Milady Sunburst

Killarney Brilliant

Ward Ophelia

MINIATURE ROSES

Cecile Brunner

CARNATIONS

MISCELLANEOUS

Valley Cattleyas

CHRYSANTHEMUMS

White—Pink—Yellow

WHITE POMPONS

GREENS.

Plumosus Sprengeri

Galax, bronze. Galax, green

Ferns

Adiantum Smilax

Boxwood

Miss Marguerite Kane McNulty, who has had charge of Peter Reinberg's books for many years, has harkened to the call of Dan Cupid, and will be married October 29. The Misses Nettie Parker, Martha Gunterberg, Olga, Lillian and Anna Tonner, Mrs. Frank Ayers and Agnes Swenson, gave a luncheon in her honor at Marshall Field & Co's. store, October 18, when they presented her with a beautiful cut glass vase. Everyone in the trade will be interested to know that the lucky young man is Clarence Ellsworth of the J. F. Kidwell Co. The wedding will take place at the home of the bride's parents, Mr. and Mrs. Daniel H. McNulty, 1807 Lunt avenue, Rogers Park. The young couple has the best wishes of the trade.

At Poehlmann Bros. Co's. greenhouses, the stock is in excellent condition, and several of the visitors who made the tour of inspection with the Commercial Flower Growers of Chicago Thursday, October 18, remarked that they never saw the entire place in such fine shape as it is now. All the houses that were closed down last season, are running full blast and large crops are in sight for the near future. The visitors asked the writer to thank the Poehlmann Bros. Co. for the magnificent chicken dinner that it treated the crowd to at the Wayside Inn the same day.

Miss L. A. Tonner, of O. A. & L. A. Tonner, leaves this week for Baconton, Ga., where her pecan groves are located, and are in fair crop this season. There are quite a number of people in the trade who own groves there, one of whom is Mrs. H. C. Wullbrandt, who will join Miss Tonner later.

Phil Schupp of the J. A. Budlong Co., in speaking of the fall business, says that it has been very satisfactory, and he is optimistic in regard to the future. The shipping trade is a big item with this house, and is steadily improving.

Paul Klingsporn returned this week from a business visit in the east, including the F. T. D. meeting at Buffalo and a trip to New York. Clarence Ellsworth, of the J. F. Kidwell Co., made the trip with him.

John Michelsen, of the E. C. Amling Co., and Dick Salm, of Union Grove, Wis., in talking over conditions, agree that there are 600,000 American Beauty plants less this season than were grown in former years.

Percy Jones, Inc., is having a strong demand for plant stands, which appear to be exceedingly scarce throughout the country, judging from the way orders are arriving in every mail.

At the Joseph Foerster Co's. store business is brisk, and the establishment was filled with city buyers on the morning of October 18, when the local sales established a new record.

Zech & Mann have no complaint to make in regard to the fall business so far, which has been brisk, especially in the shipping line. The local demand is improving wonderfully.

A. L. Vaughan & Co. are showing fine chrysanthemums, which are arriving in heavier supply. Business continues brisk here, and each day results in a grand clean up.

One of the retail stores in the loop is for sale, the proprietor wishing to concentrate his efforts in another line he is interested in.

E. C. Pruner, representing Poehlmann Bros. Co., is back from a successful business trip through the southwest.

Kennicott Bros. Co. reports a heavy call for sweet peas, which are arriving in larger quantities this week.

Visitors: Adam Graham, Cleveland, O.; Miss Kramer, Birmingham, Ala.; enroute to Aberdeen, S. D.; A. Nielson, Pana; J. E. Jones, of the Advance Co., Richmond, Ind.; A. J. Stahelin, Detroit, Mich.; Miss Erby, Memphis, Tenn.; J. S. Wilson, Jr., Des Moines, Ia.

Louisville, Ky.

MODERATE SUPPLY WITH FAIR MOVEMENT.

Business has been fairly active with stock of all kinds, with the exception of carnations, in good supply. Some very good dahlias have been among the offerings and there have been fair quantities of chrysanthemums and roses. The first killing frost in this section was recorded on the night of October 18.

NOTES.

August Baumer has returned from the Florists' Telegraph Delivery Association meeting at Buffalo, and reports a session of much accomplishment and general interest.

Emil Walther has been sending to this market excellent chrysanthemum plants in full bloom. They have the appearance of specimens grown for exhibition.

The F. Walker Co. is cutting quantities of excellent roses, Columbia and Mock being especially fine; also, high grade chrysanthemums.

Anders Rasmussen and his bride have returned from an extended wedding trip, visiting the principal eastern cities.

Fred Haupt has disposed of his interest in a local rubber tire concern with which he has been identified.

Dave Weller, formerly manager of the Nanz & Neuner Co., is now with the Wm. Walker Co.

H. G. W.

HANNIBAL, MO.—Mrs. Winnie Nugent will open a flower shop in the near future at 403 Broadway.

PROVIDENCE, R. I.—The feature of the meeting of the Rhode Island Horticultural Society scheduled for October 22 will be the lecture of Edward I. Farrington, of Boston, Mass., on "What's New in the Garden."

'MUMS Heavy Supply, White Pink and Yellow. Also POMPONS

HAVE YOUR CUSTOMERS

Say it With Budlong's Flowers

The Kind that are bound to give satisfaction.

We have everything in the way of Cut Flowers, **Roses of all varieties,** including **Double White Killarney,** which is much better than the White Killarney that is commonly grown by other growers. Also a nice lot of **Russells, Columbia** and **Premier,** besides the novelty roses **Nesbit** and **Brunner.**

CARNATIONS - - Red, White, Light Pink and Dark Pink

VALLEY Rubrums, Feverfew, Tritomas and all other seasonable Cut Flowers, including Greens of all kinds. **VIOLETS**

Send us a trial order and get in touch with the quality of our stock and our prices.

If you want good stock and good treatment, buy of Chicago's most up-to-date and best-located Wholesale Cut Flower House.

J. A. Budlong Co.

Quality Speaks Louder Than Prices.

Wholesale Cut Flowers and Greens

184-186 North Wabash Ave., Corner Lake St., CHICAGO

Roses, Valley and Carnations Our Specialty

Prices As Low As Others.

SHIPPING ORDERS GIVEN CAREFUL ATTENTION.

WE ARE CLOSED ALL DAY SUNDAY.

We are in daily touch with market conditions, and when a decline takes place you can re ly upon orders sent us receiving such benefits.

Columbus, O.

EARLY FALL DEMAND AUGURS WELL.

The fall season has opened suspiciously, although some inclement weather during the past week had its effect on the volume of business in the local retail establishments, but the only bad feature was the weather, and with the sun coming out again, the public began to buy more actively. On the whole business, has been quite good, with excellent prospects for the future. The best feature has been the demand for loose flowers. There is more or less social activity, and it is believed that class of business will increase in the near future as the season will soon be in full swing. Funeral work has been slow. The supply has been more plentiful, as a larger assortment of the seasonable stocks are on hand. This includes chrysanthemums, carnations, roses and sweet peas. Chrysanthemums are selling from $3 to $6 per dozen, and there is a steady demand. Carnations retail at $1.50 per dozen. They include red, pink and white, with pink the favorite. Roses are arriving in large profusion and retail at $2 to $5 per dozen. They include Premier, Sunburst, Ward, Russell and Ophelia.

NOTES.

The florists' association, which held regular meetings last season, will soon become active, with semi monthly meetings. The association has always done a great deal of good in retail circles, and a large proportion of this city's florists were members. Arrangements are being made to call a meeting early in November, when the programme for winter activities will be arranged. Professor Hottes, of the Ohio State University, is president, and E. A. Munk, of the Munk Floral Co., secretary.

J. W. L.

Lancaster County Florists' Association.

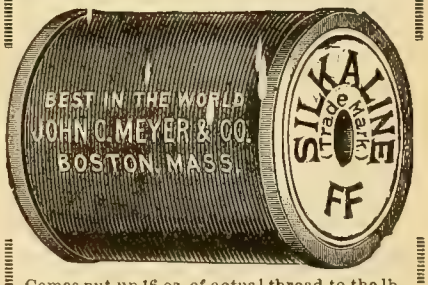
The meeting was opened in due form at 7:45 p. m. October 16, with the president, the secretary, two other male members and two members of the ladies' auxiliary present, the smallest meeting since the organization of the club. This was due to two causes, the first and principal one being that just about the time members should have been leaving their homes for the meeting, a violent thunder storm visited the county, and second, because the programme committee had arranged no events to attract the members. S. S. Pennock, of Philadelphia, Pa., was a visitor, and had the pleasure of shaking hands with all present.

An invitation was read from the Baltimore Florists' Club inviting us to attend its ladies' night, but on account of the small attendance, no action was taken. The secretary presented a telephone invitation from the Chester County Florists' Association to make a visiting trip to Chester county in the near future, and the automobile committee was instructed to get busy and secure machines for this trip, October 30. P. W. DeHertogh was elected to membership. Mrs. Albert M. Herr, Mrs. B. F. Barr and Mrs. A. K. Rohrer were added to the programme committee, and this will be the last meeting without any definite programme.

ALBERT M. HERR.

— THE —

Meyer Florist Thread



Comes put up 16 oz. of actual thread to the lb., 2 oz. to the spool. Compare our thread with any other you are using and you will see a vast difference in the quality as well as the price and yardage of each spool.

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Established 1892

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Mention the American Florist when writing

Commercial Flower Growers of Chicago.

October 16, the Commercial Flower Growers of Chicago traveled to Morton Grove for a visit of the greenhouse establishments at that place. The growers assembled at the office of Poehlmann Brothers Company at 3 p. m. and led by Adolph, August, Walter and Earl Poehlmann, were shown this mammoth modern establishment. As usual, everything was found in splendid condition. Great interest was displayed by the visitors in the many modern labor-saving devices employed. Particular note was taken of the coal handling facilities, which make it possible to load a seven-ton truck in 35 seconds.

After seeing the Poehlmann range, the growers were taken by autos to the establishment of Jos. Brooks, who grows carnations and miscellaneous stock. Next on the route was Wm. Fluegge, who specializes in pot plants, and has a good lot of cyclamens coming along. Further on is Emil Nelson's place. All roses are grown here, and the industrious proprietor is always on the job. After having seen this place, the joyful news was passed that the Poehlmann Brothers' Company had a chicken dinner waiting. Needless to say, the dinner served at the Wayside Inn was enjoyed by all, and using the expression of one grower—"it hit the spot."

Following the dinner, the monthly meeting was held, at which many important and timely topics were discussed. Facts and figures were presented, showing the enormous increases in the cost of everything entering into the production of flowers, and the difficulty of growers to keep pace with them. As a result of these advances flowers will be higher.

The growers are very enthusiastic about their signboard campaign, which should prove to be a great stimulant to business. The Commercial Flower Growers of Chicago stands for the advancement of floriculture, it aims to elevate the flower business in general, and deserves the support of every flower grower tributary to the Chicago market. Its membership consists of one representative from each greenhouse establishment. Although only six months old, the association has made rapid progress, and already its membership numbers 76, comprising about 6,000,000 square feet of glass. The following appear on the secretary's list:

Amling, Albert F. Company, Maywood.
Amling Brothers, Des Plaines.
Amling, Ernst C., Maywood.
Amling, W. H. Est., Maywood.
Amling, Walter A., Maywood.
Arnold, Chas., Desplaines.
Ball, George, Glen Ellyn.
Bezdek, V., Gross Point.
Bentbey, F. J. & Co., New Castle, Ind.

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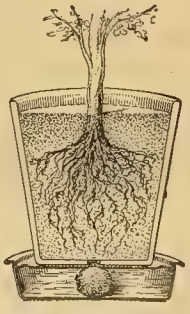

You can easily double your plant trade by showing your customers how easy it is to grow potted plants with a

Little Wonder Plant Irrigator

They keep your plants watered just right. Wholesale price, $20.00 per 100.

If your supply house does not carry them send us their name with your order.

Sample by mail, 35c

The Wonder Plant Irrigator Co.

2918 N. Clark St., CHICAGO

Mention the American Florist when writing

Blewitt, H. C., Des Plaines.
Blameuser, E. H., Niles Center.
Blameuser, E. C., Niles Center.
Bohlander, K. P., Melrose Park.
Bond, Chas., Naperville.
Brooks, Joseph, Morton Grove.
Budlong, A. H., 2447 Berwyn Ave., Chicago.
Budlong Gardens, 5224 N. Lincoln, Chicago.
Busse, L. C. & Son., Mount Prospect.
Collatz, Albert, Morton Grove.
Dahm, Nick, Morton Grove.
Des Plaines Floral Company, Des Plaines.
Duntemann, Wm. F., Bensenville.
Fluegge, William, Morton Grove.
Garland, Frank, Des Plaines.
Garland, Sol., Des Plaines.
Garland, Warren, Des Plaines.
Geils, H. H., Itasca.
Goerger Brothers, Arlington Heights.
Haberkemp, H., Mount Prospect.
Hauserman, Chas., Sr., Melrose Park.
Hauserman, Chas., Jr., Melrose Park.
Hill, E. G., Company, Richmond, Ind.
Hill, Jos., Company, Richmond, Ind.
Hirn, John & Son, Lake Zurich.
Hoefle, Geo. P., Des Plaines.
Hunt, A. E. & Company, Evanston.
Homeyer, Chas., Mount Prospect.
James, Fletcher C., Des Plaines.
Jepsen, Hans, Maywood.
Katzwinkel, B., Mendota.
Kircht Brothers, Morton Grove.
Klehm's Nurseries, Arlington Heights.
Kohout, Joseph, Libertyville.
Kring Brothers, Fairbury.
Kuhlmann, Ed., Melrose Park.
Libertyville Floral & Veg. Co., Libertyville.
Linnemann, Louis, Jr., Des Plaines.
Mann, M., 5504 North Clark St., Chicago.
Mersch, N. F., Palatine.
Miller, John T., McHenry.
Miller, W. L., Naperville.
Miller Brothers, 5558 N. Lincoln, Chicago.
Nelson, Emil, Morton Grove.
Neve, Henry, Des Plaines.
Passvogel, William, Norwood Park.
Niles, Florist, Niles.
Paulsen, Chas., Arlington Heights.
Pearson, Peter, 5734 Gunderson, Chicago.
Poehlmann Brothers Company, Morton Grove.
Psenicka, James, Gross Point.
Potter & Sons, Waukegan.
Schmeltekopf, E., Park Ridge.
Schultz Brothers, Park Ridge.
Siewalt, Mrs. Elmer, Arlington Heights.
Standke, Henry, Des Plaines.

An Unusual Opportunity

For a short time we are offering you our beautiful, green enameled, adjustable

Plant Stand

At a price below cost of manufacture. It has a range in height from 26 to 52 inches, and you will find it invaluable for decorative purposes and the display of plants and baskets in your store and window.

Poppy design is carried throughout. A beautiful ornament for any store.

Sale Price, - $2.00 each

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30 EAST RANDOLPH STREET
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Swenson, G., Elmhurst.
Wehrmann, Henry, Maywood.
Weiss-Meyer Company, Maywood.
Weiss-Spandikow Company, Maywood.
Wellworth Farm Greenhouses, Downers Grove.
Wichtendahl, William, Maywood.
Wietor Brothers, 2153 Devon Ave., Chicago.
Wiffin, Grant, Des Plaines.
Windler, Robert J., 6638 Ridge Ave., Chicago.
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FLOWER GROWERS

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Extra fancy Ophelia, Sunburst, Columbia, Russell, Milady, White Killarney and Killarney Brilliant Roses. All orders given prompt attention. Try us.

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Wire Hanging Baskets

Price List, 1919. Plain Wire Hanging Baskets.

10-inch	$1.75	14-inch	$3.00
12-inch	2.25	16-inch	4.50

SHEET MOSS in bags, per bag, $2.00

Our Sheet Moss is the best value for the money in the market.

Michigan Cut Flower Exchange, 264-266 Randolph St., DETROIT, MICH.

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Wholesale Flower Markets

Chicago.

CURRENT PRICE LIST.

		Dozen
Roses, Beauty	$ 1.50@	$ 6.00
" Mrs. Chas. Russell	6.00@	25.00
" Columbia	5.00@	25.00
" Premier	6.00@	25.00
" Hoosier Beauty	4.00@	15.00
" Killarney Brilliant	4.00@	15.00
" Killarney	4.00@	12.00
" White Killarney	4.00@	12.00
" Richmond	4.00@	12.00
" My Maryland	4.00@	12.00
" Mrs. Geo. Shawyer	4.00@	12.00
" Milady	4.00@	15.00
" Sunburst	4.00@	12.00
" Mrs. Aaron Ward	4.00@	12.00
" Hadley	4.00@	15.00
" Ophelia	4.00@	15.00
" Double W. Killarney	4.00@	12.00
" Champ Weiland	4.00@	12.00
" Stanley	4.00@	12.00
" Bayard Thayer	5.00@	20.00
" Cecile Brunner		3.00
" George Elgar		3.00
" Baby Doll		3.00
" Nesbit		3.00
" Our selection		5.00
Carnations	3.00@	6.00
Cattleyas per doz.		15.00
Daisies	1.50@	2.00
Valley		20.00
Calendulas	2.00@	6.00
Chrysanthemums per doz.	2.00@	5.00
Callas		15.00
Sweet Peas per 100		3.00
Violets		.75
Ferns per 1,000		3.00
Galax per 1,000	1.50@	2.00
Leucothoe	1.00@	1.25
Mexican Ivy per 1,000	5.00@	6.00
Plumosus Strings each	.60@	.75
Smilax per doz.	2.50@	3.00
Sprengeri, Plumosus Sprays		3.00
Boxwood, 35c per lb., per case		9.00

ZECH & MANN

WHOLESALE FLORISTS

30 E. Randolph St., CHICAGO

Telephone Central 3284

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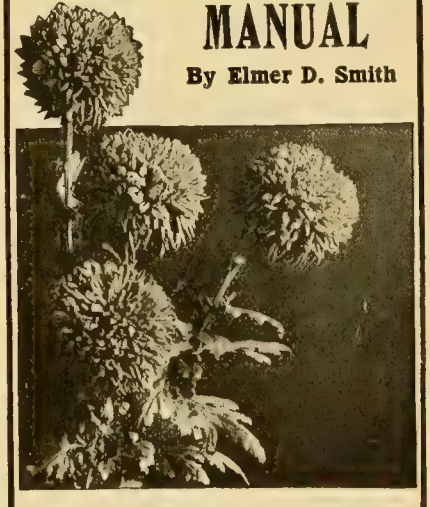
THE CHRYSANTHEMUM MANUAL

By Elmer D. Smith



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48 Pages for Florists sent free on request.

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LANSING, MICH.

CHRYSANTHEMUMS

$ 2.00 to $ 4.00.....per dozen
12.00 to 25.00.....per 100
Extra selected.....$5.00 per dozen

The midseason varieties are coming in, better and larger flowers. We can fill orders of any quantity of the varieties in bloom. You will find them of a very good quality. We can give Chrysanthemums at all prices according to the grade of stock.

POMPONS—Indoor grown Pompons in all colors and a large selection of varieties.

THE LEO NIESSEN CO., 1201 Race St., Philadelphia, Pa.

Philadelphia.

UNSEASONABLE WEATHER A DRAWBACK.

A combination of warm and wet weather produced conditions that greatly handicapped the market, so that the business of the past week was anything but satisfactory; in fact, in several quarters, it was said to be the worst week of the season. The situation, as explained, is that dahlias are still in full crop, the fall cosmos is about at its height, and there is an abundance of fall asters, outdoor chrysanthemums, tritomas and other outside stock. The greenhouse chrysanthemums are now coming strong, being seen in good assortment in all the wholesale houses. Carnations are rapidly increasing in volume, while there are quantities of roses. The market is overstocked, a condition not unusual just before the first killing frost, which may be looked for now at any time. It has been the best dahlia year ever experienced, (with the exception of the unusual demand of last season) as the quality of the flowers was never better, and the quantity was larger than for any previous period. Considering the quantity handled, prices have been well maintained and growers are quite satisfied with returns. The better grades of chrysanthemums are in good demand at prices fully one-third greater than before the war. A higher level can no doubt be maintained, and will be, if the growers do not get scared over a few days' dull business. Carnations are improving with each shipment, but the outlook for large quantities is not very promising. Snapdragon is to become one of the staples. The stock arriving is fine. Calendulas will be another quantity flower, many growers having quite large plantings, of which the first cutting is very good. Sweet peas are coming forward slowly, there being some small shipments every day. Cattleyas are much more plentiful, with considerable concessions in price.

A NEW ROSE BUG.

Rose growers in this vicinity are much annoyed, if not alarmed, at the ravages of a minute black bug or beetle, about the size of the head of a pin. This appears to come out of the ground, although its habits are not definitely known to the average grower, but the fact that it is very destructive to the rose plants is only too evident. It is first noticed when the plants that have been dried off and cut back begin to push out; then as each little shoot begins to expand, the bug makes a meal of the tender tip, and continues his ravages, going from eye to eye as they show tinges of green, until finally the plant dies. Later on, they eat holes in the leaves of the more mature growth. Their period of existence appears to be during August, and up to November, when they disappear. They were apparent last season for the first time, but this year their numbers have greatly increased. One firm has employed boys and girls to hand pick them as insecticides appear to have no effect They are paid by the thousand bugs. Considerable replanting has already had to be done in replacing plants that have died from this cause.

"SAY IT WITH FLOWERS" WEEK.

The publicity movement, inaugurated the past week with the giving of flowers on Saturday to the churches, placing flowers in store windows, and cheering up those in the wards in the hospitals with flowers, was quite a success. Those of the retailers who decorated their stores, and pushed the business by means of advertising and a larger stock, fared very well. As Frank M. Ross put it: "The fixing up of the stores put more conceit and pep into the clerks, prompting them do their best when waiting on customers." Such a movement, to get the best results, requires time to work it up, with each committee knowing exactly what its work is to be. It also requires well-prepared newspaper matter, which working in conjunction with the other floral features, makes them much more effective.

Push Dahlias Now

The best commercial varieties. Direct from grower to you.
A trial order solicited.

PHILADELPHIA CUT FLOWER COMPANY
Wholesale Florists
1517 SANSOM ST., George Aeugle, Proprietor, PHILADELPHIA, PA

EDWARD REID

Roses, Carnations, Chrysanthemums. All Seasonable Flowers.
This is the exclusive shop, only one block from Express Depots.
1619-1621 Ranstead Street, PHILADELPHIA, PA.

Wholesale Flower Markets

BUFFALO, Oct. 22.		**Per 100**
Roses, Beauty, Special	30.00@	40.00
" Fancy	20.00@	25.00
" Extra	15.00@	20.00
" 1st	8.00@	10.00
" Killarney	3.00@	10.00
" My Maryland	3.00@	10.00
" Sunburst	3.00@	12.00
" Ward	3.00@	4.00
" Columbia	6.00@	15.00
" Ophelia	3.00@	15.00
" Russell	6.00@	10.00
" Shawyer	3.00@	10.00
" Bon Silene	2.00@	3.00
Cattleyas	85.00@	100.00
Sweet Peas	.50@	1.00
Asparagus Sprengeri	.35@	.50
Ferns	per 1,000	2.50
Calendulas	2.00@	3.00
Smilax		25.00
Gladioli	2.00@	5.00
Asters	1.00@	3.00
Japan Lilies	8.00@	10.00
Auratum Lily		15.00
CINCINNATI, Oct. 22.		**Per 100**
Roses, Killarney	4.00@	12.00
" Mrs. Chas. Russell	6.00@	18.00
" Ophelia	4.00@	10.00
" Richmond	4.00@	10.00
" Sunburst	4.00@	10.00
" Shawyer	4.00@	10.00
" Columbia	6.00@	18.00
Lilium Giganteum	12.50@	15.00
Cattleyas	1.00@	3.00
Carnations	4.00@	12.00
Callas	10.00@	12.00
Calendulas	1.50@	3.00
Easter Lilies	12.50@	15.00
Snapdragons	6.00@	10.00
Gladioli	3.00@	5.00
Asters	2.00@	4.00
BOSTON, Oct. 22.		**Per 100**
Roses, Beauty	12.00@	25.00
" Killarney Queen	2.00@	6.00
" White & Pink Killarney	2.00@	6.00
" Double White Killarney	6.00@	12.00
" Killarney Brilliant	2.00@	8.00
" Hadley	6.00@	12.00
" Mock	2.00@	4.00
" Mrs. Chas. Russell	6.00@	12.00
" Taft	2.00@	8.00
" Milady	2.00@	8.00
" Ward and Hillingdon	2.00@	8.00
" My Maryland	2.00@	8.00
Carnations	12.00@	15.00
Easter Lilies	10.00@	20.00
Valley	6.00@	10.00
Gladioli	4.00@	8.00

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On Cut Flowers
H. G. BERNING
1402-4 Pine St., St. Louis, Mo.

BERGER BROS.
Roses, High Grade Dahlias
GLADIOLUS
1225 Race St. Philadelphia, Pa.

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WHOLESALE FLORISTS
116-118 Seventh Street,
PITTSBURGH, - PA.
Growers of Quality Flowers.

MASTICA
Used for glazing greenhouses. Put up in gallon cans.....$2.25
Rubber Putty Bulb (12-oz. size)..... 1.25
Geo. H. Angermueller Co.
Wholesale Florists, 1324 Pine St., ST. LOUIS, MO.

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EVERYTHING in the line of Cut Flowers, Plants and Florists' Supplies.

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THE HOUSE OF MERIT

Staple Baskets and Seasonable Novelties in Quantity.
Send for Our Catalogue.

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444-446 Milwaukee St., Milwaukee, Wis.

NOTES.

Edward Reid, who has just returned from a visit to his ranch in Montana, believes the dahlia has no place in the market as a cut flower. It is a field crop that comes directly in competition with greenhouse grown stock, the product of the growers, on whom the market depends for flowers the entire season. The dahlias can be, and are, cut in unlimited quantities. They require but little more care than ordinary field crops, while the flowers with which they come in competition, occupy valuable greenhouse space. For nearly a whole month, the prices of this good stock is held to much lower figures than it would bring if the dahlia was not allowed to be sold.

C. U. Liggit, George Burton and E. A. Harvey, visited Charles H. Totty Madison, N. J., last week and also called on other growers there. The new rose, Frank Dunlop, was seen at its best with Mr. Totty, and was greatly admired by these specialists, as was Madame Butterfly. The Duckam-Pierson and the immense range of L. B. Coddington, at Murray Hill, where there are over 400,000 forcing rose plants, was a revelation to the visitors.

Those who represented this city at the recent F. T. D. convention in Buffalo—Chas. H. Grakelow, A. T. Moore, Edward Fancourt. Paul Berkowitz and Robert Kift—are loud in their praises of its hustling, live-wire action, there being something interesting every minute of its two days' session. The more than 200 delegates, nearly all proprietors of stores, made a most enthusiastic body.

The Jos. Heacock Co's. system to keep up a succession in palm growing, is being greatly taxed on account of the extra demand for the medium sizes. The same difficulty is experienced by Henry A. Dreer, Inc., the middle or medium sizes being all sold out. Should these conditions continue, large size kentias will soon be selling at a premium.

Wholesale Flower Markets

PHILADELPHIA, Oct. 22. Per 100

Roses, Beauty, special	30.00@	40.00
" " fancy	15.00@	20.00
" Mrs. Chas. Russell	6.00@	20.00
" Killarney	2.00@	6.00
" Hadley	6.00@	15.00
" Sunburst	4.00@	10.00
" Wards	3.00@	6.00
" Ophelia	4.00@	12.00
" Columbia	6.00@	20.00
Easter Lilies	20.00@	25.00
Snapdragons	4.00@	6.00
Calendulas	2.00@	3.00
Adiantum	1.00@	1.50
Smilax		.25
Asparagus Strings	.50@	.75
Asparagus bunches		.50
Dagger and Fancy Ferns, per 1,000	3.00@	4.00
Gladioli	2.00@	6.00
Dahlias	2.00@	10.00
Tritomas	4.00@	6.00
Chrysanthemums	20.00@	25.00

ST. LOUIS, Oct. 22. Per 100

Roses, Hadley	2.00@	8.00
" Killarney	2.00@	5.00
" White Killarney	3.00@	6.00
" Hoosier Beauty	2.00@	10.00
" Russell	4.00@	15.00
" Ward	2.00@	4.00
" Mrs. Shawyer	2.00@	8.00
" Sunburst	3.00@	10.00
Ferns	2.50	
Carnations	3.00@	8.00

PITTSBURGH, Oct. 22. Per 100

Roses, Beauty, special	35 00@	40.00
" " fancy	20.00@	25.00
" " extra	10.00@	20.00
" " No. 1	3.00@	6.00
" Hadley	4.00@	15.00
" Killarney	4.00@	15.00
" Maryland	4.00@	15.00
" Scott Key	10.00@	20.00
" Sunburst	4.00@	15.00
" Mrs. Aaron Ward	4.00@	10.00
" Russell	4.00@	20.00
" Columbia	4.00@	25.00
" Ophelia	4.00@	15.00
" Hilda	3.00@	12.00
Carnations	3.00@	4.00
Cattleyas		100.00
Ferns, per 1,000	2.50	
Sweet Peas	1.00@	2.00
Daisies	1.00@	2.00
Chrysanthemums, per doz.	2.50@	4.00
Galax	1.50@	2.00
Plumosus	.35@	.50
Sprengeri	.35@	.50
Dahlias	4.00@	8.00
Smilax, per doz.		3.00
Mexican Ivy, per doz.	1.00@	7.50
Calendulas		2.00
Pompons, per bunch		.75

FANCY (Special Picked) FERNS

Leave us your order for regular shipments.

C. A. Kuehn, WHOLESALE Florist

All Seasonable Cut Flowers | Mfr. and Dealer in "Florists" (Brand) Supplies

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Roses, Dahlias, Carnations

Up-to-the-Minute Service. Satisfaction Guaranteed.

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RICE BROTHERS

Wholesale Florists and Supplies

218 North Fifth St.

Send list in for quotations.

MILWAUKEE, Oct. 22. Per 100

Rose, Killarney, W. Killarney	4.00@	8.00
" Ward	4.00@	8.00
" Mrs. Chas. Russell	6.00@	20.00
" Ophelia	4.00@	12.00
" Columbia	6.00@	20.00
" Premier	8.00@	25.00
" Hoosier Beauty	6.00@	12.00
Carnations, assorted	3.00@	5.00
Cattleyas, per doz.	9.00@	12.00
Gypsophilia	.25@	.35
Chrysanthemums, per doz.	2.00@	6.00
Cypripedium, per doz.		4.00

Quite a number of the craft attending the F. T. D. meeting at Buffalo, visited this city before returning home. Paul Klingsporn and Clarence Ellsworth, Chicago; Thos. S. Joy, Nashville, Tenn., and Karl P. Baum, Knoxville, Tenn., spent Saturday here.

Charles H. Grakelow was much pleased with "Say It With Flowers" week. His decorated store was open evenings, and an orchestra brought many visitors.

Jack Berger called a halt on the dahlias by having his growers hold all their shipments for orders, so as to give the fast coming chrysanthemums a chance.

President J. F. Ammann, Edwardsville, Ill., is attending the sessions of the United States chamber of commerce, held in Atlantic City, N. J., this week.

Robert Craig, Arthur A. Niessen, and E. A. Harvey attended the dinner of the Florists' and Gardeners' club of Baltimore, October 21.

The Philadelphia Cut Flower Co. finds Prima Donna one of its best roses. Choice chrysanthemums are a feature here. K.

New York.

INCREASED SUPPLY, LIMITED DEMAND.

Business was not at all active during the past week. The supply of stock continued to increase, with no appreciable advance in the demand. American Beauty roses dropped to $35 and $40 per 100, for specials. While there was a fair demand for good tea roses, such as Premier, Columbia and Ophelia, much short stock hung fire. Chrysanthemums were greatly on the increase in supply, and as this is the beginning of the reign of the "Queen of Autumn," it is to be expected that they will take precedence over most of the other stocks, excepting roses, which cannot be put in second place by any other flower. The dahlias have suffered heavily since the advent of a large stock of chrysanthemums. Carnations, too, some of them being good for the season, are moving slowly. A number of the retail stores will not buy carnations while so much outdoor stock, and pompon chrysanthemums are plentiful. As the American Railway Express, on account of the strike of employes, has declared an embargo on all stock to and from this city, violets are arriving by parcel post, and in poor condition. They are, therefore scarcely to be considered. Orchids continue cheap and hard to clean up. One of the oldest wholesalers stated, October 17, that the wholesale market was in better condition at this time, 1917, than at present. The reasons for the high prices of 1918 are well known.

October 20.—The supply of stock is heavy with a moderate demand.

NOTES.

Although carnations, on account of the heavy stock of chrysanthemums, are now bringing only moderate prices, the indications are that when the season has fairly opened, they will be high. There were great losses in plants, before and after planting, and it is stated that no good stock, for filling in, can be bought in any of the eastern states. Small and weak stock that it would take half the winter to nurse up, is held at $150 per 1,000. There are growers who, if they cannot realize good prices the coming winter, are likely to cut out carnations entirely. The heavy losses, as well as the heavy overhead expenses, have almost discouraged them. It would be unfortunate if the carnation supply was greatly curtailed. The carnation is most emphatically the flower of the plain people, and with rose prices running high, as they usually do in winter, a shortage of carnations would be an injury to the trade in general.

The new central display greenhouse at the botanical garden, Bronx park, at public conservatory range No. 2, on the eastern side of the grounds north of the Allerton avenue entrance, which was presented by Daniel and Murry Guggenheim, will be formally opened on the afternoon of November 8, and will be open to the public daily thereafter from three until five o'clock. Brief addresses will be made at the opening ceremonies by Dr. W. Gilman Thompson, president of the board of managers, and by Dr. D. T. MacDougal, director of botanical research, Carnegie Institution, Washington, D. C., at 3:45 o'clock. There will be a special exhibition of plants and flowers in the new central greenhouse arranged in co-operation with the Horticultural Society of New York which will be continued during the two days following from 10 a. m. until 4 p. m.

As will be elsewhere noted, quite a number of visiting florists were in town last week, and it is pleasing to observe that they were quite sociable with the "natives" and residents. That is the way to do, and we hope our florists are as fraternal when they go abroad. Many things can be talked about that will help the trade. "Bilin' soap and aboosin the nabers," as Artemus Ward put it, is not the strongest mark of friendship.

Friends in this city have recently received letters from J. Austin Shaw, who will be pleasantly remembered by many in the trade. With Mrs. Shaw and other members of his family, he is residing at Hollywood, California. He is taking osteopathic treatment for his lameness, and hopes to be benefited. Always an optimist, he writes glowingly of the California climate, and adds: "There are many worse off than I."

We have received an invitation to attend the twenty-third annual flower show of the Morris County, N. J., Gardeners' and Florists' Society, to be held in the armory Morristown, N. J., October 29-30. This society always stages good shows, and we do not expect this one to be an exception—unless, as we hope, it will be exceptionally good.

It has been stated that Charles Thorley, the retailer of Fifth avenue and 46th street, is managing the campaign of Robert Moran, who is running on the democratic ticket for president of the board of aldermen. The republican candidate is Congressman LaGuardia.

A visitor in the wholesale district, October 18, was Miss Carrol Macy, formerly in the retail business here as the "Onaway Florist." She is now retired, and lives at Edgemere, L. I., where she has a kennel of blooded dogs that have won prizes at the fashionable shows.

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The Right People to Deal With. Consignments Solicited.

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Cut Asparagus Plumosus Sprays a Specialty
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All the NEW ROSES, CARNATIONS and Seasonable Flowers.

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All the New and Standard Varieties of Roses, Violets, Carnations, Valley, Lilies, Etc.
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Phone 4024 and 4025 Madison Square.
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Wholesale Flower Markets

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Roses,	Beauty, special	40.00@ 50.00
"	" extra and fancy	30.00@ 35.00
"	Hadley	3.00@ 15.00
"	Francis Scott Key	6.00@ 40.00
"	Columbia	3.00@ 12.00
"	Prima Donna	2.00@ 15.00
"	Alice Stanley	2.50@ 10.00
"	Double White Killarney	4.00@ 12 00
"	Killarney	2.00@ 6.00
"	" Queen	2.00@ 8.00
"	" Brilliant	2.00@ 8.00
"	Aaron Ward	3.00@ 8.00
"	Ophelia	2.00@ 10.00
"	Sunburst	2.00@ 8.00
"	J. L. Mock	3.00@ 15.00
"	Mrs. Chas. Russell	4.00@ 15 00
"	Premier	4.00@ 15.00
Cattleya orchids, special		50.00@100.00
Carnations		1.00@ 3.00
Adiantum Croweanum and Hybridum		.50@ .75
Asparagus Plumosus, doz. bchs.		2.00
Smilax, doz. strings		1.50@ 2.00
Bouvardia, white, per doz.		.50@ .75
Chrysanthemums, per doz.		3 00@ 6.00
Lilies, Rubrums		3.00@ 5.00
Dahlias		2.00@ 4.00
Sweet Peas		2.00@ 12.50
Lily of the Valley		15.00@ 20.00
Violets		.35@ .50

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Wholesale Florists and Cut Flower Exchange
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Everything in Cut Flowers
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J. K. ALLEN
Wholesale Commission Dealer in
CUT FLOWERS
118 W. 28th St., NEW YORK
West of 6th Ave. Open 6 a. m. every morning.

N. Y. Cut Flower Exchange
Coogan Bldg., 6th Av. and W. 26th, New York.
Desirable wall space to rent for advertising.
Open for Cut Flower Sales at 6 o'clock every morning.
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The Kervan Co.
Fresh Cut Decorative Evergreens
Highest Standard of Quality.
Largest stock in America. Send for illustrated catalog of Greens and Florists' Supplies.
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THE LARGEST RECEIVER OF CUT FLOWERS IN THE CITY.
A complete assortment of the best in the market can always be relied upon.
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DESIGNS OR CUT FLOWERS

Will be delivered for the trade in other cities by the firms below, the Leading Retailers in the cities indicated, on Wire, Phone or Mail Orders.

BUNYARD, NEW YORK, 413 Madison Ave.

Bellevue Avenue, NEWPORT, R. I. Summer Season.

DAYTON, OHIO
16 and 18 W. 3rd St.
Matthews the Florist
Established in 1883.
Greenhouses and Nurseries in Riverdale.
Member of Florists' Telegraph Delivery.

ESTABLISHED 1847
F. T. D.
Thos. F. Galvin INC.
THE NAME PROTECTS YOU
Steamers are Again Sailing on Schedule Deliveries made on board
BOSTON
1 PARK STREET
799 BOYLSTON STREET
NEW YORK
561 FIFTH AVENUE

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FLOWERS OF QUALITY
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WIRE YOUR ORDERS TO HARRY PAPWORTH
The Metairie Ridge Nursery Co. Inc.
FLORISTS
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NEW ORLEANS
ROSES ORCHIDS VIOLETS
F.T.D.

KANSAS CITY, MISSOURI.
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Members Florists' Telegraph Delivery Ass'n.

New York.
J. G. Papadem Co.
(FORMERLY DRAKOS CO.)
953 Broadway.
OUR MOTTO: Cream of the Best Only.
Members of Florists' Telegraph Delivery.

C. H. FREY Wholesale and Retail Florist
1133 O St., LINCOLN, NEB.
Will fill orders for the West on short notice.
Trade discounts. First-class stock.

C. Frauenfelder FLORIST
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NEAR GARFIELD PARK
CHICAGO

Seattle—Rosaia Bros.
Finest Floral Studio in Northwest
Member F. T. D.

President J. F. Ammann, of the Society of American Florists, came on to this city after attending the convention of the Florists' Telegraph Delivery Association at Buffalo, October 14-15. He spoke highly of the convention.

The first chrysanthemums of the variety Glenview, noted in the market, came to J. J. Coan, October 18. He is also receiving fine stock of the white variety, Josephine Foley, that wholesales for $12 per dozen.

The young son of A. T. Bunyard, of 413 Madison avenue, who was recently operated on in a Rochester, N. Y., hospital for appendicitis, is now at home and well enough to be up and resume his play.

Joseph H. Fenrich is handling the chrysanthemum stock of the Chas. H. Totty range and a large assortment of good roses from the Duckham-Pierson Co., both of Madison, N. J.

William J. Manda, son of Joseph A. Manda, who recently returned from France, has been operated on for appendicitis, and spent some time in an Orange, N. J., hospital.

Mr. Slattery, of Thomas F. Galvin's Boston store, was in town October 13-14 to assist Mr. Hale of the establishment in this city in the arrangement of a wedding decoration.

Meyer, Madison avenue and 58th street, has an attractive window decoration, composed largely of large plants of the red celosia, and a variety of foliage plants.

Harry Anderson, representing A. N. Pierson, Inc., Cromwell, Conn., was in this city the past week calling on the retail trade. He is a clever, hustling young man.

J. H. Small & Son arranged a decoration in the Waldorf-Astoria hotel, October 11, for a luncheon given by the Pennsylvania Society to Cardinal Mercier.

Traendly & Schenck are now receiving fine stocks of the chrysanthemums, Chrysalora, Poehlmann, Dick Witterstaetter, Oconta, McNiece and Tiger.

October 18 brought clear and cool weather, a heavy supply of chrysanthemums and better business than the preceding days of the week.

H. Baylis, of the New York Cut Flower Co., is receiving good stock of the chrysanthemum, October Herald, from Dailledouze Bros.

In addition to a good stock of American Beauty and Scott Key roses, Joseph A. Millang is receiving good carnations in variety.

Excellent stock of lily-of-the-valley is being handled by Geo. Hildenbrand, of John Young & Co., also a fine quality of cattleyas.

The Rosary Flower Co., a retail concern, has removed from Park avenue and 80th street to Park avenue and 55th street.

Robert Clifford, who spent the summer in Mrs. Leikens' Newport, R. I., store, is now back in her Madison avenue store.

The Henshaw Floral Co. is handling an exceptionally fine stock of chrysanthemums.

Visitors: Henry Penn, Boston, Mass.; John M. Champion, New Haven, Conn.; Louis J. Reuter, Waltham, Mass.; W. L. Rock, Kansas City, Mo.; W. G. Matthews, Dayton, O.; Paul Klingsporn, Chicago; C. E. Ellsworth, Chicago; Vincent J. Gorly, St. Louis, Mo.; Geo. O'Brien and wife, Richmond, Va.

A. F. F.

A. LANGE

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Member of F. T. D.

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Nearly 50 Years.

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Send us your retail orders
We have the Best Facilities in the City

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LOUISVILLE, KY.

THE F. WALKER CO.
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CITY'S LARGEST FLOWER STORE.

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Do You Want Flowers in New York?
We furnish the best artistically arranged

New York. Established 1849

David Clarke's Sons

2139-2141 Broadway, Cor. 75th St.
Orders By Telegraph Promptly Filled
Phones 1552-1553 Columbus.

FROM NEW YORK EXCEPT AS NOTED.

October 25.

Adriatic, White Star (Southampton).
Orduna, Cunard-Anchor (Liverpool).
FROM NEWPORT NEWS, Maartensdyk, Holland-America, (Rotterdam).
FROM PHILADELPHIA, Zirkel, American, (Rotterdam).
FROM BALTIMORE, Missouri, Atlantic Transport, (London).
FROM BOSTON, Scythian, Leyland Line, (London).
Gothland, Red Star, (Antwerp).
Patria, Fabre Line, (Marseilles).

October 27.

Vasari, Cunard-Anchor, (Liverpool).
FROM PHILADELPHIA, Eastern Sea, American, (Glasgow).
FROM PHILADELPHIA, Nameaug, Atlantic Transport, (London).

October 28.

Celtic, White Star, (Liverpool).
FROM PHILADELPHIA, Saluda, American, (Liverpool).
FROM BOSTON, Betsey Bell, American, (Liverpool).
FROM PHILADELPHIA, Andalusa, American Liverpool).
FROM PHILADELPHIA, Mackinaw, Atlantic Transport, (London).

October 29.

Cedric, White Star, (Liverpool).
Eclipse, American (Liverpool).

October 30.

Navarino, Cunard-Anchor, (Antwerp).
FROM SAVANNAH, Zyldyk, Holland-America (Rotterdam).
West Nohno, American (Liverpool).
FROM BALTIMORE, Defender, Atlantic Transport, (London).
FROM BALTIMORE, Gosport, Red Star, (Antwerp).

NASHVILLE and CHATTANOOGA

MEMBER Florists' Telegraph Delivery

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New Orleans, La.

CHAS. EBLE

Oldest Florist South
121 BARONNE STREET
Member of Florists' Telegraph Delivery.

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El Paso, Texas

Potter Floral Co.

Members of Florists' Telegraph Delivery.

TERRE HAUTE, IND.
THINK OF HEINL'S

St. Paul, Minn.

Holm & Olson

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Seattle's Leading Flower Shop

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Begerow's

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Fresh Flowers and Best Service. Deliveries throughout the state and to all steamship docks in Hoboken, N. J., and New York.

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CLEVELAND

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484 St. Catherines St., West

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In the Heart of most exclusive residential section.

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The Long Island Floral Co.

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Correspondence Solicited.

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City Index to Retail Florists Filling Telegraph Orders.

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Boston, Mass.—Thos. F. Galvin, Inc.
Boston, Mass.—Penn, The Florist.
Brooklyn, N. Y.—Hugo H. Jahn.
Brooklyn, N. Y.—Joseph Trepel.
Brooklyn, N. Y.—James Weir, Inc.
Brooklyn, N. Y.—The Long Island Floral Co.
Buffalo, N. Y.—S. A. Anderson, 440 Main St.
Chicago—Alpha Floral Co., 146 S. Wabash.
Chicago—Central Floral Co., 132 N. State St.
Chicago—Friedman, 522 S. Michigan Blvd.
Chicago—C. Frauenfelder, 3343 W. Madison St.
Chicago—Fleischman, Railway Exchange Bld.
Chicago—A. Lange, 77-79 E. Madison St.
Chicago—Mangel, 17 E. Monroe St.
Chicago—North Shore Floral Co.
Chicago—Schiller, The Florist, 2221 W. Madison.
Chicago—G. Wittbold Co., 745 Buckingham Pl.
Cincinnati, O.—Julius Baer.
Cincinnati, O.—Hardesty & Co.
Cincinnati, O.—H. W. Sheppard.
Cleveland, O.—Bramley & Son.
Cleveland, O.—Smith & Fetters Co.
Cleveland, O.—The J. M. Gasser Co.
Colorado Springs, Colo.—Pikes Peak Floral Co.
Dallas, Tex.—Lang Floral & Nursery Co.
Dayton, O.—Matthews, The Florist.
Dayton, O.—J. W. Rodgers.
Denver, Colo.—The Park Floral Co.
Detroit, Mich.—Central Floral Co., 35 Broadway
Detroit, Mich.—John Breitmeyer's Sons.
Duluth, Minn.—Duluth Floral Co.
El Paso, Tex.—Potter Floral Co.
Galesburg, Ill.—I. L. Pillsbury.
Grand Rapids, Mich.—Grand Rapids Floral Co.
Grand Rapids, Mich.—Henry Smith.
Harrisburg, Pa.—Charles L. Schmidt.
Kansas City, Mo.—W. J. Barnes.
Kansas City, Mo.—Samuel Murray.
Kansas City, Mo.—A. Newell.
Kansas City, Mo.—Wm. L. Rock Flower Co.
Lincoln, Neb.—C. H. Frey.
Lincoln, Neb.—Frey & Frey.
Los Angeles, Calif.—O. C. Saake.
Los Angeles—Wolfskill Bros. & M. Goldenson.
Louisville, Ky.—August R. Baumer.
Louisville, Ky.—The F. Walker Co.
Memphis, Tenn.—Idlewild Greenhouses.
Milwaukee, Wis.—J. M. Fox & Son, Inc.
Montreal, Que., Can.—The Dominion Floral Co.
Nashville, Tenn.—Joy Floral Co.
Newark, N. J.—Begerow's.
Newark, N. J.—The Rosery Floral Co.
Newark, N. J.—Philips Bros.
Newburyport, Mass.—E. W. Pearson.
New Orleans, La.—Metairie Ridge Nursery Co.
New Orleans, La.—Chas. Eble.
New Orleans, La.—The Avenue Floral Co.
New York—Astoria Florist, 2188 Broadway.
New York—Broadway Florist, 2094 Broadway.
New York—A. T. Bunyard, 413 Madison Ave.
New York—Dard's, 44th and Madison Ave.
New York—David Clarke's Sons.
New York—Henry Hart, Inc.
New York—Guido, Inc., 595 Lexington Ave.
New York—Hession.
New York—Kottmiller.
New York—Leikens, Madison Av. and 55th St.
New York—Malaudre Bros.
New York—J. G. Papadem Co.
New York—A. B. Cazan.
New York—Max Schling.
New York—Thos. F. Galvin, Inc.
New York—G. E. M. Stumpp.
Omaha, Neb.—Hess & Swoboda, Farnum St.
Omaha, Neb.—Lewis Henderson.
Passaic, N. J.—Edward Sceery.
Paterson, N. J.—Edward Sceery.
Philadelphia, Pa.—Charles H. Grakelow.
Philadelphia, Pa.—J. J. Harbermehl's Sons.
Pittsburgh, Pa.—Randolph & McClements.
Pittsburgh, Pa.—A. W. Smith Co.
Pittsburgh, Pa.—Mrs. E. A. Williams.
Rockford, Ill.—H. W. Buckbee.
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Send your telegraph orders to us for delivery in Chicago and vicinity.
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THE BELLEVUE-STRATFORD BROAD AT WALNUT STS.
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Astoria Florist, 2188 Broadway, Tew York.
Avenue Floral Co., The, New Orleans, La.
Baer, Julius, Cincinnati, O.
Barnes, W. J., Kansas City, Mo.
Baumer, August R., Louisville, Ky.
Bergerow's, 946 Broad St., Newark, N. J.
Bramley & Sons, Cleveland, O.
Breitmeyer's Sons, John, Detroit, Mich.
Broadway Florist, 2094 Broadway, New York.
Buckbee, H. W., Rockford, Ill.
Bunyard, A. T., 413 Madison Ave., New York.
California Florist, Tacoma, Wash.
Central Floral Co., 132 N. State St., Chicago.
Central Floral Co., 35 Broadway, Detroit, Mich.
Clarke's Sons, David, New York.
Cooke, Geo. H., Conn. Ave. and L, Washington.
Danker's, Albany, N. Y.
Dominion Floral Co., The, Montreal, Que., Can.
Dard's, 44th and Madison Ave., New York.
Duluth Floral Co., Duluth, Minn.
Dunlop's, 8 and 10 W. Adelaide St., Toronto.
Eble, Chas., New Orleans, La.
Evans, A. W. B., Wilkes-Barre, Pa.
Eyres, 106 State St., Albany, N. Y.
Fallon, Florist, Roanoke, Va.
Fleischman, Chicago.
Fox, J. M. & Son, Inc., Milwaukee, Wis.
Frauenfelder, C., Chicago.
Freeman, Mrs. J. B., Toledo, O.
Frey, C. H., 1133 O St., Lincoln, Neb.
Frey & Frey, 1338 O St., Lincoln, Neb.
Friedman, 522 S. Michigan Blvd., Chicago.
Galvin, Thos. F., Inc., New York and Boston.
Gasser Co., J. M., Cleveland, O.
Grakelow, Charles H., Philadelphia, Pa.
Grand Rapids Floral Co., Grand Rapids, Mich.
Grimm & Gorly, St. Louis, Mo.
Gude Bros., Washington, D. C.
Guido, Inc., 595 Lexington Ave., New York.
Habermehl's Sons, J. J., Philadelphia, Pa.
Hardesty & Co., Cincinnati, O.
Hart, Henry Inc., 1000 Madison Av., New York.
Heinl & Sons, J. G., Terre Haute, Ind.
Henderson, Lewis, Omaha, Neb.
Hess & Swoboda, Omaha, Neb.
Hessian, Madison Ave. and 76th St., New York.
Hollywood Gardens, Seattle, Wash.
Holm & Olson, St. Paul, Minn.
Idlewild Greenhouses, Memphis, Tenn.
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Joy Floral Co., Nashville, Tenn.
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Leikens, Madison Ave. and 55th St., New York.
Littlefield Florist, Worcester, Mass.
Long Island Floral Co., Brooklyn, N. Y.
Louise Flower Shop, Washington, D. C.
Malandre Bros., New York.
Mangel, 17 E. Monroe St., Chicago.
Matthews, The Florist, Dayton, O.
Matthewson, J. E., Sheboygan, Wis.
May & Co., L. L., St. Paul, Minn.
Metairie Ridge Nursery Co., New Orleans, La.
Miller Floral Co., Salt Lake City, Utah.
Murray, Samuel, Kansas City, Mo.
Newell, A., Kansas City, Mo.
New York Floral Co., Yonkers, N. Y.
North Shore Floral Co., Chicago.
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Pearson, E. W., Newburyport, Mass.
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Pikes Peak Flo. Co., Colorado Springs, Colo.
Podesta & Baldocchi, San Francisco.
Potter Floral Co., El Paso, Tex.
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Randall's Flower Shop, Worcester, Mass.
Randolph & McClements, Pittsburgh, Pa.
Rock, Wm. L., Flower Co., Kansas City.
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Rosery Floral Co., The, Newark, N. J.
Rosia Bros., Seattle, Wash.
Saake, O. C., Los Angeles, Calif.
Schiller the Florist, 2221 W. Madison, Chicago.
Sceery, Edward, Passaic, N. Y.
Sceery, Edward, Paterson, N. J.
Schlatter, Wm. & Son, Springfield, Mass.
Schmidt, Chas. L., Harrisburg, Pa.
Shaffer, Geo. C., Washington, D. C.
Smith & Fetters Co., Cleveland, O.
Smith Co., A. W., Pittsburgh, Pa.
Smith, Henry, Grand Rapids, Mich.
Stumpp, G. E. M., New York.
Trepel, Joseph, Brooklyn, N. Y.
Walker Co., The, F., Louisville, Ky.
Weber, F. H., St. Louis, Mo.
Weir, James, Inc., Brooklyn, N. Y.
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Write or wire headquarters for flowers for Texas, Oklahoma, Louisiana, New Mexico. No orders too large, none too small.
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Night and day service in all Central Pennsylvania.

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Mail or telegraphic orders promptly and most carefully executed.

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ALFRED HANNA & SONS will fill your orders for Designs and Cut Flowers in Michigan.

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The name "Malandre Brothers" on a box of flowers is a Guarantee of Quality.
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Order Your Flowers for delivery in this section from the
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For St. Louis.
WIRE
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The Seed Trade

American Seed Trade Association.

E. C. Dungan, Philadelphia, Pa., President; Wm. G. Scarlett, Baltimore, Md., First Vice-President; David Burpee, Philadelphia, Pa., Second Vice-President; C. E. Kendel, 216 Prospect Avenue, S. E., Cleveland, O., Secretary-Treasurer.

The thirty-eighth annual meeting will be held June, 1920.

THE price of bags at Chicago, October 22, was $60.

HARDY lilies from Japan may not come until January.

DANISH growers report no carryover of table beet seed in that country.

TO reduce Lilium giganteum prices, a size 6½-7 inches, is being imported.

SOME very low offers of cabbage and other vegetable seeds are coming from Germany.

IN Connecticut, owing to rains, sweet corn harvesting and curing are attended with difficulty.

THE annual meeting of the Wholesale Seedsmen's League will be held in November, perhaps at Detroit, Mich.

THE death of Herman J. Simmers, of the firm of J. A. Simmers & Sons, Toronto, Ont., is recorded in our obituary column this week.

STUTTGART, GERMANY.—It is reported that Wilhelm Pfitzer is in poor health, and that one of his sons died in the war and another was wounded.

COLUMBUS, O.—Robert Livingston, of the Livingston Seed Co., has moved with his family to his farm on Byers road, disposing of his residence in this city.

THE registration of cable addresses by the cable companies will cost $2.50 per annum after October 31, 1919. Your name will be dropped from the registers if this fee is not paid.

ONION SETS in the Chicago district remain about the same, $2.75 for reds and yellows and $3.25 for whites, prompt shipment. The continued mild weather is very unfavorable to stocks in storage.

NEW YORK.—A number of the many claims against railroads for damage to lily bulbs frozen during the winter of 1917, due to delays, have been paid. Other suits will be commenced before the two-year legal limit expires.

VISITED NEW YORK: Frederick M. Clark, of the Everett B. Clark Seed Co., Milford, Conn.; C. B. Whitted, representing T. W. Wood & Son, Richmond, Va.; J. L. Gardner, representing Joseph Breck & Sons, Corp., Boston, Mass.

VISITED CHICAGO: C. B. Knickman, of McHutchison & Co., New York, returning from Japan; C. Spears, of E. F. Spears & Sons, Paris, Ky.; B. J. Robinson, of the Atascadero Seed Co., Atascadero, Calif.; Axel Knudsen, American representative of L. Daehnfeldt, Odense, enroute to Denmark.

BELLINGHAM, WASH.—James Hulbert, one of the smaller growers of cabbage seed in this section, is reported to have completed delivery of five and one-half tons of seed of this item to a Detroit, Mich., firm, for $17,500. It is announced that the crop in Skagit county will total 80 per cent of the country's demand this year.

New York Seed Trade.

The union leaders have called off the dock strike and ordered the men to go to work on the morning of October 22. Of the 54 local unions, it is believed that at least 31 will obey the order. The strike seems to be broken. While some dock laborers resumed work last week, and Dutch bulbs started moving, there is much congestion, and time will be needed to straighten out the tangle. Expressmen are not calling for, or delivering packages.

Out of a total of 14,500 Dutch cases which were held up on steamers from Holland, about 40 per cent only had been moved up to October 20.

Representatives of the Boston and Philadelphia seed houses are here this week seeking bulbs.

The S. S. Rotterdam arrived from Holland, October 20, with many Dutch drummers.

Kentucky Bluegrass.

From information received by the Goverment Seed Reporter, it is estimated that about 75 per cent of the 1919 crop of Kentucky bluegrass had left the hands of growers in Kentucky and practically all of the Missouri-Iowa seed had been disposed of by growers in these two states by September 30. As a matter of fact, only about five per cent of the crop remained in the hands of growers in Missouri and Iowa as early as August 22. The quality of the Missouri crop was very good but that of the Kentucky crop was about 10 per cent below normal and possibly five per cent below last year's quality because of the light weight of the 1919 seed. Prices paid to growers in Kentucky during September have been the same or 50 to 75 cents more per 100 pounds of stripped seed than those prevailing the latter part of August.

Catalogues Received.

New Orleans Pecan Nursery Co., New Orleans, La., pecan trees; Barteldes Seed Co., Lawrence, Kan., bulbs.; J. Bolgiano & Son, Baltimore, Md., bulbs; F. W. Kelsey Nursery Co., New York, trees and shrubs; T. H. Fuller, Battle Creek, Mich., gladiolus bulbs; The Colorado Seed Co., Denver, Colo., tree seeds.

Vilmorin-Andrieux & Co., Paris, France, bulbs and plants; Joseph Paquet, Nice, France, supplement to catalogue 13; A. & G. Hasslach, Avignon, France, flower, garden and agricultural seeds. Wildpret Bros., Port Oratava-Teneriffe, Canary Islands, seeds and bulbs; V. Lemoine & Son, Nancy, France, plants and shrubs.

Seed Tape History.

The Sunday Call, of Newark, N. J., in a special feature section of its issue of August 24, under the title of "Business Romances of Newark," devoted one-half of a page to an interesting history of the seed tape from the time of its invention by Elisha E. Gray until the present day, and the formation of the American Seed Tape Co., a fast growing Newark industry, whose business has already extended to South America and Great Britain. The article traces the development of the idea and the difficulties encountered in the matter of paper, adhesives, etc., best adapted to economical production as well as proper germination, the first machine being built in 1908. The first factory was started in Hinsdale, Ill., where the inventor, with his brother, David E. Gray, as a partner, began operations with six machines, but was compelled to suspend operations for lack of capital to proceed on an extensive scale.

Pieters-Wheeler Seed Company

Growers of High Grade SEED

Gilroy, California

Beet, Carrot, Lettuce, Onion, Radish.

Correspondence Solicited.

THE W. C. PRESSING SEED COMPANY

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Growers Exclusively of

Sweet Corn Seed

Alfred J. Brown Seed Co.

Growers of

Peas and Beans

Grand Rapids, Mich.

Mention the American Florist when writing

The Best Color Chart

For Florists, Seedsmen and Nurserymen

PRICE $1.00 POSTPAID.

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440 S. Dearborn St., CHICAGO

Braslan Seed Growers Company

Grower for the Wholesale Trade Only. ONION, LETTUCE, CARROT, PARSNIP, PARSLEY, CELERY, ENDIVE, SALSIFY, NAMED AND MIXED GRANDIFLORA AND SPENCER SWEET PEAS AND SUNFLOWER.

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—— We are headquarters for the **BEST OF EVERYTHING** in ——

VEGETABLE SEEDS

With our Stock Seed Farms at Grass Lake, Mich., and our growing stations in every part of the United States where seeds are grown successfully, all in charge of capable and experienced men, we are equipped for and are producing

PEAS, BEANS, CORN and VEGETABLE SEEDS

of all kinds in quantity and of highest quality.

Glad to quote for present delivery or on growing contract for crop of 1919.

JEROME B. RICE SEED CO., CAMBRIDGE, N. Y.

Additional finances were interested, however, which resulted in the organization of the present company, and the plant was moved to Plano, Ill., and in 1916, transferred to Newark, the present establishment being a four-story building occupying several city lots. The upper floors are devoted to a fully equipped testing department, where under conditions the same as exist outdoors, seeds are germinated. The factory has a capacity of several thousands of packages daily, the height of its activity being reached during the autumn months. Seeds remaining on hand at the end of the season are destroyed. Official recognition has been given the company by the United States department of agriculture, which has installed one of the machines at the agricultural experiment station, Fort Collins, Colo., for testing and experimental purposes. A number of Texas onion growing plantations are also reported to have entered into an agreement with the company, whereby large quantities of their seed are shipped to the factory, taped and reshipped to them. In this connection it is claimed that seeds which under the old plan would plant but two acres, under the tape system, are sufficient for 22 acres.

Recently the company has been reorganized and new financial interests have taken hold of it. The present officers are A. B. Churchill, president and general manager; C. F. Hanser, vice president; E. J. Churchill, treasurer, and J. A. Burke, secretary and assistant general manager.

Forage Plant Seed Imports.

The following table, prepared in the seed laboratory of the bureau of plant industry, United States department of agriculture, shows the amount of the various kinds of forage plant seeds subject to the seed importation act permitted entry into the United States during the quarter ending September 30, 1919, as compared with the corresponding quarter in 1918:

Kind of Seed.	Quarter ending Sept. 30, 1919. Pounds.	Quarter ending Sept. 30, 1918. Pounds.
Alfalfa	2,911,000	22,000
Blue grass: Canada	193,900	48,700
Clover:		
Alsike	1,108,800	1,050,200
Crimson	4,072,200	154,100
Red	2,497,900	43,600
Clover Mixtures:		
White and alsike		30,000
Millet: Broom Corn	225,400	
Orchard grass	438,300	
Rape		151,900
Rye grass:		
English	134,400	190,600
Italian	78,400	15,700
Timothy	3,200	40,400
Vetch:		
Hairy	50,000	167,100
Spring	144,800	

PEACOCK BRAND SEEDS STANDARD OF QUALITY

Quality Seed

PEACOCK BRAND SEEDS STANDARD OF QUALITY

FOR THE

MARKET GARDENERS

OF

AMERICA

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C. C. MORSE & CO. Seed Growers San Francisco, Calif.

GROWERS OF SELECTED STOCKS OF

Onion, Lettuce, Radish, Carrot, Sweet Peas, Etc.

Atascadero Seed Company

ATASCADERO, CALIF.,

Wholesale Growers of

HIGH GRADE SEEDS

We specialize in Beans, Carrots, Lettuce, Onions, Parsnip, Radish, Salsify, Spinach, and Named and Mixed Nasturtiums, and Grandiflora and Spencer Sweet Peas.

Write for Our Growing Contract Price List.

JUST OUT

BOLGIANO'S 1919 SUMMER AND FALL CATALOG OF "BIG CROP" SEEDS

Special prices for Florists and Market Gardeners. Write for a copy at once—It will save you money.

J. BOLGIANO & SON, Baltimore, Md.

Western Seed & Irrigation Co.

Seed Growers and Dealers

FREMONT, NEBRASKA

SPECIALTIES:

Cucumber, Muskmelon, Watermelon; Pumpkin and Squash; Sweet, Flint and Field Corn.

Write for special contract and spot prices

I. N. Simon & Son

Garden Seeds

438 MARKET STREET

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Mention the American Florist when writing

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ROCKY FORD, COLORADO.

Contract growers of Cucumber, Cantaloupe, Watermelon, Squash and Pumpkin Seed; Sugar, Flint and Field Seed Corn.

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Market Gardeners

Vegetable Growers' Association of America.

E. A. Dunbar, Ashtabula, O., President; Louis F. Miller, Toledo, O., Vice-President; S. W. Severance, Louisville, Ky., Secretary; H. J. Cheney, Grand Rapids Mich., Treas. Next annual convention September 1920.

Prices of Indoor Fruits and Vegetables.

Chicago, Oct. 22.—Cucumbers, 2-dozen box, $2.25 to $3.00; celery, Michigan, box, 50 cents to $1.00; leaf lettuce, per tomato box, 20 to 22½ cents; radishes, per 100 bunches, $2.00 to $2.50; tomatoes, per box, 50 to 75 cents.

New York, Oct. 20.—Celery, per doz. roots, 15 to 50 cents; cucumbers, basket or crate, $1.50 to $4.00; mushrooms, $1.00 to $3.50 per three-pound basket; tomatoes, per pound, 15 to 20 cents; lettuce, per package, $1.00 to $5.00; radishes, per 100 bunches, 50 cents to $1.50.

Late Potato Production.

Under the title, "Production of the Late or Main Crop of Potatoes," the United States department of agriculture has issued Farmer's Bulletin 1064, 40 pages with numerous illustrations and tables being devoted to the late potato crop which comprises about 85 per cent of the total production of this vegetable in the United States. The Bulletin gives much interesting information regarding soil requirements, crop rotation, preparation of the land, application of plant foods and their kinds, methods of applying commercial fertilizers, varieties to grow, time of planting, importance of good seed, seed disinfection and cutting, cultivation, spraying, harvesting and storage.

Celery Culture.

During the last few years great changes have taken place in celery culture. It is generally conceded that the bleaching of celery is the greatest drawback to its extensive cultivation, as this bleaching process entails a great deal of labor. Formerly, the early celery crop was almost universally bleached by the aid of lumber, boards 1x10x16 being commonly used. Some celery fields presented the appearance of lumber yards, rather than farms. But recently, owing to the great advance in cost of lumber, and also partly owing to the great scarcity of labor, lumber is losing ground and paper has taken its place. While we admit the utility of paper, we still believe a better grade of celery can be produced by using lumber in warm weather. When the summer heat is over, say October 1, in the northern states, ground should be used. Not only does ground produce the best celery, but it also is a great protection against hard frosts. Right here we wish to state that while green celery does stand hard freezing with apparently no injury, a perfectly bleached celery is easily ruined by frost. Therefore, as we approach colder weather, we should gradually use the soil instead of either lumber or paper.

Recently, there has been put upon the market a horse-drawn hiller that is a great success. It will do better work than can be done by hand, and it does it surprisingly fast and with ease; in fact, what used to be a dreadful job, is now a pleasure. Given a good team of horses, a hiller, and a nice field of celery, the bleaching process is very simple indeed. We have now reduced the culture of celery to a point where the marketing is the biggest job. Owing to the many difficulties encountered, the price of celery has advanced more than any other crop, we think; in other words, provided we go at it right, there is more money in celery to-day than there was 10 years ago.

MARKETMAN.

Vegetable Markets.

Markets were stronger and fairly active during the period October 14-21, as indicated by reports to the bureau of markets of the United States department of agriculture, with western markets stronger than those in the east and producing sections fully meeting the demand. In potatoes, there were general gains of 10 to 25 cents per 100 pounds and markets at the close of the period held a firm tone. Northern sacked white stock strengthened to $2.20-$2.30 per 100 pounds at Wisconsin, Minnesota, and Michigan shipping points, f. o. b., and held about steady in consuming markets at a general jobbing range of $2.40-$2.75. Carlots were quoted at $2.20-$2.45 at Chicago. Sacked Minnesota Red River Ohios sold at $2.55-$2.65 f. o. b. at the close, and at $3-$3.50 in middlewestern jobbing markets, while southwestern markets quoted $3-$3.25 for small lots. New York round whites closed at $2.05-$2.27 f. o. b. sacked and ranged $2.05-$2.50 in consuming markets, weakening at New York, but strong elsewhere. Maine sacked Green Mountains advanced 25 cents, closing at $2.03 per 100 pounds bulk in producing sections and ranged about steady in consuming markets at $2.10-$2.25 in Boston and New York. Many consuming western onion markets gained 10 to 25 cents. Middlewestern yellow stock advanced 50 cents in Chicago, closing at $3.50-$4 per 100 pounds. Middlewestern red globes were active and stronger, closing at $3.75, sacked f. o. b. shipping points, and strengthened in leading terminal markets to $3.50-$4. Eastern sacked yellow stock, medium and large sizes, was firm with quiet movement at $3.25-$3.50, f. o. b. shipping points, and $3.50-$4 in eastern consuming markets. California yellow and brown stock advanced quite sharply to $4.15-$4.35 in Chicago and held about steady elsewhere at $3.75-$4, but reached $4-$4.50 in several eastern markets. New York Danish seed stock cabbage was dull at most shipping points closing weak at $28-$30 bulk per ton f. o. b. shipping points in western New York with sales for storage at $25. Jobbing sales in Philadelphia and Baltimore ranged $30-$35. Domestic stock weakened slightly to $17-$20 f. o. b. and $20-$25 in Philadelphia and Baltimore, but reached $38 in Cincinnati and strengthened to $2.75 per barrel in Pittsburgh, Minnesota Holland seed strengthened slightly, reaching $26-$27 bulk per ton f. o. b. shipping points and held nearly steady in Cincinnati at $35-$40, but strengthened to $28-$30 in Chicago and to $35-$42 in St. Louis.

SAN DIEGO, CALIF.—The San Diego Floral Association is still carrying on the work inaugerated two years ago of sending flowers to the wounded soldiers in the Camp Kearny hospital.

Seattle, Wash.

BUSINESS IMPROVEMENT CONTINUES.

There has been a better demand for cut flowers the past week, with the offerings confined to practically the same items as the week previous. Collections are especially good, say the dealers, and this is naturally reflected in the orders placed with the wholesalers. Ophelia roses and chrysanthemums have been the featured lines with most retailers, as they were assured of an ample supply of these offerings. Carnations in the colored varieties and some late gladioli have also been common. Pot snapdragons also seem to have caught popular favor with the result that the trade used more of these than in several weeks previous, and one dealer brought business with a window of indoor pansies and Cecile Brunner roses. The dahlias are just reaching the height of their season, and sales as a whole are announced as considerably in excess of the normal for this season of the year. One feature in which most dealers have profited has been the notable increase in travel to the Orient, more or less curtailed last year by war conditions. There were seven big liners leaving here between Septembr 15 and Octobr 15, and fancy baskets were in big demand. A favorite combination in the large baskets has been the use of Maple and Gold chrysanthemums and the autumn leaves which are coming in so highly colored. Another combination frequently used has been Columbia roses, lily of the valley and orchids. California shipments have been uncertain, as water deliveries are still held off by the strike, and the tunnel repairs have broken down several times so that chrysanthemums have been the principal item brought in. Golden Glow are being produced locally in large enough supply to satisfy the trade, and the same has been generally true of roses and dahlias.

NOTES.

The possibilities of handling dahlia bulbs for the retailer has been clearly shown here this past week by the display of Lilly & Company. This house had a showing of 125 varieties, arranged on long tables with saleswomen on hand to book the orders for bulbs, to be delivered later. Very heavy sales were noted.

Lena A. McCoy, proprietress of the shop by that name, announces that work is coming along satisfactorily on the new building at Second avenue and Marion streets, which this firm will occupy. In the meanwhile, splendid business is reported from the temporary location on Third avenue.

H. B. M.

Orchids

If you want Orchids for any purpose whatever, we solicit your inquiries and orders for same. We do not grow or handle anything else but orchids. Special lists on application.

LAGER & HURRELL, Summit, N. J.

"Market Gardening"

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CHINESE FAN PALM

	Per Dozen
4-inch, made-up . .	$4.00
5-inch, made-up . .	6.00
6-inch, made-up . .	9.00

Add 5% for packing in Paper Pots and 10% for Clay Pots.

In viewing the scarcity of Palms these plants are good items to stock up on. They are valuable for decorating purposes—and are good stock to grown on.

The 4-inch size makes a cheap and effective filling for Baskets, Boxes, etc.

Order Now While They Last

Write for prices on the following stock:

Asparagus Plumosus and Sprengeri, Boston Ferns, Cleveland Cherries, Kentia Palms, Dracaena Massangeana, Sansevieria Zeylanica Variegata, Cyclamen and Cyclamen Seedlings, Coleus, Rooted Cuttings.

Wittbold FLORIST

The George Wittbold Co., 745 Buckingham Place, CHICAGO

The Nursery Trade

American Association of Nurserymen.

J. Edward Moon, Morrisville, Pa., President; Lloyd C. Stark, Louisiana, Mo., Vice-President; John Watson, 400 Nassau Street, Princeton, N. J., Secretary; J. W. Hill, Des Moines, Iowa Treasurer.

Forty-fifth annual convention will be held at Chicago, June, 1920.

American Association of Nurserymen.

THE GOULD BILL.

Secretary John Watson, of the American Association of Nurserymen, has addressed the following communication to all members, October 15:

"Your attention is asked to the Gould Bill, (H. R. No. 5939). It is short; here it is:

"Be it enacted by the Senate and House of Representatives of the United States of America in Congress assembled, that the secretary of agriculture be, and is hereby, authorized to assemble, grow, and test plant material deemed desirable or suitable for use in propagating fruit, nut, and ornamental trees and other plants, for the purpose of determining stocks better adapted to the climate, soil and other conditions under which fruit, nut, and ornamental plants are grown.

"To establish and maintain mother orchards or plantations for the purpose of providing domestic sources of seeds, cuttings, or other propagating material in order that the future of the American fruit, nut, and ornamental plant interests may be insured and placed under domestic control, dependence for such stocks now being largely on foreign sources.

"To investigate methods of growing stocks, study methods of propagation and to encourage the propagation of fruit, nut, and ornamental trees and other plants in this country.

"Sec. 2. That there be, and is hereby, appropriated out of any moneys in the treasury not otherwise appropriated, the sum of $30,000 for the purpose of carrying into effect the objects of this act, including the rental of lands, the purchase of equipment and supplies, the payment of rent, and the employment of such person or persons and means in the District of Columbia and elsewhere as the secretary of agriculture may deem necessary.

"The bill provides for tests and experiments to provide suitable and adequate supplies for home-grown seeds, seedlings and stocks for propagating purposes. Most things formerly imported, are now excluded. Many of those things can be and are being propagated here now. Other and needed things are not being grown here, and their production in suitable quality and in adequate supply has to be undertaken by way of experiment and therefore at expense, and it is doubtful if individual effort can be depended on for experiments of doubtful results and uncertain returns. And there are some other things still permitted entry, like fruit-tree seedlings and rose stocks, whose future supply is uncertain for two reasons: the possible further action of the federal horticultural board, and the attitude of the foreign growers. It is not to be imagined that the federal horticultural board may act hastily or arbitrarily, but the inclusion of stocks now permitted entry with those excluded, would be logical, and may possibly be considered necessary at some future date.

"At the international horticultural trades conference, held in Paris last month, the matter of our prohibition order was considered, and while no official action was taken, according to the published reports, still, we can conclude from facts and circumstances known, that American buyers will not get any stocks that can be sold to nurserymen elsewhere.

"We are embarrassed by our dependence on other countries for our seeds from which to grow fruit-tree seedlings. In the event of over-supply, we can buy seeds abroad, but we can safely assume that they will be available to us only after all other buyers have been supplied. In short, we are answered, in effect, that inasmuch as we refuse to permit other countries to sell us their ornamental stocks, they feel relieved of obligation to let us buy their fruit-tree stocks, until, of course, they have supplied all other markets open to them. These conclusions as to what we may expect, may be wrong. They are drawn from facts open to all of you, and you can decide if, in view of the present and probable future supplies of foreign seedlings available to you, it may not be wise to provide for home production of our raw materials.

"If the members of the association should be practically unanimous in asking for the passage of the Gould bill, we can probably secure favorable action.

"If you favor the bill, will you write to your congressman? Also to Hon. Norman J. Gould, M. C., who introduced the bill; and to Hon. Gilbert N. Haugen, chairman, house committee on agriculture, Washington, D. C. I shall be glad if you will write me also that, as your secretary, I may intelligently represent your views and wishes. A hearing before the committee having the bill under consideration, will be held very soon, and opportunity has been offered the association to be heard. Will you give this important matter the prompt attention that its urgency requires?

"The bill affects the nurserymen immediately, but in a much larger way, it affects the vast orchard interests of the country. I, therefore, urge each of you to bring it to the attention of your friends who may be prominent in local and state horticultural societies, fruit-growing associations and other bodies whose interests are affected.

JOHN WATSON,
Executive Secretary.
Princeton, New Jersey.

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BEST FOR OVER HALF A CENTURY
Small, medium and large sizes supplied.
Price list now ready.
The D. Hill Nursery Co.
Evergreen Specialists Largest Growers in America
Box 404, DUNDEE, ILL.

STAR BRAND ROSES
"American Pillar" and nearly every other good hardy climber.
Send for our list.
The CONARD & JONES CO. WEST GROVE PENNA.
Robert Pyle, Pres. Ant. Wintzer, Vice-Pres.

Excellent Stock for Fall Planting

1000 AMERICAN ASH

Caliper, 1½-in.	per	10	$10.00
Caliper, 2-in.	per	10	15.00
Caliper, 3-in.	per	10	25.00

5000 AMERICAN ELM

Caliper, 1-in.	per	10	7.50
Caliper, 1½-in.	per	10	10.00
Caliper, 2-in.	per	10	15.00
Caliper, 3-in.	per	10	25.00

200 AMERICAN LINDEN

Caliper, 1½-in.	per	10	15.00
Caliper, 2-in.	per	10	25.00
Caliper, 3-in.	per	10	30.00

20,000 CAROLINA POPLAR
Fine Stock for Growing On
Caliper, 1-in., height, 8-10 ft. per 100 $25.00
1000 Lots of the above specially priced at $200.00 per 1000.

SHRUBS

3000 Berberis Thunbergii, 1½-2-ft	per	100	$20.00
4000 Spiræa Van Houttei, 3-4-ft.	per	100	25.00
1000 Symphoricarpos Vulgaris, 3-4-ft.	per	100	20.00
500 Morus Alba, 4-6-ft.	per	100	15.00
500 Morus Alba, 6-8-ft.	per	100	20.00

Prices f. o. b. Chicago. Packing at cost.
The above quoted shrubs are fine grown, bushy stock, much superior to the ordinary run; just the thing for planting for immediate effect.

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Harrisons' Nurseries, Box 39, Berlin, Md.

Ibolium The New Hybrid **Hardy Privet** (L. Ibota x Ovalifolium) Now sent out for the first time. Inquire for further information.
One-year field-grown plants, $5.00 each. Summer rooted, frame-grown, $3.00 each. Nov. 25th delivery.
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VARIETIES
Tausendschon, XXX forcing grade.....$35.00 per 100
Dorthy Perkins **White Dorothy Perkins**
Lady Gay **Crimson Rambler**
Excelsa (Red Dorothy Perkins)
All XXX forcing grade.....$30.00 per 100
Jackson & Perkins Company, Newark, New York

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Our stock contains the best finished and largest assortment of foliage and flowering plants in this country. Quicken your sales with a sample order for the fall opening. **Craig Quality Ferns, Dracaenas, Areca, Crotons, Pandanus** and **Ficus** will bring you profitable business. Order now.

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Extra Good, Well-Rooted Plants.
From 2-in. pots, $2.00 per 100; $18.00 per 1000.

BOSTON YELLOW DAISIES.
A special good strain; from 2-in. pots, $3.50 per 100.

LETTUCE, Grand Rapids Forcing, $1.00 per 1000; $8.50 per 10,000.

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ABUNDANCE OF STOCK

	Per 100	Per 1000
2¼-inch Smilax plants	$ 2.75	$25.00
2¼-inch Snapdragons, white, pink and yellow	5.00	48.00
4-inch Marquerites, white and yellow	15.00	
25,000 Vincas, field grown	8.00	75.00
10,000 Bench Ferns, 5 varieties, $25.00 and $30.00 per 100.		

Packing free of charge. Liberal extras.

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Washington, New Jersey

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200,000 Fine Plants, Giant Strain, $3.00 per 1000

ALYSSUM, Double Giant, 2-in., $2.00 per 100; $18.00 per 1000.
ASPARAGUS Sprengeri, 2½-in., $4.00 per 100.
BELLIS DAISY, White and **Pink,** $3.00 per 1000.
CALENDULA Orange King, 2-in., $2.00 per 100: Seedlings, $1.00 per 100.
GERANIUM Madame Salleroi, 2-in., $2.50 per 100.
PRIMULA Malacoides, Lavender, 2-in., $3.00 per 100.
SMILAX, 2-in., $2.50 per 100.
SNAPDRAGON, Giant White, Pink and **Yellow,** 2-in. pots, $3.00 per 100.
TABLE FERNS, Assorted, 2-in., $4.00 per 100.
R. C. DAISIES, Sanders and **Giant White,** $1.50 per 100; **Boston Yellow,** $2.00 per 100.
CUPHEA, 90c per 100.
DBL. PETUNIA, as fine a strain as any, $1.50 per 100

—Cash.—

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Winter prices starting Nov. 1st.

S. A. Nutt and Buchner..at $18.00 per 1000
Poitevine and Ricard....at 22.00 per 1000

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500 Pot Grown

French Hydrangeas

In mixtures.

Top-notch stock at
$75, $100, $125 and $150 per 100.

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Rooted Cuttings, Jan. 1st, 1920, Delivery.
$8.00 per 100; $75.00 per 1000. Order now

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Carnation Laddie

R. C., Feby. and March Delivery,
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The demand for this Carnation will far exceed the supply.

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for immediate delivery, write

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12 CENTS, NET, PER LINE.

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Alyssum, Double Giant, 2-inch, $2.00 per 100. Elmer Rawlings, Allegany, N. Y.

Alyssum, Double Giant, 2-in., $2.00 per 100; $18.00 per 1,000. Byer Bros., Chambersburg, Pa.

ASPARAGUS.

Asparagus plumosus, 2¼-in., 3½c; 3-in., 7½c; 4-in., 12½c. Sprengeri, 3-in., 7c. Cash. L. J. ROWE, Titusville, Pa.

Asparagus Sprengeri, 2½-in., $4.00 per 100. Byer Bros., Chambersburg, Pa.

ASPIDISTRAS.

Aspidistra, green, 10-in. tubs, 20 to 24-in. high, $5 to $8; 12-in. tubs, 22 to 28-in. high, $8 to $10 each. Vaughan's Seed Store, Chicago and New York.

BEGONIAS.

Begonias. Luminosa and Prima Donna, 2¼-in., $6.00 per 100; $50.00 per 1000. Wm. F. Kasting Co., 568-570 Washington St., Buffalo, N. Y.

Begonia (pink) in bloom. Fine for Xmas, 4-in., 15c. Cash. L. J. ROWE, Titusville, Pa.

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Write us today for prices on Fall and Winter deliveries. Best merchantable fancy tips Dwarf variety. Quality guaranteed. Satisfactory delivery assured to all parts of U. S. A. and Canada.

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Bulbs—Calla, 1¼-1½-in., $7.00 per 100; 1½-2-in., $10.00 per 100. Lilium Candidum, 20-22 ctms., $11.00 per 100; 22-24 ctms., $15.00 per 100. Vaughan's Seed Store, Chicago and New York.

White Calla Lily bulbs, ready for immediate shipment, 5 to 6-in. circ., $12.00 per 100; second size, $10.00 per 100. Cash. K. G. SCHULZE, Sawtelle, Calif.

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Calendula Orange King, 2-inch., $2.00 per 100. Seedlings, $1.00 per 100. Byer Bros., Chambersburg, Pa.

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FIELD-GROWN CARNATION PLANTS

Order Now! Play Safe! Supply Limited!

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White Enchantress	$12.50	$120.00
Matchless	11.00	100.00
White Wonder	12.50	120.00
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Nancy	12.50	120.00
Alice	12.50	120.00
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Miss Theo	12.50	120.00
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Good Cheer	11.00	100.00
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Wholesale Florist
Randolph & State Sts. Chicago, Ill.

FIELD-GROWN CARNATION PLANTS.

	100	1000
Albert Roper	$7.50	$60.00
Alice	7.50	60.00
Rosette	7.50	60.00
Good Cheer	7.50	60.00

PETER REINBERG
Wholesale Florist
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Chrysanthemums in all leading varieties. Write for list. Elmer D. Smith & Co., Adrian, Mich.

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Cyclamen Seedings. We are booking orders for cyclamen seedings, assorted varieties. Will be ready soon. $8.00 per 100, $75.00 per 1,000. Add 5% for packing. THE GEO. WITTBOLD CO., 745 Buckingham Place, Chicago.

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Daisies. Bellis Monstrosa, pink or white; also Longfellow and Snowball; fine strong plants; $3.00 per 1,000; $8 25 per 3,000. Cash. BRILL CELERY GARDENS, Kalamazoo, Mich.

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Ferns. Pot grown; shipped without pots. Boston and Scottii, 4-in., $3.00 per doz.; $20.00 per 100. 5-in., $4.80 per doz.; $35.00 per 100. R. Vincent, Jr. & Sons Co., White Marsh, Md.

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Boston ferns out of the bench ready for 6 and 8-inch pots. Come and see the stock and for prices. J. H. FIESSER, North Bergen, N. J.

FERNS.

Ferns. Boston 4-in., 20c and 25c. Bench grown, ready for 6-in. Strong, 50c. Cash. L. J. ROWE, Titusville, Pa.

Fancy Ferns, special picked. C. A. Kuehn, 1312 Pine St., St. Louis, Mo.

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Freesias. Imp. Purity, ⅜-½-in., $6.00; ½-in. Plump, $8.00 per 1000. Colored (Fardel's), separate colors, $4.00 per 100; $35.00 per 1000. Mixed, $3.50 per 100; $30.00 per 1000. Vaughan's Seed Store, Chicago and New York.

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Geraniums. Nutt and Castellaine, 2¼-in., 3½c, $30 per 1000; 3-in., 4½c, $40 per 1000. Cash. L. J. ROWE, Titusville, Pa.

Geraniums. S. A. Nutt, $15.00 per 1,000. Albert M. Herr, Lancaster, Pa.

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HYDRANGEAS

Strong, healthy field-grown plants. Best French varieties, $20.00 per 100.

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Grand Rapids, Michigan.

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Fine bulbs and many double nosed.

	Per 100
Emperor	$ 4.00
Sir Watkin	4.00
Gloria Mundi	4.00
Golden Spur	4.00
Madam De Graff	4.50
Glory of Leiden	5.50
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20,000 mixed, containing Emperor, Empress, Sir Watkin, Barri Conspicuus, Sulphur Phoenix and others, $10.00 per 1000. Cash please.

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Narcissus Paper White Grandiflora. Ready for immediate shipment. Write for prices. Hogewoning & Sons, Inc., 32 Broadway, New York.

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Orchids of all kinds, established and semi-established. Lager & Hurrell, Summit, N. J.

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Pansies. 200,000 fine plants, Giant strain, $3.00 per 1,000. Byer Bros., Chambersburg, Pa.

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Festiva Maxima, Over 2,000 six year clumps, grown for quality of flower. Strong, healthy plants that will please your customers, at reasonable prices. WM. J. MACKENSEN, Yardley, Pa.

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The new plan quarantine gives greatly increased value to many kinds of surplus stock heretofore considered of little account, especially bulbs and plants.

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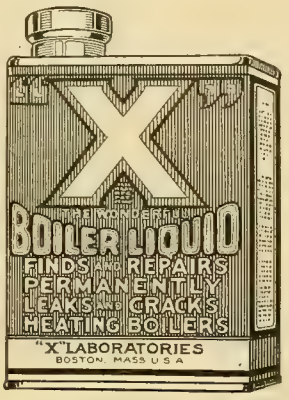

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Vol. LIII. **CHICAGO AND NEW YORK, NOVEMBER 1, 1919.** **No. 1639**

THE AMERICAN FLORIST

ESTABLISHED 1885

Copyright 1919 by American Florist Company. Entered as Second Class Matter Nov. 11, 1891 at the Post Office at Chicago, Illinois, under act of March 3, 1879.

PUBLISHED EVERY SATURDAY BY

AMERICAN FLORIST COMPANY,
440 S. Dearborn St., Chicago.
Long Distance Phone: Harrison 7465.
Registered Cable Address: Ameflo, Chicago.

Subscription, United States and Mexico, $1.50 a year; Canada, $2.00; Europe and Countries in Postal Union, $2.50. Volumes Half Yearly From August 3, 1901. Single Copies, 10 cents.

Address all correspondence, subscriptions, etc., American Florist Co., 440 S. Dearborn St., Chicago

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The thirty-sixth annual convention will be held at Cleveland, O., August, 1920.

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SUGGESTIONS FOR PLANT GROWERS.

Rambler Roses.

The wood of the several rambler roses that are to be forced should be well ripened up. Those that have been grown in the open ground should be lifted and potted. The pot-grown stock should be subjected to some freezing weather, but they should not be left out until the weather becomes severe enough to freeze the ground so that the pots become broken. A covering of leaves may be placed over the pots if the wood has not been thoroughly ripened, but they are better stored in deep pits or sheds, where the temperature may be kept just above the freezing point. The small twiggy wood should be cut out, leaving the strong canes, and these should be tied to a stake and kept erect. This will greatly reduce the labor when moving them and allow for closer packing when they are packed away and besides prevent the branches from lying on the ground and becoming soft or perhaps causing rot, if too damp. The stock that is lifted and potted should be given a rich rose soil and potted firmly, ramming the soil down hard with a wooden stick. All roses require a firm soil to get the best results. The baby ramblers can be carried into the houses and brought into bloom for Christmas. A temperature of 60 degrees to 65 degrees should produce plants with bloom if started at once.

Gladiolus Colvillei.

The winter blooming gladioli make a valuable addition to the late winter and spring flowers and are very useful as a cut flower or in all kinds of floral work. The blooms are much smaller than the Gladiolus Gandevensis and kindred kinds and can be artistically employed. The varieties grown are The Bride, white; Blushing Bride, white, tinged with pink, and Peach Blossom, light pink. The culture of these is very easy and by a succession of plantings the flowers may be had all through early spring up to June. The bulbs can be procured all at once and kept dry and cool, but do not leave them standing around in the room over the boiler or they will rapidly lose their vitality. They can be planted in deep flats and placed in an out-of-the-way location until they begin to grow, when they should be given a light location in a house with a temperature similar to that in which carnations are grown. The flowers will be larger and have more substance if grown cool, but it will take considerably longer to get them into bloom. Some growers plant these bulbs between the rows of the carnations or the violets, but our experience has been that it is far better to grow them in boxes by themselves, for the carnations will need all the nourishment in the soil if growing well, and if not, they as well as the violets when through blooming had better be cleaned out and some other crop planted and not have a crop mixed in, which would delay the planting or occupying of the space. These gladioli will be found very useful and well appreciated by the best trade.

Ferns.

A good stock of small ferns is a necessity at this season of the year to the florist having a retail trade, for the fern dishes will now be coming in to be refilled and this has become quite a feature of the business. While this branch of the trade is in many cases very unsatisfactory, yet it is greatly the fault of the dealer that it is so, and with a little care and method, can be made very remunerative and satisfactory to himself and his customers. In the first place a book should be kept giving the date when such customer's dish was filled, and above all things do not endeavor to buoy the customer up with any false hopes as to how long the dish will keep in good condition. In many cases the dish is placed on the center of the table 15 to 20 feet away from any light, the care left to domestics, and it may never be watered from the time it reaches the house until it is

returned to be filled, and ofttimes the customers will say it was only a week or two since it was filled, when by reference to the book it will be found to have been two months. When the dish is returned make a note as to what varieties seem to have succeeded the best and use these in refilling. It is wonderful to note the effect on the different varieties in different houses. What will live and thrive in one house will often be the first to die in another. Have a few dishes put up ready for sale. It is often possible to make a sale when the customer sees them all ready, though he might not wait to have one made up or would never think of it unless his attention was drawn to it. Besides the ferns, have a good stock of Asparagus plumosus and Sprengeri in small pots; these will often grow where ferns will not live at all. And also a fine lot of small palms, cocos and kentias, and small dracænas for the centers of the fern dishes.

Violets.

The temperature of both night and day have now become settled enough to keep the violet houses in the best growing condition, and the plants should have made a strong, healthy growth, and be producing blooms of good quality. The first sign of disease will sometimes make its appearance as early as the first of November, yet it ordinarily does not show up until later in the year during the dark, dull weather. All leaves which show disease should be picked off at once, and if there should be any great amount making its appearance, run the plant a little dry, and under no circumstances allow moisture to remain on the foliage over night. Water only on bright days and then early in the morning. Give all the air possible during the day, and if the disease continues raise the temperature a little at night and do not open the houses quite as much or as early in the morning. A little warmer temperature will induce a new root action, and if this takes place the plant will begin to make a new growth and the disease will disappear. The disease only makes any great headway while the plants are not growing, for when "the elegant spring," as one grower always used to express it, comes, the plants take on new vigor and the disease is no more. As soon as the plants begin to grow, the temperature can be dropped to normal for the culture of these plants, which should be about 40° at night. Be careful in removing the leaves not to disturb the plants any more than necessary. Do not pull them off carelessly, but pinch them off with the thumb and forefinger.

THE RETAIL TRADE

Conducted by Robt. Kift, Phila., Pa.

Newell's $10,000 Shop, Kansas City, Mo.

The accompanying illustration is of a section of the beautiful new flower shop of A. Newell, the well-known florist of 1122 Grand avenue, Kansas City, Mo., no expense having been spared to make it one of the most complete and attractive establishments in the country, its cost being in the neighborhood of $10,000. As to how well Mr. Newell has succeeded in his aim, is best evidenced by the many compliments he has received from travelers who have visited all sections of the country. An interesting fact in connection with this establishment is that its owner entered the retail florist business 30 years ago, his first store, complete as to stock and fixtures, representing an investment of $48. Mr. Newell should be justly proud of his achievement.

Next Week in the Flower Shop.

Now that the dahlias and other outside stock are out of the way, there should be a most careful supervision of the greenhouse supply, as prices stiffen very perceptibly when this competition is out of the way. Chrysanthemums are now at their height, and will rule the market until the final rush of Thanksgiving week. They are popular with nearly all flower lovers and appropriate with artistic arranging for all kinds of floral designing or decorative work. They can be featured in so many different ways, and are so attractive in themselves, that they should form a large part of the cut flower stock in every store. They are very largely used in decorations and in baskets and bouquets for the coming out teas. There are frequently a great number of orders for a popular young debutante, often as high as 25, or more, and some of the large firms have had as many as 100. Each of these should be made as distinctive as possible; 10 to 15, or even more, may be made of yellow chrysanthemums, yet each can have a distinguishing mark, if only at the ribbon, such as a large bunch of single or double violets, of white or pink bouvardia, or a cluster of smaller chrysanthemums of the same or different shades of color. Sprays of highly colored croton leaves are rich looking. Fancy nephrolepis also gives a good finish. A knot of pansies is attractive or bunch of Sweetheart roses. Snapdragon and calendulas are effective. As long as the highly colored autumn leaves are procurable, they can be used to the greatest advantage. Green and golden privet sprays are also valuable.

Vase baskets and hampers are largely used, being filled with combinations of all kinds of cut flowers, foliage and flowering plants. While there is no rule or standard of arrangement, color effects should be harmonious. Baskets that are a bit passe, can be covered with a fancy mat, which is ornamented with a band and bow of ribbon or chiffon. The tone of mats and ribbons should be such as to blend or contrast agreeably with the colors of the flowers. Some very pretty baskets are seen, made of mats hand painted, tied over skeleton baskets, fitted with fibre, or waxed card board vases. When filled, these are choice enough to command very good prices. Be careful to write on each card envelope, the name of the flowers used in the bouquet or basket, it is a great help to the hostess in the acknowledgment.

At all between-times, or slack hour or two, the making up of the various styles of Christmas wreaths should go on. In many stores, this work is well out of the way, the stock limit having been reached, but where this preparedness has not yet been completed, it is better to do it now, than in the midnight hours of the busy holiday season.

It will pay to look after the violet bunches. Most of these are sold in corsages to wear. The growers can be educated to put them up so they require no further handling. Small green galax leaves make a good backing, worked in just below the violet border leaves, keeping them in place and making the bunches look much larger. Prepared ribbon ties or a stock of plain ribbons, cut the right length, are economical. To cut ribbon by guess work, and attach as the flowers are sold, is often wasteful. Very effective moisture shields can be made of folded wax paper, which are held in place by the foil and ribbon and concealed by the flowers.

Keep the show windows up to their greatest efficiency; they make a silent appeal to almost every passerby. There should invariably be some special feature. It need not always be elaborate, but should be an interesting something, a little out of the ordinary, or with a finish that makes it stand out, sure to catch the eye. An explanatory card is certain to be read and remembered.

FLORAL DECORATIONS AT BANQUET OF THE GARDENERS' AND FLORISTS' CLUB OF BALTIMORE.

PARTIAL VIEW OF ARTHUR NEWELL'S NEW $10,000 STORE, KANSAS CITY, MO.

Feature a window of chrysanthemums, vases containing several of each variety in stock, all correctly labeled. They are sure to attract attention. Small vase baskets, filled with pompons, and a medium sized flower or two, in contrasting colors, will make an attractive showing. A price card will keep them on the move.

Well flowered pot plants of chrysanthemums are good stock at this time. Grouped in front of the store, they give a fine decorative effect, and will be found very salable. On a busy day, they are frequently cut off and sold for as much as on the pots.

Peppers and Jerusalem cherries are now in good color, and make acceptable pot plants. The first of the cyclamens are in, and a few of the begonias. All these should be featured with some kind of covering for the pots. Nothing is better or cheaper than white paper, with a tie of tape the color of the flower. It makes the plants look larger, and by contrast with the white paper, brightens the flowers.

Have you joined the ranks of the big men, who are endeavoring to elevate the business by means of publicity? They are putting in thousands of dollars annually to make flowers more popular, and create a greater demand that will benefit every branch of the business. Send your $5 or $10 and become a factor in this great uplifting movement. Send it to Secretary John Young, 1170 Broadway, New York. Do it today, and get your name on the honor roll.

Figuring the Profits.

How to deal fairly with his customers and at the same time, get all the profit possible out of his business, is the problem of the average retail florist. The one man shop, in which all the transactions are handled by the proprietor, or one or more of his family, has very little overhead expense. In most of such shops, the business is carried on at the house where the proprietor lives, in which case, he is on the job all the time, and has nobody to blame but himself if anything goes wrong. Such a personally conducted business should show the greatest percentage of profit on the gross amount done, as there is so little expense.

Where there is a larger business, with store rents, a number of employes, delivery and other expensive departments, very careful figuring and close watch on the overhead is necessary in order to close up each week or month showing a profit. There should be a weekly tabulated balance sheet with a column for miscellaneous and each major item of expense, which on the footings, shows how the total that often seems so large, is made up. Another sheet divides the income into plant and cutflower sales, decorations and funeral work, giving the volume of business in each department.

It will be a surprise to many retailers to find that their overhead foots up to 50 per cent of their gross sales, costing them 50 cents out of every dollar to carry on their business. Those who fix their prices at a 2 to 1 basis, charging $1.00 for what costs 50c will, at the end of the year, find nothing over, as the 50 cents overhead charges eat up all of the 50 cents gross profits on the dollar sale. Their salary is then their only remuneration.

The only safe plan in handling stock as perishable as plants and flowers, is to fix a rate of from 2½ to 3 for one; that is, selling cut flower or plant stock that costs $1.00, for $2.50 or $3.00. The salesman should never in stating the price, convey, either in manner, or voice inflection, the idea that the price is other than regular. Some salesmen volunteer the information that flowers are very expensive now, which purchasers would not have thought of or did not have in mind. Many salespeople and, in fact, proprietors as well, have the idea that people will not pay advanced prices, judging solely by themselves, and not the circumstances of their customers. This is one of the fundamental mistakes of the retail business.

Plants and flowers, and, in fact, every article handled in the flower shop, must be sold at a profit, not based on the first cost or actual worth of the article itself, but with the overhead percentage added, which will be very close to 50 cents on every $1.00 worth sold. It is then safe to price the article costing $1.00, which the overhead marks up to $1.50, at $3.00, or what is called 3 to 1.

The percentage of stock that goes to waste in the flower shop is much greater than many dealers will acknowledge or in fact realize. If all plants, cut flowers, greens and other perishable stock that goes down the chute into the waste barrel was charged up as when sold, it would make a big addition to the overhead.

The greatest demand in the business is for funeral flowers, and here is where a cost system should be rigidly enforced. The correct plan is to select flowers to cost one-third of the amount of the order. These are then worked up. If the result is not satisfactory, then the frame (if a design) is too large, or not enough money has been obtained to get the desired effect.

In far too many stores, the procedure is to select the frame, pillow, wreath or other design, and "stab" away at it until it looks good enough. No account is taken of frame, moss,

wire, cut flowers or foliage, ribbon, lettering, other materials or the time consumed. There is supposed to be a good profit, but just how much, or whether not enough, is not known, as no record has been made.

The accompanying cost sheet, originated and in use by the Miller Floral Company, Salt Lake City, Utah, is a model of efficiency. This can be made out and attached to the order by one who knows the stock on hand. The makerup selects the flowers designated, which are all used, leaving no waste. Under the head of miscellaneous, should be included such percentages of the overhead, as rent and advertising. With such a system, it will be seen there is a guaranteed net profit of nearly 100 per cent on every such piece of madeup work.

It is all very well to say, "I wouldn't be bothered with this detail; it takes too much time on a busy day," but the busy day is when it is most necessary, for then, "haste makes waste." No matter how busy the grocer, the sugar or coffee is weighed, not guessed at. Try this "penciling for profits" as used by the Miller Floral Company. Also, find out your overhead, and do not fail to count in a salary for yourself and others of your family; allow as much as could be obtained elsewhere for such services, all of which is to go into the overhead. This, added to the cost of the stock, makes a proper basis on which to figure out the selling prices, which will show not just a mere living, but a profit such as is the object and should obtain results in every business proposition.

Penn's Wedding Window Clever Feature.

The sight of seven attractive little girls, with the utmost dignity, taking part in a wedding ceremony, was the feature that attracted immense crowds to the windows of Penn, the Florist, Boston, Mass., during the week ended October 18. It was doubtless one of the most clever ideas in the form of window arrangements ever seen in this country. The window was beautifully arranged with lily of valley, Ophelia roses, chrysanthemums, orchids and various plants, palms, crotons, etc. There were also 24 fine photographs of 1919 brides. The pantomine marriage was under the direction of Mrs. Mabel Lyman, directress of the Stage Children of New England, and it was followed by a reception, as every marriage should be, held in the flower shop itself, at which the ("newly weds") and their attendants stood in line.

Henry Penn, unknown to many of his friends and business associates, was at the time attending the convention of the Florists' Telegraph Delivery Association at Buffalo, N. Y., and celebrating, with Mrs. Penn, the twentieth anniversary of a most happy married life, the trip being in the nature of a second honeymoon.

The Button-Hole Bouquet.

Clark, The Florist, Scranton, Pa., sends us the following, which was spread over an entire page of the Daily Republican of that city, October 18:

"If you want to put a smile on your face, if you want to get jauntiness in your step, if you want to flout your fate with a devil-may-care, happy-go-lucky, never-a-worry-or-care attitude, put a flower in your buttonhole!

"You may be down at the mouth and out at the heel, you may have all the trials and tribulations in the world weighing on your shoulders, your spirits may stand at about forty degrees below zero, and you may be wishing you'd never been born, but try this scheme once—stick a flower in your buttonhole and watch yourself perk up and take notice and veer around quick to a livelier, happier frame of mind.

"You'll find the posey not only has a rejuvenating, invigorating effect upon yourself but also upon your friends and acquaintances. Your old pal may have a grouch on and feel like speaking testily to you, but how can anyone speak testily to a man who feels so chipper, so gay and festive and happy as to wear a flower in his buttonhole? How can dreary gloom settle over an office when from the buttonhole of one of the men a saucy, impudent, dainty little flower is singing: 'This is a merry, merry world and we all should be mighty happy to be in it?'

"Put a flower in your buttonhole today—almost any old flower will do, even an artificial affair might do in a pinch and even help the cause along. But get a flower now and put it in your buttonhole and join the ranks of the forward-looking, happy-hearted individuals who are heartily glad to be alive."

Thorley in Politics.

Charles Thorley, the well known florist of Fifth avenue and 46th street, New York, whose business ability is unquestioned, recently gave an interview to a representative of the Evening Telegram of that city which occupied one column in its issue of October 27. Mention was recently made in our New York notes of Mr. Thorley's political activities. If he can turn Tammany hall into a business organization, he will have done a great service for the city. We quote the following extracts from his interview:

Politics His Hobby.

He is going to retire to enter politics, not for himself, but in the interest of Robert L. Moran, who is running for re-election as president of the board of aldermen. He has no political aspirations for himself and is only in politics for the recreation he gets out of it. As he so aptly puts it:—"Some men like golf and get their pleasure on the links; I like politics, and get my pleasure helping my friends."

* * *

"The mistake of a street car driver—we had horses in those days dragging the cars—was the luckiest thing that ever happened in my life. "A man followed me on the car and asked for a light from my cigar. I asked him what his business was and he said he was in real estate. I thought he was bluffing and told him so. The driver of the car became so interested in our conversation that he forgot to get out and turn the switch, and instead of turning down Seventh avenue, the way we should have gone, we started over Forty-second street.

"I looked up and saw a sign that said the property on which the Times building now stands was to rent and I told my new found companion to lease it. The next day he came to my shop and told me he had made an engagement with the man who owned the property, and I signed the lease shortly afterward at a low figure.

"Purple Roses."

"My real start in life was made when I happened to see another "For Rent" sign hanging over an abandoned florist shop in Fourteenth street. I didn't know a purple rose from a red violet in those days, but I took a chance and rented the store and put in a stock of flowers. "My first order was from a wealthy man who wanted a $250 bunch of flowers sent to the reigning stage favorite. From then on I knew I was going to stick in the florists' game. As I opened the door the first day, a nervy young kid walked in just behind me and said he was going to be my office boy. I hired him. He is still with me after 46 years of faithful service.

"And now, after 46 years of business, I am going to retire, but I'm not going to really retire. I'm just going to turn my florist business over to my faithful employes and sit back and really enjoy seeing them succeed.

Florist Telegraph Delivery Association.

LOST AND DAMAGED GOODS RESOLUTION.

The following resolution, presented by J. C. Harper, of the A. W. Smith Stores Co., Pittsburgh, Pa., and unanimously adopted at the annual convention of the Florists' Telegraph Delivery Association at Buffalo, N. Y., October 15, was inadvertantly omitted from our report of the meeting:

"Whereas, the Florists' Telegraph Delivery Association has been established upon the broad foundation of fair dealing; and

"Whereas, it is the conviction of this association that the same spirit of fair dealing should prevail also in such transactions in which the wholesaler-grower and supply house are a party; and

"Whereas, in transactions where goods are entrusted to a transportation company, and where such goods are lost or damaged, it has been the custom for the shipper to disclaim responsibility after delivery to such transportation company, resulting in the purchaser alone having to sustain all loss; therefore, be it

"Resolved, that this association record its conviction that the following agreement be insisted upon in all transactions involving delivery to transportation companies:

"'Lost or Damaged Goods Agreement.'

"'The purchaser and seller, in the transaction, agree that in case of loss or damage of the goods while in the hands of the carrier, a joint claim will be filed with said carrier, the bill to be paid upon adjustment by carrier. Should claim be disallowed, in whole or in part, then loss, inclusive of carrier's charges and costs of collection, to be borne equally by purchaser and seller.' And be it further

"Resolved, that all members of this association be furnished with a copy of this resolution, and be requested to use every effort to enforce the provisions of said agreement."

Aster Beetle.

ED. AMERICAN FLORIST:

Please give us the most effective way to control the black aster beetle, which eats the buds and flowers.

Illinois. H. D. K.

The only really successful remedy against the black aster beetle we know of is careful spraying with a poisonous mixture, such as arsenate of lead or Paris green. The objection to both of these is a slight discoloring of the flowers, but this seems unavoidable. These bugs are ravenous feeders, and very little poison will put them out of business. The proper way is to have a high presure sprayer, and apply the poison in a very fine mist, and with evenness all over the patch. Very often, one application will be sufficient.

These beetles generally come flying from other parts, and one visitation is often all we get. This year, we had such a case on hand, and as quickly as we noticed them at one corner in the field, we hand picked them early in the morning, and saw no more. In this section, the tarnished plant bug is the great aster pest. This little mischief is as sly as a fox, and many a man has never even suspected him of doing any damage. He punctures the young growth just below the buds and causes wilting, with discoloration, crippled growth, and often, total destruction. We spray every few days during bud formation, using a nicotine spray, aiming to chase the pests out of the field. MARKETMAN.

NEPHROLEPIS MACAWII AT MACAW BROS., NORWOOD, PA.
House Containing 40,000 Young Plants, Together with Finished Specimens.

Nephrolepis Macawii.

There is no one plant in which the trade generally is more interested than the Boston fern and its numerous and steadily increasing list of sports or varieties. As far back as the time of the introduction of the Scottii Mr. Scott offered the stock to Henry A. Dreer, Inc. J. D. Eisele conferred with his heads of departments, and they all thought, that while the variety seemed meritorious, had a good dwarf habit, etc., there were now so many new forms coming into the market, they could not see their way clear to buy it. Mr. Scott then sent it out himself, and the first year the Dreer firm paid him more money for their purchases, than his original price for the entire stock.

There have been many promising sports that have come since that time. Most have gone, a very few remain. Teddy, Jr., is one that ranks with Scottii, which two are now the leading varieties in all commercial collections. The old Boston is still largely grown, as are several of the feathered varieties, and others with crinkled fronds.

The latest introduction is a sport from Scottii, in which the fronds are regularly crimped, or indented across their surface, in a manner similar to the varieties Harrisii and Theodore Roosevelt. This is a true sport, being identical in every other respect, such as habit of growth, length of frond, and general symmetry of the finished specimens in all sizes. Each frond remains free and separate, admitting light and air to the center of the plant. This variety originated with Macaw Bros., Norwood, Pa., three years ago, and has been named Macawii. It is being sent out this season, and has attracted the attention of all commercial growers as being a plant of undoubted merit. It received honorable mention at the trade exhibition of the Society of American Florists at Detroit, Mich., where orders were received for over 15,000 plants.

Macaw Bros. have become noted as fern specialists, being particularly successful with Scottii, their finished stock in all sizes being the choice of the market. Their range is a model of efficiency, comprising eight houses, each 36x150 feet. These extend at right angles, either side of a commodious brick shed, to which each house is connected with a glass corridor eight feet in length. The houses are eight feet apart, insuring an abundance of light with no dark corners. They also have side ventilation. The shed, 25 feet in width, 12 feet in height, with a cement floor and tables on the sides, is an ideal work shop, there being an abundance of room for packing and loading their large auto trucks, etc. The grounds consist of 13 acres, bordered on one side by the main line of the Baltimore & Ohio railroad, connected with which is a siding for coal.

A house just finished, 36x150 feet, is divided in the center, and separately piped. This is intended for forcing roses. It is now entirely filled with ferns, one half of which will later, at a lower temperature, hold their stock of Easter roses sufficient to fill the whole house when they are so far advanced as to be spread out.

Such intensive use of space prevails by various methods in all the houses. One filled with asparagus in the ground, grown for sprays, is canopied well above, with large ferns, which finish on posts, there being six rows the length of the house. In all the other houses, which are filled with ferns on benches, pedestals are used, and much stock is grown in pots, hanging to the roof supports.

After Chrysanthemums.

ED. AMERICAN FLORIST:

Will you kindly advise me as regards following early chrysanthemums with a bench of asters? I will have considerable empty space and would like to grow something out of the ordinary. What would you suggest? I have some fine plants of delphinium in the field. Could these be brought in and planted this fall to bloom this winter and what would be the proper treatment?

Indiana. F. C. A.

This inquiry is a problem that is confronting many of the growers who have their bench space occupied with chrysanthemums, and what is the most profitable crop to follow them up with depends greatly on the kind of establishment under consideration. A grower whose place is devoted entirely to the production of cutflowers, has not such a wide range of material to choose from as the man who is so situated that he can handle pot plants successfully. There is an increasing demand for pot plants in bloom, and the grower who is quick to grasp the opportunity, and uses judgment in the kind of plants he devotes his space to, growing them well, has no reason to have his bench space vacant very long, because a great many of the plants for winter and spring sales are in waiting

to fill the benches now occupied by the chrysanthemums. But the grower of cut flowers exclusively, who for one reason or another cannot see his way clear to take up pot plant growing, has to be very careful in the kind of plants he follows up his chrysanthemums with.

When considering this important question, it is well to take into account whether the stock to be produced will come into competition or be used for a similar purpose, as one of the standard varieties of cut flowers. Asters are mentioned as a crop out of the ordinary to follow up the chrysanthemums, but it must be borne in mind that under the best of conditions not much can be expected from them before early spring, because of slowness of growth during the dark days of winter, therefore, they will come in at a time when roses and carnations are of the best quality, as well as being at the height of their production, so that to be profitable the asters will have to be out of the ordinary, both as to quality of flowers and colors, but this will of course depend on how thoroughly their culture is gone into. There is getting to be a brisk demand for cut flowers of annuals of good keeping qualities, especially late in the winter and early spring, the public seeming to favor them as forerunners of the outdoor spring flowers.

Delphiniums can be flowered under glass, but the large clumps from the field are not so good for this purpose as are young, well-established, transplanted plants from spring sown seed, or those that have been potted, and are now well established in 4-inch pots. The best varieties to grow are Bella Donna and chinense, both blue and white, but when considering the growing of delphiniums, it should be borne in mind that the flowers are rather frail for shipping and not very good keepers after being cut.

The most important factor in the indoor culture of all perennial plants is to first encourage them in every way by natural growing conditions to become thoroughly root established in the soil and not treat them to a high temperature before this has been accomplished. They require the best fresh soil that can be obtained. That which is in the benches, having been used for the growing of the chrysanthemum crop, will not do for them at all. Let the plants have a freezing outside, and get thoroughly ripe before bringing inside. It is useless to try to hurry these plants, and will only result in failure. After being planted on the benches, water very sparingly and maiatain a low temperature of about 40 degrees until new growth starts, then it can gradually be raised and more water given, so that by the time the plants are in full growth, a night temperature of 50-52 degrees and a day temperature of 56 degrees is being carried. They need the lightest house than can be given them and will not do well under shady or dark conditions. Particularly close attention must be given to the work of keeping the plants free from insects, and do not crowd the plants. Allow them plenty of room so that the light and air can circulate freely all around them.

Among other perennials that can be grown successfully under glass, especially when well established pot plants can be obtained, are Coreopsis lanceolota grandiflora, centaurea (hardy corn flowers), gaillardia, rudbeckia, Scabiosa caucasica, Saxifraga umbrosa, stokesia, Veronica rosea, erica, Anthemis tinctoria and the anchusias.

Referring again to the annuals, many of which can be grown to follow the chrysanthemums with greater assurance of success than the asters. First, there are the calendulas, which are now grown in large quantities, Calliopsis coronata maxima, candytuft. Centaurea cyanus, clarkia, lupinus, the bush escholtzia, snapdragons and the Gypsophila elegansa grandiflora alba and rosea. The seed of these plants should be sown at once, then when the plants are large enough to safely handle, pot them up into 2-inch pots, and as soon as they become thoroughly rooted, transfer them to their permanent quarters in the benches where they are to flower. There must not be any check in their growth at any time. This is one of the reasons for potting them from the seed boxes instead of transplanting them. The pot grown plants will also start off better and make a more sturdy growth than transplanted plants from flats. The plants should be given sufficient room in the benches to grow without crowding, and their routine care ought to be as natural as possible without any forcing. The temperature of the carnation house (48-50 degrees at night and 54-56 degrees on cloudy days with a rise of 10 degrees during days of bright sunshine), is best suited for them. As also advised for the perennial plants, strict attention must be given to keeping these plants free from insects.

PLANTS TO FOLLOW CHRYSANTHEMUMS.

The grower who is situated so that he can handle pot plants conveniently, has a wide range of stock to select from to fill up his benches after the chrysanthemums are out of the way. When spring bedding plants are grown, a great deal of the space must be used to accommodate them, but any spare space can be devoted to growing pot plants, which when grown well, are in great demand. The French hydrangeas are among the best of plants for this purpose. These are becoming more popular each year, and deservedly so, for when well grown, are beautiful subjects for sale as pot plants. Then we still have the old favorite, Hydrangea Otaksa, which when well done, with its large trusses of blooms, is in good demand. But to turn out high grade plants of these or any other variety of plants, they must have plenty of bench space. After the chrysanthemums are out of the way, the hydrangeas can be placed on the bench, held cool and on the dry side for a few weeks, until it becomes necessary to start them into more active growth. Young plants of these hydrangeas now in 3-inch pots, grown along slowly, make splendid dwarf plants for medium price sales at Easter. They can now be purchased from the plantsmen who grow them as a specialty and delivered before the very cold weather sets in.

Growers who have tried them, are finding an increasing demand for high grade plants of geraniums, which sell for a dollar up, according to their size. Some of the bench space left vacant after the chrysanthemum can be used for growing these plants, which, when well done, will sell at a good profit.

A great deal of bench space can be utilized for the growing of pot roses, especially the polyantha or baby rambler varieties. These can be grown into fine specimens, which sell readily. A great number of these plants are grown every year, and may not come under the term of "out of the ordinary," but they are worthy subjects for any grower's efforts, and bring good returns. The same can be said of all well grown pot plants, and many times small sizes of the most popular plants, including the different varieties of nephrolepis, can be bought at this season of the year to follow the chrysanthemums and grown on into very profitable stock. C. W. JOHNSON.

National Publicity for Flowers.

Our publicity committees and all connected with our campaign are fully convinced of the latent interest on the part of florists in our publicity work, an interest which only needs awakening to make forthcoming the support we so urgently need at the present time. They are also quite sure that among those who have already subscribed, are to be found many who could influence their brothers in the trade to rally to the campaign standard. To such, the following letter might furnish a suggestion: "Office of Charles A. Dards, Inc., New York, October 16, 1919.—To Albert Pochelon, 153 Bates St., Detroit, Mich. Dear Mr. Pochelon: Won't you kindly accept the enclosed cheque for $50 in connection with the Florists Telegraph Delivery Association's national publicity fund, this to be considered as a separate contribution to any contract we may have already. Henry Penn and wife, of Boston, Mass., who have just returned from the convention, have only this minute left the store, and Mr. Penn's personality, enthusiasm and good fellowship, so worked on my personal feeling, that it behoved me to immediately show my appreciation in the above matter. Cordially yours, H. C. Perry, General Manager."

Commenting upon the letter, Mr. Pochelon says: "Mr. Perry, of Dards', is not different from a good many other retailers—they are feeling the benefits daily, and believe that it is their duty to do more, or, at least, do as much as they can."

A just appreciation of the work of the campaign is the only reward expected for the labor of those engaged in it, and could any appreciation be shown better than in support to our project? A florist who fails to subscribe to the campaign fund is really failing to promote his own interests. Everyone in the trade is benefiting from the publicity we are securing, and the more we are able to secure, the greater the benefit resulting. Our committees spend as they go, therefore, must, if the campaign is to last, have money wherewith to keep on going. Our slogan, "Say It With Flowers," should remain for all time before the public, continuously. There should be no halt. Were subscriptions to stop, the work would have to be materially curtailed, and the present improved demand for flowers would necessarily decline. No real florist would want this to happen—it would be a calamity. To prevent it, and to enable the committees to fully carry out their plans, there should be an end to latent interest, and the many hundreds of florists—we could say thousands—who know in their hearts that the campaign is of immense benefit to our industry should lose no time in registering their subscriptions with the secretary. Making a subscription entails no sacrifice, for there is hardly a florist in the country who cannot af-

ford one, and it should be considered a duty and a pleasure to support an undertaking which is productive of so much good to growers and retailers alike.

Florists who advertise locally, can have material assistance in their work, and connect in a profitable way with our magazine advertising, by using the various helps supplied by our promotion bureau. Pamphlets describing these aids will be mailed to anyone on application for them. It might be mentioned here that the advanced cost of labor and materials have obliged our promotion bureau to advance the price of the large electrotyped advertisements to $1.25 each, which is actual cost on quantity purchases.

A CORRECTION.

Two weeks ago we published a list or more each, aggregated one-seventh of the publicity fund as then collected. of the Publicity Fund as then collected. We gave the list as of 25 florists, but only 24 names were printed, the name of Schiller The Florist. Chicago, $200, being accidentally omitted. Another name omitted was that of The Jos. H. Hill Co., Richmond, Ind., $200, which would have made 26 names to the list instead of 25. The correction is made with due apology for the omissions.

JOHN YOUNG, Sec'y.

Baltimore Florists' Annual Social Event.

DELIGHTFUL EVENING ENJOYED BY MANY.

The Gardeners' and Florists' Club of Baltimore, Md., and the trade in general in that vicinity are feeling a marked impetus in popularity as the result of that organization's annual banquet which far outshone any previous efforts, both in attendance and general excellence even to the smallest detail. Many ideas have been tried in the past to accomplish a change from the old order of things, the nearest being the banquet held about eight years ago at Mt. Holly Inn, but nothing has ever resulted in so much favorable comment as did the banquet, entertainment and dance held in the Southern Hotel ball room on the above date. The success of the affair can be attributed to no special person, wherein lies the secret. The co-operation manifested was the most pleasing thing of all. Wm. F. Ekas, the chairman of the entertainment committee, and Robt. L. Graham, Jr., chairman of the decorating committee, were never refused a request for time or material, and were admirably assisted by every member of the committees to a man. Mr. Ekas arranged the preliminaries, ably assisted by his committee. When the day came for the decorating, it proved a very simple matter for the chairman of this committee, for Samuel Feast had cheerfully taken charge of the table work, and George Black willingly agreed to superintend the arrangement of the hall, and the rest of the committee, working all day, made the ball room a veritable garden of flowers. The accompanying photograph gives some idea of the seating arrangement, and the following headlines in the daily papers show how the public was informed of the doings of the florists: Baltimore News—"Mayor Broenning dubbed 'Say It With Flowers' Broenning" by florists at most beautiful banquet ever held in city." Baltimore American—"Southern hotel ball room a veritable fairyland of flowers at florists' banquet." Baltimore Sun—"Mayor praises elaborate decorations at banquet of florists' club in southern hotel."

There were 142 representative florists present, which shows the interest everybody took in seeing that the attendance was large. The congeniality shown, the presence of the ladies, and the music furnished by the orchestra, made an occasion long to be remembered by all present. Wm. E. McKissick, who took the place of one of the members of the entertainment committee, prevented from working by illness gave valuable assistance in seating the guests, and was greatly complimented in placing each person next to someone who would make him feel at home. The programme opened with prayer by Dr. Bayless, and after the banquet, President Ekas welcomed the guests. After the singing of "Baltimore, our Baltimore," by the entire assembly, Mayor Broenning responded to the toast, "Baltimore." Hobart Smock, the well known entertainer, was present, and rendered a selection, after which everybody sang "Smiles," followed by some remarks about "Smiles" by Rev. David Carson Bayless, commonly known as the "smile captain of Camp Lee." After a monologue by Mr. Smock and another song by the assembly, Robt. Craig, of Philadelphia, Pa., spoke on "The Ladies." A few well-chosen remarks were made by Z. D. Blackistone, president of the Florists' Club of Washington, D. C., and Edmund Harvey, president of the Florists' Club of Philadelphia. Wallace Pierson, of Comwell, Conn., spoke on "Publicity," after which the floor was cleared, and dancing was enjoyed for the rest of the evening.

The following guests were present: From Washington—Z. D. Blackistone, Otto Bauer, O. A. C. Oehmler, James Westcott, W. H. Ernst, A. E. Gude, George Dalglish, Mr. and Mrs. Albert Schnell. From Philadelphia—Edmund Harvey, Robt. Kift, F. J. Michell, Mr. and Mrs. Arthur Niessen and Rob Craig. From Wilkes-Barre, Pa.—Chas. L. Siebold. From Cromwell, Conn.—Wallace Pierson. These were welcomed by a ladies' reception committee, composed of Miss Margaret Graham, chairman; Mrs. Wm. E. McKissick, Mrs. Isaac H. Moss, Mrs. Fred G. Burger, Mrs. Wm. Johnston, Mrs. Fred Bauer, Mrs. L. Beuttner, Miss Ethel Sieck, Miss Stevenson and Miss Lillian Bryant. The entertainment or committee of arrangements, consisted of Wm. F. Ekas, chairman; Isaac H. Moss, Fred Bauer, Chas. M. Wagner, Robt. L. Graham, Jr., Albert G. Fiedler and Wm. E. McKissick. The decorating committee was Robt. L. Graham, Jr., chairman; Chas. F. Feast, George Black, Robt. W. Johnston, George Eberle, Albert G. Fiedler and Harry Wagner.

G., JR.

The Late Mrs. Emma W. Lanham.

Mrs. Emma W. Lanham, widow of Truman Lanham, former superintendent of parks, Washington, D. C., and mother of the present superintendent, Ira Clifford Lanham, died recently at her home in Lanham, Md. She was 74 years of age. Death was due to an ailment of the heart. Mrs. Lanham was the daughter of Charles Edward and Mary Morsell Walker. Her husband was superintendent of parks in Washington for 30 years, the great majority of the 100,000 trees which beautify the city, being planted under his supervision.

B. F. L.

The Late Mrs. Eva Pollworth.

Mrs. Eva Pollworth, widow of John Pollworth, and a resident of Milwaukee, Wis., for 70 years, died at her late residence in that city October 26, age 78 years. She was the mother of C. C. Pollworth, of the firm of C. C. Pollworth & Co., well known wholesale florists of that city, and Joseph E. Pollworth, of Chicago. Mrs. Pollworth was an honorary member of the Old Settlers' Club of Milwaukee, and her passing brings sorrow to a host of friends.

Club Meetings Next Week.

[Secretaries of clubs and societies are requested to send notice of change in time, date and place of meetings.]

[Secretaries of clubs and societies are requested to send notice of change in time, date and place of meetings.]

Albany, N. Y., November 6, 8 p. m.—Albany Florists' Club at 611-613 Broadway. Robert Davidson, secretary, 139 Second street, Albany.

Boston, Mass., November 4, 8 p. m.—Florists' Association of Boston at Parker House. Elijah Gorney, secretary, Park and Tremont streets, Boston.

Chicago, November 6, 8 p. m.—Chicago Florists' Club at Hotel Randolph, Wells and Randolph streets. A. T. Pyfer, secretary, 164 North Wabash avenue, Chicago.

Cleveland, O., November 3, 8 p. m.—Cleveland Florists' Club at Hollenden hotel. James McLaughlin, secretary, Cleveland.

Dayton, O., November 4, 8 p. m.—Dayton Florists' Club at Y. M. C. A. building. George J. Frisch, secretary, 3205 East Fifth street, Dayton.

Holyoke, Mass., November 4, 7:30 p. m.—Holyoke and Northampton Florists' and Gardeners' Club at member's place of business. James Whiting, secretary, French hall, Amherst, Mass.

Indianapolis, Ind., November 4.—State Florists' Association of Indiana. Meetings in different parts of the state. Oliver E. Steinkamp, secretary, 3800 Rockwood avenue, Indianapolis.

Lake Forest, Ill., November 7, 8 p. m.—North Shore Horticultural Society at city hall. J. H. Francis, secretary, Lake Forest.

Lake Geneva, Wis., November 1, 8 p. m.—Lake Geneva Gardeners' and Foremen's Association at Horticultural hall. F. Brady, secretary, Lake Geneva.

Los Angeles, Calif., November 4, 8 p. m.—Los Angeles County Horticultural Society at 237 Franklin street. Hal S. Kruckeberg, secretary, Los Angeles.

Milwaukee, Wis., November 6, 8:30 p. m.—Milwaukee Florists' Club, at Kurtz Bros., 11th and Prairie streets. Eugene Oestreicher, secretary, 5630 North avenue, Milwaukee.

Minneapolis Minn., November 4, 8 p. m.—Minneapolis Florists' Club, usually at 218 North Fifth street. W. J. Vasatka, secretary, 3340 Chicago avenue, Minneapolis.

Montreal, Que., November 3, 8 p. m.—Montreal Gardeners' and Florists' Club at 642 St. Catherine street. W. H. Horobin, secretary, 283 Marquette street, Montreal.

New York, November 8, 4:30 p. m.—Horticultural Society of New York at Museum of Natural History. George V. Nash, secretary, New York Botanical Garden, Bronx park, New York City.

Philadelphia, Pa., November 4, 8 p. m.—Florists' Club of Philadelphia at Adelphia hotel. Robert Kift, secretary, 4044 Haverford avenue, Philadelphia, Pa.

Grand Ranids, Mich., November 3.—Grand Rapids Florists' and Gardeners' Club at office of member. Edward Freyling, secretary, 1057 Wealthy avenue, Grand Rapids.

Pittsburgh, Pa., November 4, 8 p. m.—Pittsburgh Florists' and Gardeners' Club at Allegheny Music Hall. E. J. McCallum, secretary, 137 Seventh street, Pittsburgh.

Reading, Pa., November 6, 8 p. m.—Reading Florists' Association at home of member. F. H. Lauck, secretary, 123 South Fifth street, Reading.

Saginaw, Mich., November 3, 7:30 p. m.—Saginaw-Bay City Floricultural Society at Saginaw. Henry W. F. Goetz, secretary, 124 South Michigan avenue, Saginaw.

San Francisco, Calif., November 1, 8 p. m.—Pacific Coast Horticultural Society at Redmen's building, 240 Golden Gate avenue. John R. Walsh, secretary, 417 Montgomery street, San Francisco.

Tacoma, Wash., November 7, 8 p. m.—Tacoma Florists' Association at 1116 Broadway. J. L. Simpson, secretary, 519 East 50th street, Tacoma.

Terre Haute, Ind., November 6, 8 p. m.—Quarterly meeting of the Terre Haute Florists' Club at chamber of commerce. N. B. Stover, secretary, 118 South Sixth street, Terre Haute.

Toledo, O., November 4, 8 p. m.—Toledo Florists' Club, at 421 Superior street. S. N. Peck, secretary, 421 Superior street, Toledo.

Washington, D. C., November 4, 8 p. m.—Florists' Club of Washington, D. C., at Schmid's Hall, 712 Twelfth street, N. E. E. P. Rolman, secretary, 101 Primrose street, Chevy Chase, Md.

THE AMERICAN FLORIST

ESTABLISHED 1885.

Subscription, United States and Mexico, $1.50 a year; Canada $2.00; Europe and Countries in Postal Union, $2.50.

When sending us change of address always send the old address at the same time.

Advertising rates on application.

From the first issue THE AMERICAN FLORIST has accepted only trade advertisements.

Advertisements must reach us Tuesday (earlier if possible) as we go to press Wednesday.

We do not assume any responsibility for the opinions of our correspondents.

THE AMERICAN FLORIST.
440 S. Dearborn St., CHICAGO

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PAPER WHITE NARCISSUS flowers are 75 cents a dozen, wholesale, at New York, $12.00 per 100 at Chicago.

IT is a strange fact that the farmer is so rough and careless with his high priced tractors, and so gentle and careful with his automobile, worth only one-half to one-third as much.

PRODUCTION of bituminous coal during the week ended October 11, was 11,924,000 tons, 311,000 tons increase over the first week in the month, the best previous week. Anthracite production totalled 1,955,000 tons, a gain of 1.8 per cent over the preceding period.

New York Botanical Garden.

An exhibition will be given by the New York Botanical Garden in cooperation with the Horticultural Society of New York, November 8-10, at the time of the opening of the new general display house given to the Botanical Garden by Daniel and Murry Guggenheim. Schedules are now ready for distribution, and may be had by application to the Director-in-Chief, New York Botanical Garden, Bronx park, New York City.

International Trade Conference.

At the international trade conference, having for its object the re-establishment of normal trade relations between this country and Europe, which was held at Atlantic City, N. J., opening October 27, the Society of American Florists was ably represented by President J. F. Ammann, President-elect A. L. Miller, Secretary John Young, George Asmus and Wm. F. Gude, who interviewed the treasurer of the national chamber of commerce and also Chairman Hancar of the Belgium delegation. No definite action was taken. Chairman Hancar said he might take up the matter of the embargo with his king, who is at present in Washington, D. C., and that he expected to meet with the various delegations the latter part of the week, when it was hoped something will be done in the way of a direct protest from the Belgian government to those in authority in the United States, to relieve the situation.

WM. F. GUDE.

Chrysanthemum Society of America.

REPORTS OF EXAMINING COMMITTEES.

Chicago, October 11.—Smith's Sublime, light pink Japanese incurved, scored 91 points commercial; exhibited by Elmer D. Smith & Co., Adrian, Mich.

Cincinnati, O., October 11.—Smith's Sublime, light pink Japanese incurved, scored 89 points commercial; exhibited by Elmer D. Smith & Co., Adrian, Mich.

Chicago, October 18.—Sunray, yellow incurved, scored 87 points commercial; exhibited by Elmer D. Smith & Co., Adrian, Mich.

Cincinnati, O., October 18.—Sunray, yellow incurved, scored 86 points commercial; exhibited by Elmer D. Smith & Co., Adrian, Mich.

SPECIAL EXAMINING COMMITTEES.

President Wm. W. Vert has announced the following special committees to examine new chrysanthemums for Chrysanthemum Society of America certificates:

North Shore Horticultural Society show to be held at Durand Institute, Lake Forest, Ill., November 5. Thomas W. Head chairman, Frank Kuehne, G. Wilson. Ship flowers to chairman, Durand Institute, Lake Forest, Ill., to arrive morning of November 5.

State Florists' Association of Indiana show to be held at Claypool hotel, Indianapolis, Ind., November 13-14. A. F. J. Baur, chairman, John Hartje, H. W. Rieman. Ship flowers to chairman, care Claypool hotel, Indianapolis, Ind., to arrive morning of November 13.

Pennsylvania Horticultural Society show to be held at Ardmore, Pa., November 4-5. The regular Philadelphia committee will meet at this show to examine any new chrysanthemums submitted for examination. Ship flowers to A. B. Cartledge, chairman, Masonic hall, Ardmore, Pa., to arrive morning of November 4.

Annual exhibition Chrysanthemum Society of America to be held in conjunction with the American Institute show November 5-7 at the Engineering building, 25-33 West 39th street, New York. Ship flowers to Eugene Dailledouze, chairman, Engineering building, 25-33 West 39th street, New York.

Shipments must be prepaid to destination and the entry fee of $2 for each variety submitted forwarded to the secretary or it may accompany the blooms.

EXAMINING COMMITTEES.

President Wm. W. Vert announces the committees to examine new chrysanthemums for the ensuing year as follows:

Boston, Mass.—William Nicholson (chairman), James Wheeler, Alex Montgomery. Ship flowers to chairman, care of W. J. Thurston, manager, Boston Flower Exchange, 1 Winthrop square and Otis street, Boston, Mass.

New York — Eugene Dailledouze (chairman), Wm. H. Duckham, A. Harrington. Ship flowers to New York Cut Flower Co., 55-57 West 26th street, New York, care of chairman.

Philadelphia, Pa.—A. B. Cartledge (chairman), John Westcott, S. S. Pennock. Ship flowers to A. B. Cartledge, 1514 Chestnut street, Philadelphia, Pa.

Cincinnati, Ohio—R. Witterstaetter (chairman), James Allen, J. C. Murphy. Ship flowers to chairman, Jabez Elliott Flower Market, care of janitor.

Chicago—N. J. Wietor (chairman), E. A. Kanst, Thomas W. Head. Ship flowers to chairman, 162 North Wabash avenue, Chicago.

Shipments should be made to arrive by 2 p. m. on examination days to receive attention from the committee. Must be prepaid to destination and an entry fee of $2.00 should be forwarded to the secretary not later than Tuesday of the week they are to be examined, or it may accompany the blooms.

Seedlings and sports are both eligible to be shown before these committees, provided the raiser has given them two years' trial to determine their true character—not less than six blooms of each variety to be shown. Special attention is called to the rule that sports to receive a certificate must pass at least three of the five committees.

The committees will be in session to examine such exhibits as may be submitted on each Saturday during October and November, the dates of which will be October 25, and November 1, 8, 15, 22, 29.

CHAS. W. JOHNSON, Sec'y.

Coming Exhibitions.

[Secretaries are requested to supply any omissions from this list and to correct any dates that have been altered since the last advices.]

October 29-31, Denver, Colo.—Chrysanthemum show of the Denver Society of Ornamental Horticulture at city auditorium. S. R. DeBoer, secretary, 208 Tramway Bldg., Denver.

November, Auburn, Ala.—Annual meeting and exhibition of flowers of the Alabama State Horticultural Society. W. C. Cook, manager of exhibits, Auburn.

November 5, Lake Forest, Ill.—Second exhibition of the North Shore Horticultural Society at Durand Art Institute. John Newboro, manager of exhibition, Lake Forest.

November 5-7, New York.—An exhibition of chrysanthemums, under the auspices of the Chrysanthemum Society of America and the American Institute of the City of New York at the Engineering Society building, 25-33 West 39th street. Wm. A. Eagleson, secretary board of managers, 322 West 23rd street, New York.

November 8-11, New York.—Special exhibition of plants and flowers in connection with the opening of the new central display greenhouse, botanical garden, Bronx park. Exhibitors will please address the Director in Chief, New York Botanical Garden, Bronx park, New York City.

November 13-14, Indianapolis, Ind.—Flower show of the State Florists' Association of Indiana at Claypool Hotel. O. E. Steinkamp, secretary, 3800 Rockwood avenue, Indianapolis.

November 13-14, Providence, R. I.—Chrysanthemum and fruit show of the Rhode Island Horticultural Society. E. K. Thomas, secretary, Kingston, R. I.

November 10-15, Des Moines, Ia.—Fall show of the Iowa State Horticultural Society. Wesley Green, secretary, State House, Des Moines.

January 21-22, 1920, Chicago.—Annual exhibition of the American Carnation Society. A. F. J. Baur, secretary, 3800 Rockwood avenue, Indianapolis, Ind.

March 15-22, 1920, New York.—Flower show of the New York Florists' Club at Grand Central Palace. John Young, secretary, 1170 Broadway, New York.

March 24-28, 1920, Boston, Mass.—Exhibition of orchids and other plants of the Massachusetts Horticultural Society at Horticultural hall. William T. Rich, secretary, Horticultural hall, Boston.

Wants, For Sale, Etc.

Small Type, 12 Cents Per Line, Each Insertion. Display, $1.50 Per Single Column Inch, Each Insertion. These prices are net, cash with order. For Plant Advs., See Ready Reference Section.

Where answers are to be mailed from this office enclose 10 cents extra to cover postage, etc.

Situation Wanted—By an all around grower, single; have had 24 years' experience. Address

Key 426, care American Florist.

Situation Wanted.—By an experienced, all around grower; single. Please state wages and particulars. Address,

Key 430, care American Florist.

Situation Wanted—In the East; private or commercial establishment with chance for advancement; single; eight years practical experience; college training in horticulture and design. Best references furnished; state salary and all particulars in first letter. Address

D. B. Nevin, Easton, Pa.

Help Wanted—Girl to work in loop flower store. Apply

M. E. Poletsos,
35 E. Adams St., Chicago.

Help Wanted—All-round grower of cut flowers and plants; steady work year round; with or without room and board; state experience and wages in first letter.

New London Floral Co.,
New London, Wis.

Will Buy.—Established retail florist store in Chicago, providing price and location is right. State full particulars in first letter. Address

Key 428, care American Florist.

For Sale.—A retail establishment of 8,000 feet of glass; with store. Everything in first class condition. Address

Key 405, care American Florist.

FOR SALE

A good wholesale and retail florist business with 20,000 square feet of glass, well stocked; 35 acres of land, 8-room house, good barns; all in good condition. In New England States. Price $35,000. Address

Key 431, care American Florist.

Help Wanted

Experienced greenhouseman for growing pot plants. Wages $30 per week. Call at once.

JOSEPH MICHAL,
6416 South Halsted Street, CHICAGO

HELP WANTED.

All-'round storeman; good place, good wages; only those qualified need answer. Wire when you can come.

ALPHA FLORAL CO.
1105 Walnut St.,
Kansas City, Mo.

BOILERS = BOILERS

ALL SIZES.

Selected Boiler Tubes, all sizes, for greenhouse piping and **Retubing Boilers.** Thoroughly cleaned like **New** and trimmed. Complete stock of **New** and **Second Hand** Pipe, Valves, Fittings, etc.

LEVINE & CO.
3738 South Halsted Street, CHICAGO, ILL.
Phone Boulevard 9354.

HELP WANTED

First-class florist, knowledge of growing all kinds of good stock for active business conducting three sales places; a worker and manager; all greenhouses in excellent condition, well stocked; three new houses in course of erection; good place and pay; must be an A-1 man; state age, experience, former connections, etc.; Tennessee.

THE FOREST HILLS CEMETERY CO.,
Chattanooga, Tenn.

WANTED

Quotations on young stock of

Beech, Birch, Walnut and Sugar Maple Trees

MILWAUKEE COUNTY PARK COMMISSION
419 East Water St., **Milwaukee, Wis.**

FOR SALE

Three ranges of glass near Chicago. One planted with carnations and the other two with roses. Each range is separate and located in different localities. Do not answer this if you have not $50,000 for each or can place $20,000 down. These are bargains.

Key 416, care American Florist.

OFFICIAL S. A. F.

Shipping Labels

Actual size of leaf 2¾x5¼ inches

FOR CUT FLOWERS: in two colors on gummed paper; your card, etc., in black and leaf adopted by the S. A. F. in red. Prices: Per 500, $3.35; per 1000, $5.00. Samples on request. Electro of leaf, postpaid, $2.00. Cash with order.

AMERICAN FLORIST CO.
440 S. Dearborn St., CHICAGO

FOR SALE

The owner of an old established florist business in a live and growing city of 15,000, not far from the Pacific Coast, wishes to retire. Will sell to a practical greenhouse man at about half the actual value. Fully stocked and equipped. Expert gardener now in charge who could be retained if desired. High altitude, ideal climate. A real opportunity for the right man. Terms to suit purchaser. Address

Key 427, care American Florist.

New Business

There are many new men in the trade and they want to know now where to

LOOK FOR STOCKS

The best way to tell them is by regular advertising in these columns.

The new conditions of business demand special effort on the part of those who have goods to sell.

AMERICAN FLORIST CO.
440 South Dearborn Street
CHICAGO

Prepared Brown, Green and Purple

Magnolia Leaves

IN CASE LOTS

$18.00 Per Case--Standard 110 lbs. net

Why waste your time in buying these items by the carton when you need them in your everyday work. These leaves are guaranteed to be perfect, and if you are not satisfied with them after an inspection you may send them back to us at our expense.

WILD SMILAX

Choice Stock at $6.00 Per Case.

Also Good Supply of Rudd's Fancy Carnations and Chrysanthemums

All Other Cut Flowers and Greens, including Red Winter Berries.
Ribbons, Chiffons, Boxes, Crepe Paper and Wire Designs.

E. F. WINTERSON CO.

166 N. Wabash Avenue, L. D. Phone Central 6004 Established 1892 CHICAGO

Pittsburgh.

LARGE SUPPLY AND ROCK-BOTTOM PRICES.

Business has been good; in fact, unusually so, but the stocks are so large that prices are at rock bottom. American Beauties, roses, chrysanthemums, dahlias and carnations are all in heavy supply and it is impossible to move them all at list figures. Outdoor flowers are still arriving, which helps to keep prices at a low level. The visit of the king and queen of Belgium to this city was the big event of the week, and quantities of flowers were used in their honor. The supply was so large, that those used were never missed. The University of Pittsburgh and Georgia Tech football game, October 25, caused a big demand for yellow chrysanthemums, but there was plenty for every one. The supply of American Beauties has shortened, which is a good thing, as the demand is light. Chrysanthemums are in heavy supply, in any color or size desired. All roses are also in heavy supply, with only a few of the best cleaning up at the list prices, the balance going in job lots at most any figure. Carnations are now a factor, and are improving in quality every day. Orchids are now plentiful, and meet with ready sale. Dahlias are a drug on the market, and it will be a good thing when they are done. Snapdragons, calendulas and sweet peas are now coming in, but the quality is not of the best. Pompons are arriving in large quantity, but are as popular as ever and clean up daily.

NOTES.

Edward Earl Ludwig, son of E. C. Ludwig, and junior member of the firm of E. C. Ludwig Floral Co., and Miss Jane McDanial, of Wilkinsburg, were married October 18, in the First Presbyterian church of Wilkinsburg. Large quantities of chrysanthemums were used in the decorations.

GOLDFISH 1,500,000 (Fancy and Plain)

Ready for market at rock bottom prices. Ship anywhere in U. S. or Canada. Write for our illustrated catalogue.

ORIENTAL GOLDFISH & SUPPLY CO.

3757 to 3761 Cottage Grove Ave., CHICAGO, ILL.

Randolph & McClements were the floral artists who officiated at the luncheon given in honor of the king and queen of Belgium.

Paul Klingsporn and Clarence G. Ellsworth, of Chicago, were among recent visitors.

M.

Nashville, Tenn.

GOOD DEMAND DESPITE HIGHER PRICES.

Business continues excellent, leaning largely at present to festive events, for, notwithstanding the high cost of living, society is beginning to find itself in need of almost daily entertainment. A great many weddings are on the calendar, and these are helping to no little extent in the general demand for good flowers. The growers find sales for all the stock they can cut. On all sides, there is complaint regarding the extremely advanced prices asked for imported bulbs, now two and three times higher than in former years. White narcissi are now bringing $1 per dozen; the yellow varieties, $1.25. Five and 10-cent stores are offering Paper Whites at 30 cents per dozen, and the quality does not seem much below the higher priced stock. They naturally meet with ready sale. Chinese lilies are selling at 25 cents each. The weather has been mild, and the dahlias are gorgeous in their magnificence, being used for all occasions. Chrysanthemums have at last come into good flower, and the best return from $4 to $6 per dozen. Roses are plentiful, especially Russell and Columbia, which are now seen in great perfection. They range from $3 to $6 per dozen. Everywhere one hears remarks regarding the greatly expanded payroll—three times greater than before the war.

NOTE.

The Joy Floral Co. has some fine cypripediums, as well as quantities of excellent roses. Thomas H. Joy, of this firm, has returned from a two weeks' trip to New York, Philadelphia and other cities.

M. C. D.

MADISON, N. J.—Wm. W. Vert, president of the Chrysanthemum Society of America, is now well established here in a commercial way, with roses and chrysanthemums as specialties.

WEST MENTOR, O.—The Carl Hagenburger Co. has purchased the New York Central greenhouses here and will use them for cold storage purposes during the winter, removing the range to the firm's well established business on Hart street in the spring. At present, the houses are filled with French hydrangeas and other Christmas and Easter stock.

T. J. M.

DUTCH AND OTHER BULBS

Of the following offered stock the **DUTCH BULBS** can be shipped at once—the others as they arrive. All prices are understood packed and F. O. B. cars or steamer New York.

U. S. GROWN BULBS

NARCISSUS EMPEROR, double nosed, XXX.....**$36.00** per 1000
NARCISSUS EMPRESS, double nosed, XXX.....**36.00** per 1000
In lots of 10,000 or more, both varieties.....**35.00** per 1000

October delivery. These are large bulbs selected for forcing.

VALLEY PIPS

VALLEY PIPS. Holland grown, selected for forcing.....**$18.00** per 1000

November delivery. Case lots only. Cases contain 2500 pips.

DUTCH BULBS

"D. N." means double nosed. Tulips are sold only in multiples of 250. Hyacinths in multiples of 50. Miniature Hyacinths in multiples of 100—as they come that way in bags and we cannot break bags.

SINGLE EARLY TULIPS

	Per 1000		Per 1000
Rose Gris de Lin	**$24.00**	**Vermillion Brilliant**	**$47.50**
Yellow Prince	**32.00**	**Proserpine**	**46.75**
White Swan (True)	**30.00**	**Mon Tresor**	**46.75**
White Hawk	**30.00**	**Coleur Cardinal**	**48.50**
Duchess de Parma	**30.00**	**Flamingo**	**50.00**
Prince of Austria	**35.00**		

DOUBLE EARLY TULIPS

	Per 1000		Per 1000
Snow Ball	**$24.00**	**Couronne d'Or**	**$47.00**
Murillo	**30.00**	**Imperatur Rubrorum**	**50.00**

DARWIN TULIPS

	Per 1000		Per 1000
La Candeur	**$26.00**	**Massachusetts**	**$31.00**
Glow	**37.00**	**Baron de la Tonnaye**	**25.25**
Madam Krelage	**33.00**	**Suzon**	**30.00**
Erguste	**33.00**	**Rev. H. Ewbank**	**30.00**
Gretchen	**29.00**	**William Copeland**	**59.00**

NARCISSUS

	Per 1000		Per 1000
Empress (D. N.)	**$42.50**	**Poetaz Louise**	**$30.00**
Victoria (D. N.)	**50.00**	**Sir Watkin (D. N.)**	**35.50**
Emperor (D. N.)	**42.50**	**Dbl. Von Sion (D. N.)**	**42.50**
Poetaz Alsace	**26.50**	**Glory of Leiden**	**39.00**
Poetaz Irene	**42.00**	**Barii Conspicuous**	**24.00**

HYACINTHS

Your selection of following varieties, 1st size 17-18 c/m.....**$85.00** per 1000

La Victoire **Queen of the Blues**

MINIATURE HYACINTHS

Your selection of following varieties, 12-14 c/m.....**$35.00** per 1000

Moreno	**Ruby**	**Alida Jacoba**
Johan	**Rol des Belges**	**Lord Macauley**
Heroine	**Gr. Vainqueur**	**Lord Balfour**

CAN ALSO OFFER

FOR immediate delivery:—**RAFFIA.** **FOR** later delivery:—**BEGONIA** and **GLOXINIA BULBS, JAP LILY BULBS.**
Write for prices, stating specifically what you require.

TERMS OF PAYMENT 60 days net, less 2 per cent cash 10 days from invoice date. Cash with order from those who have not established credit with us. All stock is offered subject to prior sale.

All goods offered are of the high grade we have exclusively handled since 1902. **RELIABILITY** is our motto. We own our own building of 7 floors, a city block through, and give prompt, efficient service on all orders that reach us in time.

McHUTCHISON & CO., The Import House. **95 Chambers St., New York**

Send for It Today

Our New Thirty-two Page Illustrated

FALL AND XMAS CATALOGUE

FEATURING

Prepared Foliages

Baskets and Flower Stands

Ribbons and Chiffons
Wreaths
Novelties
Artificial Flowers
General Supplies

THE OVE GNATT CO., Inc.

Quality Merchandise. Prompt Service.
No P. & D. Charges.

LA PORTE, INDIANA

SEND THIS COUPON TODAY.

The Ove Gnatt Co., La Porte, Ind.:
Gentlemen: Kindly send me your new Fall and Xmas Catalogue.

Name .....
City .....
State .....

The McCallum Service for Florists

IS JUST OFF THE PRESS. DID YOU RECEIVE YOUR COPY?
If not, kindly notify us and we will be pleased to send you one.

This new, handsomely illustrated fall catalog contains a wealth of both the staple and more varied line of Florists' Sundries, comprising:

Christmas Articles, Made-up Wreaths, Artificial Flowers, Magnolia Leaves,
Oak Foliage, Chiffons, Ribbons, Gauzes,
Shields, Cords, Bouquet Holders, Corsage Pins,
Bridal Showers, Wire Work, Baskets, Etc.

AND, IN FACT,

"EVERYTHING FOR THE FLORIST."

Your time will be well spent if you look over the seasonable offerings at

"THE HOUSE THAT SERVICE BUILT."

THE McCALLUM CO., Pittsburgh, Pa.

Mention the American Florist when writing

Rochester, N. Y.

USUAL FALL BRISKNESS LACKING.

While business has shown considerable improvement, the buying has not as yet assumed usual fall proportions. There has been considerable funeral work and flowers for the social season which has started are in good demand. Chrysanthemums are arriving in larger numbers and pompons of many colors and varieties are seen but prices are high. There is an oversupply of carnations and the quality is good. Roses show excellent form and violets are good.

NOTES.

Fred B. Wallace will specialize in hybrid tea roses next spring, distributing the stock to rose fanciers in this city and vicinity. He read an interesting paper on "Rose Culture" at the meeting of the local rose society last week.

George Kramer has begun work on birch-bark baskets and other novelties. In addition to the local demand, he has orders from Buffalo, Detroit and Cleveland firms.

Horace J. Head of Hart & Vick's staff assisted in arranging the decorations for the Prince of Wales during his visit in Canada.

George T. Boucher will stage a chrysanthemum show at his establishment, November 3-8. CHESTER.

ORCHIDS

4,000 CATTLEYAS

IN SHEATH

Will Bloom Christmas and Easter

Price - $2.50 - $3.50 - $5.00 Each
The lot, $12,000 or best cash offer

These Orchids cost over $26,000 and must be sold immediately for cash. Wire your order, charges collect. This is a lifetime opportunity. Don't miss it.

Miltonia Conservatory

PROVIDENCE, R. I.

CHRISTMAS
CARDS, TAGS, LABELS

Write for Samples and Prices.
Get your supply in now and avoid substitution and delay.

THE JOHN HENRY CO., - Lansing, Michigan

BUY DIRECT FROM THE GROWER

HOME GROWN CHRYSANTHEMUMS

Pink, White and Yellow, according to size, $2.00 to $3.00 per dozen.

POMPONS--All Colors, 50c to 75c per bunch

We Are Rose Specialists, and Are Cutting from 245,000 Rose Plants.

These are all our own growth, guaranteed fresh cut and packed to arrive in good condition.

PRICE LIST

RUSSELL, COLUMBIA AND PREMIER		OPHELIA, HOOSIER BEAUTY, WHITE KILLARNEY	
Long	per 100, $20.00		
Good medium	per 100, 12.00 to 15.00	Extra long	per 100, $12.00 to $15.00
Medium	per 100, 8.00 to 10.00	Medium	per 100, 6.00 to 10.00
Short	per 100, 5.00 to 6.00	Short	per 100, 4.00 to 5.00

CARNATIONS—Red, White, Pink.....$6.00 per 100

Extra Fancy Ferns, per 1000, $3.00	Adiantum ..per 100, $1.00 to $1.50 Galax, bronze .....per 1000, 2.00	Asp. Sprays per 100, $2.50 to $3.00 Sprengeri ....per 100. 2.00 to 3.00

All seasonable flowers not grown by us will be procured for our customers. A trial order solicited.

In buying direct from the grower you are assured of fresh stock at all times and the most even run of quality possible.

NOTICE—We close at 5 o'clock week days and all day Sunday. Week Days 8 A. M. until 5 P. M.

BASSETT & WASHBURN

LONG DISTANCE PHONE: CENTRAL 1457

Greenhouses: Hinsdale, Ill., and Greggs Station, Ill.

OFFICE AND STORE

178 N. Wabash Ave., CHICAGO, ILL.

Chicago.

STOCK IS MORE PLENTIFUL.

Stock is more plentiful this week than it has been for some time and the buyer has been able to pick up some bargains in quantity lots the past several days in some items. Carnations appear to be holding their own and there is hardly ever any surplus to be seen at the wholesale houses. Chrysanthemums are in large supply and have dropped considerably in price the past week in the cheaper grades and some in the fancier ones. Pompons are in great demand and are cleaning up nicely each day at prices ranging from 50 to 75 cents per bunch. Roses are more plentiful in all varieties and are to be had in large lots at greatly reduced prices. Some particularly fine American Beauty, Premier, Russell and Columbia are obtainable this week, not to mention Ophelia, Sunburst, Maryland, Milady, Richmond, Hoosier Beauty, Ward, Killarney, White Killarney, Killarney Brilliant, Montrose and Shawyer. Cecil Brunner, Elgar and Baby Doll are included in the offerings. Sweet peas are arriving in larger quantities and move fast at $2 to $3 per 100. Lily of the valley is bringing $20 per 100 and cattleyas $12 to $15 per dozen. Gardenias are selling at $6 per dozen with the supply limited. Some fancy calendulas have brought as high as $6 per 100, but the general run of stock is being disposed of at prices considerably lower. Pansies are being sold at 12 bunches for $1.50. The first Paper White narcissus arrived this week and sold well at $12 per 100, owing to the great scarcity and high price of lily of the valley. Snapdragons are seen in larger quantities and good stock in this line is obtainable at 75 cents per bunch. Some indoor grown asters are to be had and there is a limited supply of dahlias available. Lilies

STRENGTH of

FOUNDED BY FLINT KENNICOTT 1st

YEARS

SERVICE

In filling cut flower orders it is not the service of a day or week that counts so much as the general average of service for the year round.

To Depend Upon Chicago

should give you confidence that you will get the kind of service which will enable you to push and expand your business at all times.

You have the absolute assurance of knowing in advance that you are drawing your supply from the greatest cut flower market in the country. Millions of feet of glass devoted to cut flower production are yours "to cut from" as if it were your own

Mammoth Greenhouse Establishment

Our share of this supply is at all times well balanced and dependable.

OUR 38 YEARS OF EXPERIENCE IN GIVING SERVICE TO THE CUT FLOWER TRADE SHOULD MEAN SOMETHING TO YOU.

"We do as WE SAY"

KENNICOTT BROS. CO.
174 N. Wabash Ave., CHICAGO

CHRYSANTHEMUMS

Leading Varieties--Fancy Stock, $2.00 to $5.00 per doz.

POMPONS--50c to 75c per bunch

RUSSELL, $6.00 to $25.00; COLUMBIA, $6.00 to $20.00 per 100.

Killarney, White Killarney, Killarney Brilliant, My Maryland, Milady, Ophelia, Sunburst and Champ Weiland,

$4.00 to $12.00 per 100. Our Selection, $4.00 per 100.

CARNATIONS, $3.00 to $5.00 per 100; Fancy, $6.00 per 100.

Complete Line of GREENS at Market Prices. **Prices Subject to Market Changes.**

PETER REINBERG

Wholesale Florist

30 East Randolph St., LONG DISTANCE PHONES CENTRAL 601 and 2846 **CHICAGO**

A. L. VAUGHAN & Co.

NOT INC.

PHONES:
CENTRAL 2571 - AUTOMATIC 48-734 - CENTRAL 2572
161 North Wabash Ave, Chicago

MAGNIFICENT SUPPLY

'MUMS AND POMPONS

All the best commercial varieties at attractive prices. Can fill your order for any amount.

ROSES -- CARNATIONS -- SWEET PEAS
CALENDULAS - DAISIES - ORCHIDS - ETC.

Our shipping trade has been built up by supplying the trade with reliable stock at all times.

Complete Line of Greens

'MUMS

Finest supply of stock in the Chicago Market at $1.50 to $3.00 per dozen.

POMPONS

Splendid crop of a great number of varieties including all the latest novelties. Greatest collection obtainable at 50c to 75c per bunch.

CARNATIONS

Our stock needs no introduction—the quality is recognized as a leader everywhere. $4.00 to $5 00 per 100.

EXTRA FANCY ROSES

Beautiful stock in the following varieties, big value: **Russell,** $6.00 to $25.00 per 100. **Columbia** and **Premier,** $6.00 to $20.00 per 100. **Killarney, White Killarney, Killarney Brilliant, Richmond, Ophelia** and **Sunburst,** $4.00 to $10.00 per 100; our selection, $4.00 per 100.

Greens of all kinds. Prices subject to market changes.

WIETOR BROS.

WHOLESALE FLORISTS

30 East Randolph St., L. D. Phone Randolph 2081 **CHICAGO**

are in short supply. A few callas and daisies are seen. Red berries made their appearance this week. Greens are plentiful. Taken as a whole, business has been rather quiet the past week, but it would not be at all surprising if the market took a decided change for the better before the week is over.

NOTES.

Miss Marguerite Kane McNulty, formerly with Peter Reinberg, and Clarence Ellsworth, with the J. F. Kidwell Co., were married at the home of the bride's parents, Mr. and Mrs. Daniel H. McNulty, 1807 Lunt avenue, Rogers Park, Wednesday, October 29. The happy young couple have the best wishes of their many friends in the trade for a pleasant voyage on the sea of matrimony.

Army field clerk, R. D. Gottry, who left THE AMERICAN FLORIST office April 30, 1917, to join the United States forces, was honorably discharged at Camp Grant, October 24, having served one year in this country and 18 months in France. He will seek fortune now in the rich oil lands of Oklahoma, leaving for Tulsa, October 28, with the heartiest good wishes from all who knew him here.

Ove Gnatt and Fred Henoch, of the Ove Gnatt Co., La Porte, Ind., were visitors this week. This firm has been rapidly forging ahead, and has a large family of customers throughout this country and Canada. Victor "King" Emanuel, of New York, happened to be here about the same time, and it is needless to add that the meeting was a most enjoyable one.

The local order of Elks is making a drive to secure 1,000 new members. T. E. Waters, manager of Poehlmann Bros. Co.'s supply department, filed the first application of that number to be turned in. Dan Simons, Allie Zech, R. E. Jones, Paul Klingsporn, M. B. Hirsch, E. C. Pruner and Bob Newcomb, all belong to the happy circle.

Mangel, the Palmer House Florist, is again attracting the crowds with his magnificent window displays. A number of live ducks, playing in the running stream of water, furnish entertainment for those who like to get a glimpse of nature.

Bassett & Washburn's greenhouses have been the center of attraction for the residents of Hinsdale the past week, some 30,000 chrysanthemums being in bloom. The roses were never better than right now, and are also in heavy crop.

Wieter Bros. are having a heavy call for fancy chrysanthemums and pompons, which are in heavy crop with them this week. The supply of roses has been increasing steadily here and includes the new variety, Premier.

The Chicago Flower Growers' Association was the first to offer Paper White narcissus in this market this season. The stock is reported to be in brisk demand, owing to the great scarcity of lily of the valley.

J. E. Pollworth, secretary and manager of Kennicott Bros. Co., has the sympathy of the trade in the loss of his mother, whose death occurred at Milwaukee, Wis., the past week.

W. L. Rock, of Kansas City, Mo., passed through here last week on his way home from the F. T. D. meeting at Buffalo, N. Y.

The J. A. Budlong Co. is featuring some unusually well-grown McNeice chrysanthemums, which are unsurpassed for quality in this market.

All the local wholesalers have rereived notice, that beginning November 1, the price of ferns will advance 50 cents per 1,000.

John Poehlmann, who was operated upon for appendicitis, October 17, recovered sufficiently to visit the store this week.

F. J. Benthey is now with A. T. Pyfer & Co., who are handling the output of the Bentley range at New Castle, Ind.

Justice of the Peace, John F. Boyer, of Evanston, reports a pear tree in bloom in his garden, October 28.

The Florists' Club will meet at the Randolph hotel, next Thursday evening, November 6, at 8 o'clock.

Thos. D. Long, representing Vaughan's Seed Store, is back from an extended business trip.

Mrs. Joseph Kohout underwent an operation at the Garfield Park hospital, October 29.

Bob Newcomb was last heard from in Seattle, Wash., bound east.

Peter Reinberg and wife have returned from West Baden.

O. J. Fredman is back from a business trip to New York.

Peter Pearson is serving on the jury.

SPECIALS

Cut Flowers
Supplies
Green Goods

O. A. & L. A. TONNER
30 East Randolph St., CHICAGO.

Mention the American Florist when writing

The Chicago Flower Growers Association

WHOLESALE GROWERS of CUT FLOWERS and PLANTS

182 North Wabash Avenue L. D. Phone, Randolph 631 CHICAGO

We Lead--Quantity and Quality

Positively the best buys in Chicago.

	Per 100		Per 100
Rose Premier	$6.00 to $25.00	Killarney Brilliant	$4.00 to $12.00
Russell	6.00 to 25.00	White Killarney	5.00 to 12.00
Columbia	6.00 to 20.00	Maryland	5.00 to 10.00
Milady	6.00 to 20.00	Sunburst	6.00 to 12.00
Ophelia	5.00 to 12.00	Ward	4.00 to 8.00

Cattleyas, per dozen	$12.00 to $15.00	Pansies, per doz. bunches	1.50
Calendulas, Extra Fancy, per 100	6.00	Sweet Peas	2.00 to 3.00
Oncidium Sprays	6.00 to 8.00	Paper Whites	12.00
Single Violets, per 1,000	10.00	Plumosus, per bunch	.35 to .50
Double Violets, per 1,000	7.50	Sprengeri, per bunch	.25 to .50
Chrysanthemums, per dozen	2.00 to 4.00	Adiantum, per 100	1.00 to 2.00
" Fancy, per dozen	5.00	Ferns, per 1,000	2.50
Pompons, per bunch	.50 to .75	Leucothoe, per 1,000	7.50
Carnations, per 100	2.00 to 5.00	Smilax, per dozen	3.00

EXTRA SPECIAL ROSES BILLED ACCORDINGLY. ALL GREENS AT MARKET PRICES.

Mention the American Florist when writing

Regular customers find that our stock suits their purpose best. You get value whenever you buy here—Cut Flowers and Greens.

JOSEPH FOERSTER CO.

WHOLESALE FLORISTS

160 N. Wabash Avenue, CHICAGO, ILL.

Mention the American Florist when writing

The George Wittbold Co. arranged the decoration for the Beverage Gardens at the Coliseum this week, the Japanese effect being carried throughout. Chas. Meyer, who handled the job, says that it was one of the best orders booked this season.

The Central Floral Co's. window displays never fail to attract much favorable attention. Their establishment on North State street is one of the beauty spots of the city.

Zech & Mann are moving a splendid supply of stock, including heavy receipts of chrysanthemums and pompons, which are a great factor in the market.

Vaughan's Seed Store wholesale bulb department is working overtime on Dutch bulb orders, and moving a carload of Lilium giganteum bulbs this week.

George Asmus is back from a business trip to the east, which included the F. T. D. meeting at Buffalo, N. Y.

A. L. Vaughan & Co. are moving large supplies of boxwood, which is arriving in fine condition this season.

Visitors: E. G. Goltz, Bellevue, O., Morris Levine, New York.

"Flowers of Superior Quality" mean

SATISFACTION

They satisfy that innate desire of the aesthete for the beautiful—and because they are planted right and grown right they satisfy the economical purchaser with their long lasting qualities.

Every variety of Flowers we grow in our mammoth range of greenhouses is under the direct supervision of specialists.

You will appreciate "Flowers of Superior Quality" as a wonderful ally in increasing your sales.

Weekly Price List of Flowers and Greens of every commercial variety sent on request.

"The Nation's Most Expressive Flowers"

POEHLMANN BROTHERS COMPANY

66-74 East Randolph Street,
Chicago, U. S. A.

The Largest Growers of Flowers in the World.

St. Louis.

AMPLE SUPPLY BUT PRICES LOW.

The market has been somewhat overcrowded the past week. Early chrysanthemums are coming in, and with all other stock plentiful, they move slowly except at sacrifice prices. Business, as a whole, has not been up to expectations. Quite a few weddings are taking place, but they do not seem to be heavy flower consumers. Other business is correspondingly slow. Few pompons are arriving, but it is a little early for the bulk of them. Roses are plentiful, and the quality is exceptionally good. The only shortage is in white. This has been felt where there were calls for weddings. Lily of the valley is scarce and of very poor quality. Orchids are plentiful, with little demand. Carnations are improving, and command a fair price. Dahlias are still coming in freely, and this has some effect on both business and the low prices on other stock. What really is needed, is a good frost to kill off all outdoor stock, and no doubt it will have a stimulating effect on business. Snapdragons, calendulas, etc., are ample for requirements. Greens of all kinds are in good supply, but string smilax is still a bit thin, but will improve in a few weeks.

NOTES.

The results at the florists' bowling contests the past week were: Sweet Peas beat the Carnations three games, and the Roses beat the Daisies three games. This puts the Sweet Peas quite a little in the lead. Our "old war hoss" in bowling, Carl Beyer, made his initial appearance on the Roses last week, and he has lost none of his cunning. He certainly showed J. J. B. how to "knock 'em dead."

The next meeting of the florists' club should be a big success," because it is going to be "new member meeting." We know of about 50 new members who are going to be proposed. More power, St. Louie! The meeting will be held at Scruggs, Vandervoort & Barney's tea rooms. The host is Julius Schaefer. He is going to have something special in the way of entertainment. Are we going to miss this meeting? I'll say we won't.

Johnny Bentzen claims he was lucky to get down to the bowling contests last week, because they were so busy, but then he and his dad, A. J. Bentzen, got there all O. K. on time. He tells us he made a blanket in 20 minutes that evening. Of course, he did not say how large, and we suppose it was made of smilax and flowers—but—oh, you tell it, Johnny, you are so good at telling 'em.

The growers of pot chrysanthemums claim their stock is later this year than usual. Some nice plants are to be seen, and there should be no trouble in disposing of them at good prices.

J. J. W.

Baltimore.

MARKET GENEROUSLY SUPPLIED.

Market conditions remain unchanged, with dahlias the only stock approaching a glut stage. Roses are being received in supply ample to meet all requirements, except red varieties, which are none too plentiful. An order for chrysanthemums, in either yellow or white sorts, of almost any quantity could have been filled, proving that they are in abundance. Business might have been a little more brisk the earlier part of the week, but the florists' banquet held the attention of growers, wholesalers and retailers, and there was some diversion from business on that account.

NOTES.

Wallace Pierson, of Cromwell, Conn., who arranged some of his new roses at the florists' banquet, said that Washington, D. C., and this city were not markets for his products since express conditions have become so unsatisfactory. Two varieties, were much admired during the evening, Crusader, red, and Pilgrim, pink.

John J. Perry, of the S. S. Pennock Co., has been confined to his home for several days the result of a severe cold.

G., JR.

BOYNE, MICH.—O. D. Willson has added one house 28x50 feet to his range on Boyne avenue.

OKMULGEE, OKLA.—H. D. Ellis has added one house to his range, increasing his capacity to 8,000 square feet of glass.

PHOENIX, ARIZ.—The Arizona Seed & Floral Co. held its annual opening October 18. There was excellent music and flowers were presented to all visitors as souvenirs.

PORTLAND, ORE.—Florists and nurserymen of this city, in co-operation with the chamber of commerce, are planning to make this the rose producing center of the world. An organization to be known as the Oregon Rose Society is part of the programme.

CLEVELAND, O. — The Gasser-Euclid Co., composed of members of the J. M. Gasser Co., has leased for a term of 89 years, the property 2336-2344 Euclid avenue, 100x200 feet, improved with a two story building. It is reported the transaction is in the nature of an investment.

CHRYSANTHEMUMS

Large glorious flowers in yellow, white and pink, with firm stems and clean foliage—our own home-grown stock, "Flowers of Superior Quality." You will want them for decorations or weddings of distinction.

We are cutting these *plus belle fleurs* from many thousand strong vigorous plants, which gives us large quantities of these wonderful flowers daily at this time.

We offer them at $2.00 to $5.00 per dozen.

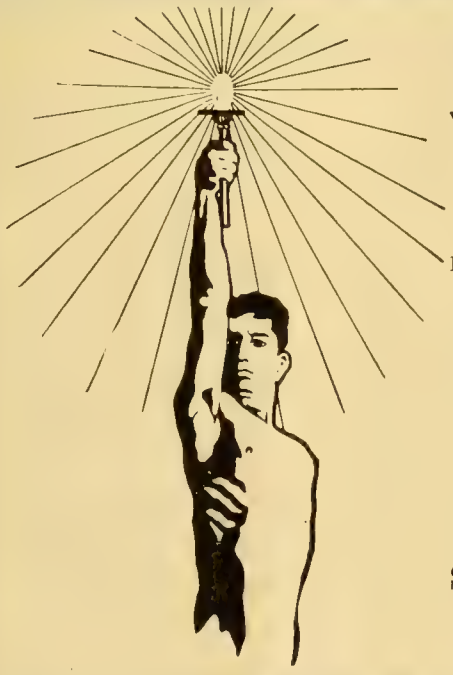
Write for prices in large quantities.

"The Nation's Most Expressive Flowers"

POEHLMANN BROTHERS COMPANY

66-74 East Randolph Street,
Chicago, U. S. A.

The Largest Growers of Flowers in the World.



PROGRESS

We are steadily increasing our business and have added to our stock the famous

NEW CASTLE ROSES

COLUMBIA, OPHELIA, SHAWYER, WHITE KILLARNEY.
The best coming into the market, with prices very reasonable.

Russell, Premier, Columbia	Per 100
Long fancy	$15.00 to $20.00
Choice medium	10.00 to 12.00
Good shorts	5.00 to 8.00

Ophelia, Sunburst, White Killarney, Milady	Per 100
Fancy long	$ 8.00 to $12.00
Choice medium	6.00
Good shorts	4.00 to 5.00

CHRYSANTHEMUMS	Per Dozen
Choice large White, Yellow and Pink	$3.00
Select medium White, Yellow and Pink	$2.00 to 2.50
Shorts, White, Yellow and Pink	1.00 to 1.50

POMPONS	Per Bunch
Choice Novelties and New Varieties. We have a wide range of color and variety to select from.	$0.25 to $0.50

CARNATIONS	Per 100
Fancy	$5.00 to $6.00

SWEET PEAS	Per 100
Choice Stock in Quantity	$2.00 to $3.00

FERNS, GALAX, ASPARAGUS, SPRENGERI.

A. T. PYFER & CO., Wholesale Florists. **164 N. Wabash Ave., Chicago**

Columbus, O.

TRADE SHOWS GENERAL IMPROVEMENT.

With better weather conditions prevailing during the past week, trade in this city and central Ohio has been more active in every line. The fall social season is at hand, and this is reflected in the florist business. Quite a few weddings were held recently, and several musicales were given as society events. There is a better demand for funerals, which is helping to steady the market. Prospects for the remainder of the fall and early winter are exceptionally good according to the downtown florists. Stocks are generally good, and the quality is improving as the season progresses. Violets have appeared on the market and are selling at 75 cents per bunch, or about $1.50 per 100. Roses and chrysanthemums are probably the leading features. Sweet peas are sell-

YOU CAN ALWAYS RELY UPON US FOR YOUR SUPPLY OF

CUT FLOWERS

Remember when ordering that our line is so complete that it includes every item offered in the Great Chicago Market.

ZECH & MANN

30 E. Randolph St.

CHICAGO

Long Distance Phones { Central 3283 Central 3284

Our Offerings Include:

ROSES.

COLUMBIA

RUSSELL

White Killarney

Pink Killarney

Milady Sunburst

Killarney Brilliant

Ward Ophelia

Premier

MINIATURE ROSES

Cecile Brunner

CARNATIONS

MISCELLANEOUS

Valley Cattleyas

CHRYSANTHEMUMS

White—Pink—Yellow

POMPONS

All Colors.

GREENS.

Plumosus Sprengeri

Galax, bronze. Galax, green

Ferns

Adiantum Smilax

Boxwood

ing well at 75 cents per bunch. Carnations are good in quality and move briskly. Roses are retailing from $2 to $5 per dozen. They include Ophelia, Ward, Russell, Sunburst and Premier. Pink carnations are especially in demand at this time.

NOTE.

Samuel Graff, proprietor of the Graff florist store, on East Gay street, has entered the restaurant business as a sideline. He, together with Isadore Van Heers and Maurice Sharr, have taken a 10-year lease on the Virginia Hotel Grill, which will within 30 days be remodeled and operated as a restaurant and grill.

J. W. L.

Seattle, Wash.

AMPLE HOME-GROWN SUPPLY.

Barring heavy shipments of chrysanthemums from California, and the usual arrivals of maidenhair fern and violets, the past week has found local florists able to meet their trade from home-grown stock. The greenhouse crops are all coming along in fine form, and there has been a good volume of business to report for the whole northwest. There has been no oversupply in any line, and the total sales for September are reported by most firms as exceeding anything for that month in recent years. Chrysanthemums have been probably the largest single sellers, except roses, as the shortage of carnations has limited business in this offering. The growers report some difficulty in getting carnations of top quality at this time, and nearly every day finds the local stores cleared fairly early in the day. The pot offerings are still good property, with primrose and cyclamens the best sellers. Western Washington growers have received many compliments on the quality of cyclamens being raised this year, and the bids received from outside retailers furnish practical proof of the truth of this. Shipments, as far as Denver, are reported by one grower, and there have been many other inquiries. The orchid shades of dahlias have been big favorites, and the stores have proved the best customers for the autumn leaves and yellow chrysanthemums for their window displays. Proof of the sound condition of the trade here is found in the fact that two new shops have been opened this week, without seriously cutting into the business of those already established. Higher prices and better sales have been the result of the dealers' association here, and President Desmond promises really active construction work this year. There are more Ophelia roses than anything else offered, with one or two stores getting enough American Beauties to make a feature. Double White Killarney and Sunburst have also been successful, and the heavy cut of orchids in local houses has led the trade to push the small baskets, using this flower as the central motif. There is more and more of a demand seen for the novelty lines, either in the form of permanent containers or seasonal oddities, and this is being fostered by the window displays of the retailers. Lily of the valley has been scarce, but heather is being used to replace this in combination. Fuchias were featured in one window this week and made a more than favorable impression, while celosias are also used frequently. Asters are holding up well, and of late the Portland trade has been drawing on this city instead of California, where the late crop is reported as below normal. The sale of pompons has been very good, as well, and every establishment reports collections that leave nothing to be desired.

NOTES.

The Woodlawn Flower Shop during this past week had a window display that attracted crowds. A gilded picture frame, backed by a black drape, was set high in the window to show off a small vase of delicate orchids, while in the foreground, was arranged a work chair, an artist's pallette, heavily daubed with oil colors, and color pots holding the brighter shades. A card called attention to the fact that the firm employs a force of "flower artists who will handle subjects to your taste."

George P. Rosaia, of Rosaia Bros., and several of his foremen, left the middle of last week for a three days' trip to Portland to visit the greenhouses of John Carlic. The trip was one of combined business and pleasure. This firm reports big sales of California chrysanthemums, cyclamens and Ophelia roses, and they say that this season's business will show a very great increase over the 1918 total.

C. W. Clark, for more than 12 years in the florist trade at San Francisco, and F. Hagerman, for the same period, a local nurseryman, have opened a new retail shop at 403 Pine street, in the heart of the new uptown shopping district. They expect to make a feature of floral designs and decorating, as Mr. Clark has specialized in this for some time.

Mrs. Anna J. Burns, of the Burns Floral Company, reports splendid business of late. Despite the h. c. l., there has been a very notable increase in the number of marriage licenses issued in this city this year, and her location, just across from the city-county building has led to considerable transient business in corsage bouquets.

The Hollywood Gardens report very good business of late, with dahlias, chrysanthemums and huckleberry the featured lines. This company is handling nothing but its own roses at this time, and reports decorations for a number of banquets at the Hotel New Washington within the past fortnight.

Paul Hurldeman, of Rosaia Bros., spent last week in Spokane. He found trade conditions there very good, but hardly up to the measure of prosperity seen in this city.

H. M.

'MUMS Heavy Supply, White Pink and Yellow. Also POMPONS

HAVE YOUR CUSTOMERS

Say it With Budlong's Flowers

The Kind that are bound to give satisfaction.

We have everything in the way of Cut Flowers, **Roses of all varieties,** including **Double White Killarney,** which is much better than the White Killarney that is commonly grown by other growers. Also a nice lot of **Russells, Columbia** and **Premier,** besides the novelty roses **Nesbit** and **Brunner.**

CARNATIONS - - Red, White, Light Pink and Dark Pink

VALLEY Rubrums, Feverfew, Sweet Peas and all other seasonable Cut Flowers, including Greens of all kinds. **VIOLETS**

Send us a trial order and get in touch with the quality of our stock and our prices.

If you want good stock and good treatment, buy of Chicago's most up-to-date and best-located Wholesale Cut Flower House.

J. A. Budlong Co.

Quality Speaks Louder Than Prices.

Wholesale Cut Flowers and Greens

184-186 North Wabash Ave., Corner Lake St., CHICAGO

Roses, Valley and Carnations Our Specialty

Prices As Low As Others.

SHIPPING ORDERS GIVEN CAREFUL ATTENTION.

WE ARE CLOSED ALL DAY SUNDAY.

We are in daily touch with market conditions, and when a decline takes place you can rely upon orders sent us receiving such benefits.

San Francisco.

HEAVY DEMAND FOR FLOWERS AND PLANTS.

Business is very good in this city. All the stores report a healthy call for flowers and plants of every description. Despite the fact that all stock is rather high in price, the demand is so firm that everything cleans up nicely. The rose situation is in much better shape now than it has been for a long time. Stock is improving, especially in quality. Russell is becoming more prominent. Columbia, Ophelia, Shawyer, Hoosier Beauty and Hadley are the principal offerings. Good prices are being received by local growers and retailers. Quite a nice lot of Irish Elegance is also to be had. Cecile Brunner is scarce, and Ulrich Brunner is about over for the season. The chrysanthemum market has taken on a decidedly strong tone. Owing to the heavy shipping demand, good stock is wholesaling at $2.50 per dozen. It is very poor stock indeed that does not bring $1.00 per dozen. Crocus and Chrysolora are almost over. White and yellow William Turner are the best in their respective colors. In pink, Chieftain is best, closely followed by May Hunter, the last named variety being extremely popular in this market. Clara Wells is the best in the light bronze section. Quite a lot of Lord Kitchener is coming in, and is a ready seller. This is an amaranth with a silver reverse. Queen, which is a fine mid-season sort, is over. It was not so much in evidence this season as previously, it being gradually superseded by other whites. There are quite a few good singles to be had. These, and pompons, are selling well. There is practically no improvement in the carnation supply. Most of the stock arriving is very poor, and the crop from the new plantings is very small. They are bringing from $2 to $3 per 100. Gladioli and sweet peas, too, are out of the market. Asters are still hanging on. White pompons are most in demand for funeral work. There are quite a few zinnias, scabiosa and delphiniums still obtainable. Mignonette is coming in freely. The warm weather during the past week has played havoc with violets. Stock bought one day, and placed in the refrigerator, is useless the next day. These conditions will be eliminated with the return of cool weather. They bring 75 cents to $1.00 a dozen bunches. Giant is to be had in limited quantities. Quite an assortment of orchids are now available. Cattleyas are coming in freely and selling out almost as soon as received. Some fine Oncidium varicosum Rogersii are to be noted in the windows. Phalaenopsis amabilis has also made its appearance and cleans up on sight. There is a fine supply of gardenias. The stock is good and commands fine prices. In pot plants, cyclamens are the most widely distributed. They are meeting with much favor. Quite a few Begonia Lorraine are beginning to arrive also. Exacum affine is another flowering plant that has jumped into popular favor at its first appearance. Pot grown chrysanthemums are not so plentiful as they were last week. Ficus elastica and pandurata are in brisk demand, as are all Bostons. Asparagus is getting rather scarce. Ferns too are on the short side. All other greens are plentiful.

— THE —

Meyer Florist Thread

Comes put up 16 oz. of actual thread to the lb., 2 oz. to the spool. Compare our thread with any other you are using and you will see a vast difference in the quality as well as the price and yardage of each spool.

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JOHN C. MEYER FLORIST THREAD WORKS

1500 Middlesex Street, LOWELL, MASS.

ERNE & COMPANY
—WHOLESALE FLORISTS—
30 E. Randolph Street, L D. Phone, Randolph 6578. CHICAGO, ILL.
Mention the American Florist when writing

NOTES.

P. Vincent Matraia, manager of the Art Floral Co., at 255 Powell street, has installed the most pretentious electric signs that are to be noticed in any store in the country. One large sign runs across the entire front of the second story, with the words, "Art Floral Co." This sign is 20 feet by three feet. Directly underneath is another sign, the same size, with the celebrated slogan, "Say It With Flowers." The great novelty is a swinging sign from the second floor to the edge of the sidewalk, 14 feet long and six feet wide, to represent a stem of a red rose. The light begins at the end of the stem forming the green leaves, and develops at the flower into a huge, red rose. This is, without question, a beautiful idea. There are 250 red lamps in the rose alone. The cost was over $1,400. The intermittent flashes of the red rose on Powell street at night will no doubt prove to be one of the most prominent features of this busy thoroughfare. Owing to the heavy increase in business, two new men have been added to the floor force.

Those who thought that the acreage of chrysanthemums being grown for this market, would be more than enough for requirements, have found out their error. They never brought better prices than they are doing at the present time. Two dollars and fifty cents a dozen is very remunerative to the grower, notwithstanding the increase in the cost of production over former years. Even the Chinese growers are being paid $1 a dozen for stock that they sold last year for 25 cents. The heavy local demand, and the growth of the shipping trade has forced prices to where they are at present. If the weather continues favorable for a month or so longer, the growers will have had their most successful season.

Henry Maier, manager of the Hillsborough Nurseries at Burlingame, has created a sensation in this market with his Exacum affine. This plant has never before been offered in this market. His stock in eight-inch pans, is about a foot high, and the same in diameter, and is literally covered with a mass of blue flowers of a very pleasing shade. This little gem of a flowering plant is attracting large crowds to the windows of the retailers who are fortunate enough to have a supply. Mr. Maier has all his houses in good shape for the coming season. He thinks this will be a fine year for both the growers and retailers.

John Carbone's orchid range at Berkeley is now producing a heavy cut of Cattleya labiata and Phalaenopsis amabilis. His stock is in fine growing condition, and he will have a large supply throughout the season. Mr. Carbone, who is an enthusiastic hybridizer, has many fine seedlings which promise to bloom for the first time this season. They are principally brasso-cattleyas. He has already flowered many beautiful hybrids of great value and expects great things of the plants which will shortly be in flower.

The past week has been a trying one for the violet growers. The great heat is proving very injurious to the growing plants. Evidently the violet growers are not going to experience the prosperity that growers of other stock are having, owing to the high cost of labor. While labor has been constantly going higher, the violet growers are not getting any more for their stock than they did several years ago.

Domoto Bros. report that they are now receiving a good cut of roses from their greenhouses in Oakland. They are not growing carnations to any extent now, devoting their range to roses almost exclusively. They have lately received large shipments of plants for lining out in their nursery. Trade is said to be very good at their store on Bush street.

C. Kruse is one of the few growers who has a good cut of Cecile Brunner roses. His range at Piedmont is now producing a heavy crop of this popular rose. This variety succeeds particularly well with him. His fern houses are in nice condition for the fall trade, and he will cut heavily throughout the season.

The Lincoln Park Nursery, 467 Thirty-first avenue, says that the plant trade is opening up early with them this season. They claim that, from the advance orders already booked, it will be much in excess of former years. They handle a general line of florists' plants and requisites.

J. A. Axell, at 461 Bush street, is now in the height of the shipping trade. He has added five more employes to keep pace with his orders. L. Fegone is now with Mr. Axell in the shipping department. He is greatly elated over the manner in which his trade has grown in such a short time.

J. Kilroy, manager of the Castro Floral Shop at 489 Castro street, is greatly pleased over the amount of business his store is turning out. A large volume of funeral work is arranged daily. Violets are one of their leaders, and they handle large quantities every day.

Schwerin Bros. are sending in a fine lot of cyclamens in eight and ten-inch pans. They are eagerly sought for and bring good prices. George Draycott, the grower, is deserving of great credit for his work in producing such good stock so early in the season.

Kenneth Murray has begun cutting from his young rose plants. From present indications, he will have an excellent cut for the holidays, as the plants are making a splendid growth. His freesia houses are also coming along very fast.

Pelicano, Rossi & Co. are receiving some excellent stock of Turner chrysanthemums. They are finely finished and of immense size. Angelo Rossi says this kind of stock always appeals to the discriminating buyer and sells out quickly.

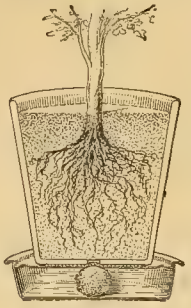
Darbee's Nursery, at Colma, is sending in large quantities of violets every day to their store at 1036 Hyde street. They are nearly all used in Mrs. Darbee's shipping trade, which she reports as being excellent this season.

Lemio Castiglie, for many years with the Ferry Floral Co., was married last week to Miss Julia C. Baldocchi, of Mount Olivet. He is the son of A. Castiglie of South San Francisco, who is one of our oldest violet growers.

Manager Henry Avensino, of the E. W. McLellan Co., is now receiving a heavy cut of roses from their greenhouses at Burlingame and across the bay. He says shipping trade is excellent with his firm.

JAMES T. LYNCH.

Sell More Potted Plants



You can easily double your plant trade by showing your customers how easy it is to grow potted plants with a

Little Wonder Plant Irrigator

They keep your plants watered just right. Wholesale price, $20.00 per 100.

If your supply house does not carry them send us their name with your order.

Sample by mail, 35c

The Wonder Plant Irrigator Co.
2918 N. Clark St., CHICAGO
Mention the American Florist when writing

An Unusual Opportunity

For a short time we are offering you our beautiful, green enameled, adjustable

Plant Stand

At a price below cost of manufacture. It has a range in height from 26 to 52 inches, and you will find it invaluable for decorative purposes and the display of plants and baskets in your store and window.

Poppy design is carried throughout. A beautiful ornament for any store.

Sale Price, - $2.00 each

PERCY JONES
INC.
30 EAST RANDOLPH STREET
CHICAGO, - - ILLINOIS

John Kruchten Co.

30 East Randolph Street, WHOLESALE FLORISTS L. D. Phone Central 8016-8017. CHICAGO, ILL.

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E. C. AMLING CO.

The Largest, Best Equipped, Most Centrally Located

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CUT FLOWER HOUSE

IN CHICAGO

169-75 N. Wabash Ave., CHICAGO

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A. L. Randall Co.,

LANDO BRAND Wabash Ave., and Lake St. CHICAGO, ILL. LANDO BRAND

Wholesale Cut Flowers, Florists' Supplies.

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FLOWER GROWERS

TELEPHONE CENTRAL 879 154 N. WABASH AVE. CHICAGO ILLINOIS

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George Reinberg

WHOLESALE FLORIST

Extra fancy Ophelia, Sunburst, Columbia, Russell, Milady, White Killarney and Killarney Brilliant Roses. All orders given prompt attention. Try us.

162 N. Wabash Av., CHICAGO

Mention the American Florist when writing

Wire Hanging Baskets

Price List, 1919. Plain Wire Hanging Baskets.

10-inch	$1.75	14-inch	$3.00
12-inch	2.25	16-inch	4.50

SHEET MOSS in bags, per bag, $2.00

Our Sheet Moss is the best value for the money in the market.

Michigan Cut Flower Exchange, 264-266 Randolph St., DETROIT, MICH.

Mention the American Florist when writing

Wholesale Flower Markets

Chicago.

CURRENT PRICE LIST.

		Dozen
Roses,	Beauty	$ 1.50@$ 6.00
"	Mrs. Chas. Russell	6.00@ 25.00
"	Columbia	5.00@ 25.00
"	Premier	6.00@ 25.00
"	Hoosier Beauty	4.00@ 15.00
"	Killarney Brilliant	4.00@ 15.00
"	Killarney	4.00@ 12.00
"	White Killarney	4.00@ 12.00
"	Richmond	4.00@ 12.00
"	My Maryland	4.00@ 12.00
"	Mrs. Geo. Shawyer	4.00@ 12.00
"	Milady	4.00@ 15.00
"	Sunburst	4.00@ 12.00
"	Mrs. Aaron Ward	4.00@ 12.00
"	Hadley	4.00@ 15.00
"	Ophelia	4.00@ 15.00
"	Double W. Killarney	4.00@ 12.00
"	Champ Weiland	4.00@ 12.00
"	Stanley	4.00@ 12.00
"	Bayard Thayer	5.00@ 20.00
"	Cecile Brunner	3.00
"	George Elgar	3.00
"	Baby Doll	3.00
"	Nesbit	3.00
"	Our selection	5.00
Carnations		3.00@ 6.00
Cattleyas	per doz.	15.00
Daisies		1.50@ 2.00
Valley		20.00
Calendulas		2.00@ 6.00
Chrysanthemums	per doz.	2.00@ 5.00
Callas		15.00
Sweet Peas	per 100	3.00
Violets		.75
Ferns	per 1,000	3.00
Galax	per 1,000	1.50@ 2.00
Leucothoe		1.00@ 1.25
Mexican Ivy	per 1,000	5.00@ 6.00
Plumosus Strings	each	.60@ .75
Smilax	per doz.	2.50@ 3.00
Sprengeri, Plumosus Sprays		3.00
Boxwood, 35c per lb., per case		9.00

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WHOLESALE FLORISTS

30 E. Randolph St., CHICAGO

Telephone Central 3284

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THE CHRYSANTHEMUM MANUAL

By Elmer D. Smith

FOURTH EDITION

Price 60 Cents. Cash with Order.

American Florist Co.

440 S. Dearborn St., Chicago

BASKETS

Write for Catalog Now

RAEDLEIN BASKET CO.

713 Milwaukee Ave. CHICAGO, ILL.

REFRIGERATORS

COMPLETE FIXTURES

CENTRAL REFRIGERATOR & EQUIPMENT CO.

Estimates submitted.

155 No. Clark Street, CHICAGO

CHRYSANTHEMUMS

$ 2.00 to $ 4.00.....per dozen
12.00 to 25.00.....per 100
Extra selected.....$5.00 per dozen

The midseason varieties are coming in, better and larger flowers. We can fill orders of any quantity of the varieties in bloom. You will find them of a very good quality. We can give Chrysanthemums at all prices according to the grade of stock.

POMPONS—Indoor grown Pompons in all colors and a large selection of varieties.

THE LEO NIESSEN CO., 1201 Race St., Philadelphia, Pa.

Philadelphia.

GARDEN FLOWERS IN HEAVY OVERSUPPLY.

The closing week of the outdoor flower supply finds the market overloaded with dahlias, asters, tritomas, hydrangeas, garden chrysanthemums, cosmos, etc., for none of which, except chrysanthemums and cosmos, there is scarcely any demand. Dahlias continue fine, and growers report that the fields are gorgeous with their wealth of flowers, but the dealers, the storekeepers, and the public, are tired of them, and as the supply of greenhouse stock is rapidly increasing, a frost is urgently needed to kill off the outside competition and tone up the market. L. K. Peacock, the well-known dahlia specialist, states that records of an average of 40 years, shows October 27 as the most frequent date of the first killing frost, so that it is now due. While during the summer there was doubt about the chrysanthemum supply, there is none now, as an overstocked market, with prices considerably below expectations, is handicapping the wholesalers. It is the old story of inferior stock, most of it from outdoors, which the warm weather of the past two weeks has brought in, all kinds together, and flooded the market. This is very hard to move, and much of it will hardly pay the express, as even the street men refuse it. The first selections of the greenhouse chrysanthemums meet with a ready demand at fair prices, as they are good enough for all high class work, and so beautiful as to attract the attention of all buyers. Well grown pompons are also seen in quantity, and are good sellers. Roses are now arriving in quantity in all grades. There is a race for supremacy between Russell and Premier, growers, wholesalers and retailers all taking different views, pro and con, all of which are likely to be changed in the next two months. Russell, Premier, Columbia, Hadley, Ophelia, and White Killarney are leaders, with other favorites in smaller supply. Prices are considered very fair for the season. Carnations are improving in quantity and quality, and should soon be an important factor. Calendulas will be as popular as ever, the first flowers looking very well. Sweet peas are scarce as yet, but the main crop will be earlier this year than ever before. Good snapdragon is in demand. Cattleyas were a bit scarcer the past week, and a few dozen lily of the valley, only fair in quality, brought $2.40 per dozen.

CHRYSANTHEMUM SHOW.

The annual fall exhibition or chrysanthemum show of the Pennsylvania Horticultural Society is to be held in Ardmore, Pa., November 4-5. The premium list covers all the popular exhibition plants and flowers, particularly chrysanthemums, of which Secretary Rust expects to have numerous entries especially in cut blooms. Retailers are earnestly invited to make displays, for which space is given gratis. At recent shows, these individual store offerings have been very attractive, and it is hoped, have been found such good advertising that store men will again desire to meet the flower loving public in this way. There will be a "Say it With Flowers" booth, showing all the advertising matter of the national publicity campaign, calling attention to the various uses of flowers, displaying also the advantages of the Florists' Telegraph Delivery Association through its signs and literature.

ANNUAL FLOWER SHOW.

It is earnestly to be hoped that a large flower show on the lines of the Society of American Florists' exhibi-

CHRYSANTHEMUMS

In all popular varieties, best quality, direct from grower to you. Roses, Carnations, Violets.

PHILADELPHIA CUT FLOWER COMPANY
Wholesale Florists
1517 SANSOM ST., George Aeugle, Proprietor, PHILADELPHIA, PA.

EDWARD REID

Roses, Carnations, Chrysanthemums. All Seasonable Flowers.
This is the exclusive shop, only one block from Express Depots.
1619-1621 Ranstead Street, PHILADELPHIA, PA.

Wholesale Flower Markets

BUFFALO, Oct. 29.	Per 100
Roses, Beauty, Special	40.00@ 50.00
" Fancy	30.00@ 40.00
" Extra	15.00@ 20.00
" 1st	8.00@ 10.00
" Killarney	3.00@ 10.00
" My Maryland	3.00@ 10.00
" Sunburst	3.00@ 12.00
" Ward	3.00@ 4.00
" Columbia	6.00@ 15.00
" Ophelia	3.00@ 15.00
" Russell	6.00@ 10.00
" Shawyer	3.00@ 10.00
" Bon Silene	2.00@ 3.00
Cattleyas	85.00@100.00
Chrysanthemums	8.00@ 40.00
Pompons, per bunch	.50@ 1.00
Violets	.75@ 1.00
Carnations	1.00@ 5.00
Snapdragons	4.00@ 6.00
Sweet Peas	.50@ 1.00
Asparagus Sprengeri	.35@ .50
Ferns	per 1,000 2.50
Calendulas	2.00@ 3.00
Smilax	25.00
Gladioli	2.00@ 5.00
Asters	1.00@ 3.00
Japan Lilies	8.00@ 10.00
Auratum Lily	15.00

CINCINNATI Oct. 29.	Per 100
Roses, Killarney	4.00@ 12.00
" Mrs. Chas. Russell	6.00@ 18.00
" Ophelia	4.00@ 10.00
" Richmond	4.00@ 10.00
" Sunburst	4.00@ 10.00
" Shawyer	4.00@ 10.00
" Columbia	6.00@ 18.00
Lilium Giganteum	12.50@ 15.00
Cattleyas	1.00@ 3.00
Carnations	4.00@ 12.00
Callas	10.00@ 12.00
Calendulas	1.50@ 3.00
Easter Lilies	12.50@ 15.00
Snapdragons	6.00@ 10.00
Gladioli	3.00@ 5.00
Asters	2.00@ 4.00

BOSTON, Oct. 29.	Per 100
Roses, Beauty	12.00@ 25.00
" Killarney Queen	2.00@ 6.00
" White & Pink Killarney	2.00@ 6.00
" Double White Killarney	6.00@ 12.00
" Killarney Brilliant	2.00@ 8.00
" Hadley	6.00@ 12.00
" Mock	2.00@ 4.00
" Mrs. Chas. Russell	6.00@ 12.00
" Taft	2.00@ 8.00
" Milady	2.00@ 8.00
" Ward and Hillingdon	2.00@ 8.00
" My Maryland	2.00@ 8.00
Carnations	12.00@ 15.00
Easter Lilies	10.00@ 20.00
Valley	6.00@ 10.00
Gladioli	4.00@ 8.00

Wax Flowers

(In all desirable colors.)	Per 100
Dahlias	$6.00
Chrysanthemums	5.00
Calla Lilies	5.00
Harrisii (or Easter Lilies)	5.00
Roses	3.00
Carnations	3.00
White Lilac (12 sprays to bu.) per dozen bu.	3.00
Lily of the Valley	(per gross) 2.00
Forget-me-nots	(per gross) 1.85

Our latest price list of all other Supplies sent free on request.

Geo. H. Angermueller Co.
Wholesale Florists, 1324 Pine St., ST. LOUIS, MO.

Write For Our
Price List
On Cut Flowers
H. G. BERNING
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BERGER BROS.
CHRYSANTHEMUMS
All Grades.
Roses, Carnations, Violets.
1225 Race St. Philadelphia, Pa.

Pittsburgh Cut Flower Co.
WHOLESALE FLORISTS
116-118 Seventh Street,
PITTSBURGH, - PA.
Growers of Quality Flowers.

C. C. POLLWORTH CO.
EVERYTHING in the line of Cut Flowers, Plants and Florists' Supplies.
MILWAUKEE, WIS.

HOLTON & HUNKEL CO.
462 Milwaukee St., Milwaukee, Wis.
Wholesalers and Growers of Choice Cut Flowers and Greens

H. Bayersdorfer & Co.
The Wholesale Supply House of America . . .
EVERYTHING THE BEST IN FLORISTS' SUPPLIES
1127 Arch St., Philadelphia, Pa.

Wholesale Florists' Supplies
THE HOUSE OF MERIT
Staple Baskets and Seasonable Novelties in Quantity.
Send for Our Catalogue.
JOS. G. NEIDINGER CO.
1309-1311 N. 2nd St., Phila., Pa.

tion, which through the co-operation of the local craft, was such a success, will become, in the near future, an annual fixture in this city. Nothing in an educational way to create a love for plants and flowers can compare with these large flower shows, where the best and newest of all that is grown in plants and flowers, and their artistic arrangement, is presented in such a way as to make a garden of delight. Speed the day. New York has blazed the way. The coalition of the florists' club and horticultural society, working together harmoniously, has made the annual exhibition one of the society events of the year. Not only is it successful from an educational standpoint, but has been the means of materially repleting the treasuries of both organizations.

A NEW FLOWER DAY.

A. A. Niessen believes that "All Souls day," which follows "All Saints' day," November 1, could be made a day of reverence for the dead in the United States, as it is in all European countries, where it is the universal custom to visit the cemeteries, and place flowers upon the graves. The trade could help bring this about by newspaper notices, by advertising, window displays and other publicity methods. It would fit in just at a time when flowers are very plentiful, be a great relief to the market, and profitable to all branches of the trade.

NOTES.

Vincent Gorly, St. Louis, Mo., spent October 25 in this city, visiting the trade. He spoke very enthusiastically of the "flower shop" scene in a production called "Happy Days," now playing at the New York Hippodrome. He declared it to be inspiring, and something that every retail florist, who was in, or visiting New York, should not fail to see. Mr. Gorly is very enthusiastic over his language of flowers, or list to portray a birth flower for each month. He feels, that if this can be officially adopted by the S. A. F. and F.

GUST. RUSCH & CO.
Wholesale Florists
Jobbers in FLORISTS' SUPPLIES.
Phone Main 1245. P. O. Box 206
444-446 Milwaukee St., Milwaukee, Wis.

Wholesale Flower Markets

PHILADELPHIA, Oct. 29. Per 100

Roses, Beauty, special	30.00@	40.00
" " fancy	15.00@	20.00
" Mrs. Chas. Russell	6.00@	20.00
" Killarney	2.00@	6.00
" Hadley	6.00@	15.00
" Sunburst	4.00@	10.00
" Wards	3.00@	6.00
" Ophelia	4.00@	12.00
" Columbia	6.00@	20.00
Easter Lilies	20.00@	25.00
Snapdragons	4.00@	6.00
Calendulas	2.00@	3.00
Adiantum	1.00@	1.50
Smilax		.25
Asparagus Strings	.50@	.75
Asparagus bunches		.50
Dagger and Fancy Ferns, per 1,000	3.00@	4.00
Gladioli	2.00@	6.00
Dahlias	2.00@	10.00
Tritomas	4.00@	6.00
Chrysanthemums	20.00@	25.00

MILWAUKEE, Oct. 29. Per 100

Rose, Killarney, W. Killarney	4.00@	8.00
" Ward	4.00@	8.00
" Mrs. Chas. Russell	6.00@	20.00
" Ophelia	4.00@	12.00
" Columbia	6.00@	20.00
" Premier	8.00@	25.00
" Hoosier Beauty	6.00@	12.00
Carnations, assorted	3.00@	6.00
Cattleyas, per doz	12.00@	15.00
Chrysanthemums, per doz	2.00@	6.00
Cypripedium, per doz		4.00

PITTSBURGH, Oct. 29. Per 100

Roses, Beauty, special	35 00@	40.00
" " fancy	20.00@	25.00
" " extra	10.00@	20.00
" " No. 1	3.00@	6.00
" Hadley	4.00@	15.00
" Killarney	4.00@	15.00
" Maryland	4.00@	15.00
" Scott Key	10.00@	20.00
" Sunburst	4.00@	15.00
" Mrs. Aaron Ward	4.00@	10.00
" Russell	4.00@	20.00
" Columbia	4.00@	25.00
" Ophelia	4.00@	15.00
" Hilda	3.00@	12.00
Carnations	3.00@	4.00
Cattleyas		100.00
Ferns, per 1,000	2.50	
Sweet Peas	1.00@	2.00
Daisies	1.00@	2.00
Chrysanthemums, per doz	2.50@	4.00
Galax	1.50@	2.00
Plumosus	.35@	.50
Sprengeri	.35@	.50
Dahlias	4.00@	8.00
Smilax, per doz		3.00
Mexican Ivy, per doz	1.00@	7.50
Calendulas		2.00
Pompons, per bunch		.75

FANCY (Special Picked) FERNS
Leave us your order for regular shipments.
C. A. Kuehn, WHOLESALE Florist
All Seasonable Cut Flowers | Mfr. and Dealer in "Florists" (Brand) Supplies
1312 Pine Street, ST. LOUIS, MO.
Mention the American Florist when writing

McCALLUM CO
Florists' Supplies
PITTSBURGH, PA.
Mention the American Florist when writing

Philadelphia Wholesale Florists' Exchange
CHRYSANTHEMUMS, ROSES, VIOLETS, CARNATIONS.
Up-to-the-Minute Service. Satisfaction Guaranteed.
1615 Ranstead St., Philadelphia, Pa.

MINNEAPOLIS, MINN.
RICE BROTHERS
Wholesale Florists and Supplies
218 North Fifth St.
Send list in for quotations.

ST. LOUIS, Oct. 29. Per 100

Roses, Hadley	2.00@	8.00
" Killarney	2.00@	5.00
" White Killarney	3.00@	8.00
" Hoosier Beauty	2.00@	8.00
" Russell	3.00@	15.00
" Ward	2.00@	4.00
" Mrs. Shawyer	2.00@	8.00
" Sunburst	3.00@	10.00
Ferns	2.50	
Carnations	2.00@	8.00

ORCHIDS
We handle Orchids grown by Carillo & Co., of Mamaroneck, N. Y. We fully guarantee the quality of every Orchid sold by us.
TRAVELING WHOLESALE FLORIST, Inc., 133 West 28th St., Telephone Chelsea 9760. New York

T. D., it will be a good talking point in selling and advertising flowers.

Charles H. Grakelow's use of Jersey cedars in his decoration of the parkway for the Philadelphia pageant, was protested by a reader in a letter to an afternoon paper. A temporary woods was made of these trees, cut off and stuck in the ground, and this the party thought was an outrage against nature. If they could see the hundreds of thousands of cedars born to grow unseen in the wilds and swamps of New Jersey, they might change their opinion.

The November meeting of the florists' club will be taken up with publicity and the local advertising campaign, which promises so much in creating a larger demand for plants and flowers. There will also be exhibitions of new chrysanthemums, the roses, Premier and Madame Butterfly, and others.

The Robert Craig Co. has 20,000 Dracæna terminalis, recently potted off, much the largest block of this variety in the country. Orders for all kinds of Christmas plants are rapidly closing out their stock.

The house of the new rose, Cornelia, of Robert Scott & Son, at Sharon Hill, Pa., is again in full crop. It is most prolific, has good length of straight stems, a fresh pleasing color and is very fragrant.

Wonderfully finished cibotiums are a feature of the Jos. Heacock Co.'s plant stock. They give a refining touch to the decoration of the store or show window that no other plant can supply.

The Philadelphia Cut Flower Co. is displaying superb chrysanthemums. George Aeugele is proud of the stock, and adds, "lookout for us with the late ones." K.

New York.

HEAVY OVERSUPPLY IN MOST OFFERINGS.

Business is slowly improving, but the great mass of stock that is being dumped in the wholesale district makes unsatisfactory conditions in that particular locality. Recalling supply and prices of a year ago, conditions are now reversed. At this time last year, everything that could be used in funeral work was bought up at high prices. In the single case of carnations, they wholesaled up to $8 and $10 per 100. At present, excepting orchids, lilies and lily of the valley, there is a surplus of all stocks. The autumn is wearing away, but quantities of dahlias and cosmos are yet arriving. But even if there is no frost, such stock will soon stop coming, as it does not sell for enough to pay the expense of cutting, packing and shipping. The market is full of chrysanthemums, large, medium and small, including the pompons, and as chrysanthemums have sold in some former years, they are now selling very cheap. Servicable stock for funeral work is wholesaling for 75 cents and $1 per dozen. Good flowers go for $3 and $4 per dozen, and anything that brings above $6, must be very fancy. There is also a large and well grown pot stock to be handled. Orchids are said to be off crop; at any rate, prices have taken a jump, and as high as $2 per flower, wholesale rates, has been paid for some of the best cattleyas. There is a limited supply of good gardenias on the market, wholesaling at $9 per dozen. There seems to be enough lily of the valley to supply all demands at from about $8 to $15 per hundred, according to quality. American Beauty roses kept around $45 and $50 per 100 during the past week, for specials. The specials of the newer varieties of tea roses bring good prices, if they can be sold when they come in, but everything that is left over, is particularly hard to move at even fair figures, the buyers knowing that there will be a large and fresh stock the next day. Fairly good carnations, for the season, are wholesaling for $2 per 100. A few of special quality bring $3, but the day of the carnation is not yet. A few small lots of Paper White narcissus have come in, but as a factor, it is, as yet, of no consequence. Plantsmen report that the trade in ferns and other foliage plants is improving. It is an undoubted fact that high rents and extortionate charges for food and clothing, are making inroads on the florist business.

October 27.—There is about the usual Monday demand. A heavy supply of stock is arriving and some of it shows the effect of warm and sultry weather.

NOTES.

A historian has told us that: "Ancient Gaul was divided into three parts." In another sense, this city—this whole country for that matter—is divided into three parts. First, the capitalists; second, the labor unions; third, the great majority of the people, who are suffering loss, and being indirectly robbed through the quarrels and unreasonable methods of the minority. In this connection, the strike of dock workers in this city seems to have degenerated into a feud between two rival "gangs." In the meantime, many cases of bulbs are yet in the holds of steamships. There is no end of "statements." Washington issues a statement—usually contradicting it on

THERE'S a growing tendency toward a closer contact—toward a better understanding of man with man in every line of endeavor today, two essentials which make for a sound and lasting prosperity. I want to be on such terms with every florist; I solicit new business on such a basis
Joseph S. Fenrich, 51 West 28th Street, NEW YORK Telephones: 420-421-422 Farragut.

FUTTERMAN BROS.
Wholesale Florists, 102 West 28th St., New York.
Telephones: Farragut 159 and 9761.
The Right People to Deal With. Consignments Solicited.

C. Lecakes & Co.
Evergreens and Florists' Supplies
Ferns, Galax, Laurel, Leucothoe Sprays, and Moss, Our Specialties.
116 W. 28th St., New York
Telephone Farragut 2315
No connection with any other concern.
Prompt and careful attention to Mail, Telegrah and Telephone Orders.

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Joseph A. Millang
WHOLESALE FLORIST
55-57 W. 26th St., New York
Telephone 2046 Farragut

WHOLESALE FLORISTS A. L. Young & Co. 54 WEST 28TH ST. NEW YORK Consignments Solicited

Traveling Wholesale Florist INC.
133 W. 28th St., NEW YORK
Telephone 9760 Chelsea
SPECIALTIES—Cut Orchids, Asparagus Plumosus Sprays. Our Orchids are grown by Carillo & Co., of Mamaroneck, N. Y.

Telephone Farragut 9254
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Wholesale Florist
101 West 28th Street, NEW YORK
Everything in Cut Flowers
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GEO. J. POLYKRANAS
Wholesale Commission Florist
CONSIGNMENTS SOLICITED
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Telephone No. 2264 Farragut.

William Mackie
WHOLESALE FLORIST
105 W. 28th St., New York
Telephone 759 Farragut

Walter F. Sheridan
WHOLESALE FLORIST
Telephone Call: 8532-3533 Farragut 133 W. 28th St., New York
All the NEW ROSES, CARNATIONS and Seasonable Flowers.

HORACE E. FROMENT
WHOLESALE COMMISSION
All the New and Standard Varieties of Roses, Violets, Carnations, Valley, Lilies, Etc.
148 West 28th St., NEW YORK CITY
Telephones: Farragut 300 and 301
Mention the American Florist when writing

JOHN YOUNG & CO.
Wholesale Commission Florists
53 W. 28th St., NEW YORK
Telephone Farragut 4336.
Mention the American Florist when writing

WILLIAM P. FORD
WHOLESALE FLORIST
107 West 28th Street, NEW YORK
Telephone 5335 Farragut
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Geo. C. Siebrecht
Wholesale Florist
109 West 28th St., NEW YORK
Tel. 608 and 609 Farragut.
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Telephone: Chelsea 6925
I. Goldstein
WHOLESALE FLORIST
116 W. 28th St., New York
Prompt and careful attention to your interests. Consignments solicited.

Riedel & Meyer, Inc.
WHOLESALE FLORISTS
25 years' experience. Consignments solicited.
49 West 28th St., New York
Phone 4024 and 4025 Madison Square.
Mention the American Florist when writing

Wholesale Flower Markets

NEW YORK, Oct. 29. Per 100

Roses,	Beauty, special	40.00@ 50.00
"	" extra and fancy	30.00@ 35.00
"	Hadley	3.00@ 15.00
"	Francis Scott Key	6.00@ 35.00
"	Columbia	3.00@ 15.00
"	Prima Donna	2.00@ 15.00
"	Alice Stanley	2.50@ 10.00
"	Double White Killarney	4.00@ 12 00
"	White Killarney	2.00@ 6.00
"	Aaron Ward	3.00@ 8.00
"	Ophelia	2.00@ 10.00
"	Sunburst	2.00@ 8.00
"	J. L. Mock	3.00@ 12.00
"	Mrs. Chas. Russell	4.00@ 15.00
"	Premier	4.00@ 15.00
Cattleya orchids, special		100.00@200.00
Carnations		1.00@ 3.00
Adiantum Croweanum and Hybridum		.50@ .75
Asparagus Plumosus, doz. bchs.		2.00
Smilax, doz. strings		1.50@ 2.00
Bouvardia, white, per doz.		.50@ .75
Chrysanthemums, per doz.		1.00@ 5.00
Chrysanthemums, ex. var., doz.		4.00@ 12.00
Lilies, white		35.00@ 40.00
Gardenias, per doz.		6.00@ 9.00
Callas, per doz.		2.00@ 2.50
Paper White Narcissus		.50@ .75
Lilies, Rubrums		3.00@ 5.00
Sweet Peas		2.00@ 2.50
Lily of the Valley		15.00@ 20.00
Violets		.40@ .75

Frank H. Traendly Charles Schenck
Traendly & Schenck
Wholesale Florists and Cut Flower Exchange
436 Sixth Avenue, NEW YORK
Between 26th and 27th Sts.
Telephones: 798 and 799 Farragut.
Orchids, Roses, Carnations, and all the other best products of the leading growers.
CONSIGNMENTS SOLICITED.
Mention the American Florist when writing

Phones, 3310-11-12 Farragut.
Henshaw Floral Co.
(Incorporated)
Wholesale Commission Florists
127 W. 28th St., NEW YORK
Mention the American Florist when writing

J. J. COAN, Inc.
WHOLESALE FLORIST
Everything in Cut Flowers
Phones 5413 & 5891 Farragut
115 West 28th Street, New York
Mention the American Florist when writing

Telephones {4422 / 4423} Farragut D. J. Pappas, Pres.
United Cut Flower Co., Inc.
WHOLESALERS
111 W. 28th St., NEW YORK
Mention the American Florist when writing

PHONE {2335 / 2336} FARRAGUT
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WHOLESALE FLORIST
113 W. 28TH STREET
Bet. 6th & 7th Aves. NEW YORK
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Phones Farragut {167 / 3058} Established 1887
J. K. ALLEN
Wholesale Commission Dealer in
CUT FLOWERS
118 W. 28th St., NEW YORK
West of 6th Ave. Open 6 a. m. every morning.

N. Y. Cut Flower Exchange
Coogan Bldg., 6th Av. and W. 26th, New York.
Desirable wall space to rent for advertising.
Open for Cut Flower Sales at 6 o'clock every morning.
V. S. DORVAL, Secretary
Mention the American Florist when writing

The Kervan Co.
Fresh Cut Decorative Evergreens
Highest Standard of Quality.
Largest stock in America. Send for illustrated catalog of Greens and Florists' Supplies.
119 West 28th St., NEW YORK

GEO. B. HART
WHOLESALE FLORIST
24-30 STONE STREET
ROCHESTER, NEW YORK.
Mention the American Florist when writing

M. C. FORD
121 WEST 28TH STREET
NEW YORK
Tel. 3870-3871 Farragut
THE LARGEST RECEIVER OF CUT FLOWERS IN THE CITY.
A complete assortment of the best in the market can always be relied upon.
Mention the American Florist when writing

DESIGNS OR CUT FLOWERS Will be delivered for the trade in other cities by the firms below, the Leading Retailers in the cities indicated, on Wire, Phone or Mail Orders.

BUNYARD, NEW YORK, 413 Madison Ave.
Bellevue Avenue, NEWPORT, R. I.
Summer Season.

DAYTON, OHIO
16 and 18 W. 3rd St.
Matthews the Florist
Established in 1883.
Greenhouses and Nurseries in Riverdale.
Member of Florists' Telegraph Delivery.

ESTABLISHED 1847
F. T. D.
Thos. F. Galvin INC.
THE NAME PROTECTS YOU
BOSTON
1 PARK STREET
799 BOYLSTON STREET
Steamers are Again Sailing on Schedule
Deliveries made on board
NEW YORK
561 FIFTH AVENUE

LITTLEFIELD, Florist
WORCESTER, MASS.

National Florist
CHICAGO
THE NORTH SHORE FLORAL CO. Not Inc.
BERNARD J. SHERMAN, Prop.
849-851 Irving Park Blvd. Deliveries in Chicago and Suburbs

BRANCHES: RITZ-CARLTON and VANDERBILT HOTELS
KOTTMILLER 426 Madison Ave., NEW YORK

ROANOKE, VA.
FALLON, Florist.

WIRE YOUR ORDERS TO HARRY PAPWORTH
The Metairie Ridge Nursery Co. Inc.
FLORISTS
135 Carondelet St.
NEW ORLEANS
ROSES ORCHIDS VIOLETS
F.T.D.
Mention the American Florist when writing

KANSAS CITY, MISSOURI.
ROCK'S FLOWERS
Members Florists' Telegraph Delivery Ass'n.

New York.
J. G. Papadem Co.
(FORMERLY DRAKOS CO.)
2953 Broadway.
OUR MOTTO: Cream of the Best Only.
Members of Florists' Telegraph Delivery.
Mention the American Florist when writing

New York.
A. B. CAZAN
FLOWERS OF QUALITY
2751 Broadway
Member of Florists' Telegraph Delivery.

El Paso, Texas
Potter Floral Co.
Members of Florists' Telegraph Delivery.
Mention the American Florist when writing

C. H. FREY Wholesale and Retail Florist
1133 O St., LINCOLN, NEB.
Will fill orders for the West on short notice.
Trade discounts. First-class stock

C. Frauenfelder FLORIST
3343 W. MADISON ST.
NEAR GARFIELD PARK
CHICAGO

Seattle—Rosaia Bros.
Finest Floral Studio in Northwest
Member F. T. D.

the following day. Mayor Hylan issues a statement; the steamship owners issue a statement, and the rival labor leaders are profuse with "statements," and that is about as far as progress has been made at this writing.

The next meeting of the New York Florists' Club will be held on the evening of November 10. It is likely to be the last meeting that will be held in the Grand Opera House building, as arrangements are being made to remove to the Engineering building, 25-33 West 39th street. The November meeting will be "nomination night." Nominations for officers for 1920 will be announced, to be voted for at the December session. Other interesting features will be on the programme.

Fred W. Golsner, son of George Golsner, the grower of College Point, was married, October 22, to Miss C. Faith, of this city. Fred is a returned soldier, having served over a year in France. He is salesman for his father's stock in the Cut Flower Exchange. We wish the young couple happiness. In any enterprise, "faith" is a great asset.

The autumn number of the Garden Bulletin, published quarterly by the Park Garden Club, of Flushing, has been issued. Mrs. Gertrude Vivian is editor. J. Horace McFarland writes interestingly under the title, "Give a Thought to a Rose." Vice-President Popp, of the New York Florists' Club, and other writers also contribute.

Frank Golsner, son of George Golsner, who previous to entering the United States army, and since his discharge, has been with Hunt & Nash, Inc., has gone into the wholesale business for himself on the third floor of the Coogan building, Sixth avenue and 25th street.

Improvements on the store of James Weir, Inc., Fulton and Pierrepont streets, Brooklyn, are almost completed, and it is an ornament to that section. Large plate glass windows, a tiled floor and other modern features are noteworthy.

Louis Schmutz, the well known plant grower of Flatbush, who was seriously ill during the summer, has recovered, and regardless of his seventy years and more, seems as lively as a young fellow.

The Claremont Florists, 3185 Broadway, have added two new houses to their range at Palisade Park, N. J., and in addition to ferns and chrysanthemums, are now growing carnations.

Before this reaches our readers, the season of chrysanthemum shows will be opened. The New York and Morristown, N. J., shows have already been announced in THE AMERICAN FLORIST.

Alfred Demeusy, Flatbush, is cutting fine stock of his pink sport of the Enchantress carnation; also exceptionally fine blooms of the white chrysanthemum, Liberty Bond.

Joseph Trepel has opened another store at the corner of Nostrand avenue and Sterling place, Brooklyn. This is his eighth retail store in Brooklyn.

A fine stock of pot chrysanthemums is being handled by J. K. Allen; also a good supply of Russell and Prima Donna roses.

The United Cut Flower Co. is now receiving regular shipments of Easter lilies, and seems to be the only firm that has them.

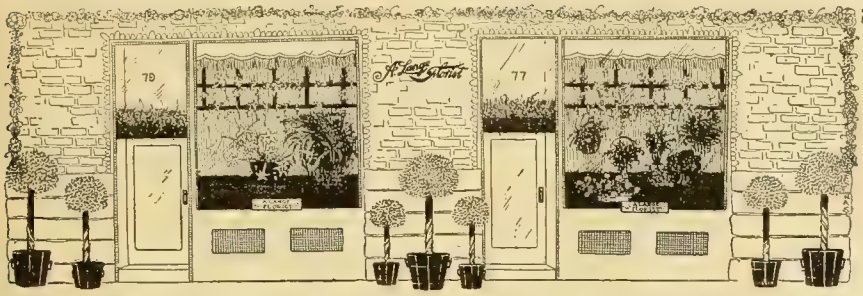
Miss Fanny F. Mackay, of Baddeck, Nova Scotia, has joined the bookkeeping staff of John Young & Co.

A better quality of violets was noted among the arrivals, October 27.

A. F. F.

DESIGNS OR CUT FLOWERS

Will be delivered for the trade in other cities by the firms below, the Leading Retailers in the cities indicated, on Wire, Phone or Mail Orders.



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77-79 E. Madison St., **CHICAGO**

Member of F. T. D.

New York

Member of Florists' Telegraph Delivery.

DARDS

Leading Florist
341 Madison Ave.
Guaranteed Satisfaction Nearly 50 Years.

Let Us Fill Your Steamer Orders. **Regular European Sailings Now Established.**

Chicago.

Established 1857

Wittbold FLORIST

745 Buckingham Place
L. D. Phone, Graceland 1112
Send us your retail orders
We have the Best Facilities in the City
Mention the American Florist when writing

LOUISVILLE, KY.

THE F. WALKER CO.
310-312 West Chestnut Street
CITY'S LARGEST FLOWER STORE.

GUDE BROS. CO. FLORISTS 1214 F ST. N.W. WASHINGTON, D.C.

WASHINGTON D. C.

Gudes'

Members of Florists' Telegraph Delivery.

New York.

GUIDO, Inc.

FLORIST
595 Lexington Av., cor. 52nd St.
Do You Want Flowers in New York?
We furnish the best artistically arranged

TERRE HAUTE, IND.
THINK OF HEINL'S

FROM NEW YORK EXCEPT AS NOTED.

October 31.

FROM MONTREAL, Megantic, White Star-Dominion (Liverpool).
FROM PHILADELPHIA, West Cherow, Atlantic Transport, (London).
FROM BOSTON, Oakland, Atlantic Transport, (London).
FROM BOSTON, Ninian, Leyland Line, (Manchester).
West Pool, Red Star, (Antwerp).

November 1.

Royal George, Cunard-Anchor (Southampton).
Caronia, Cunard-Anchor, (London).
Rotterdam, Holland-America, (Rotterdam).

November 2.

FROM BALTIMORE, Burgondier, Red Srae line (Antwerp).

November 3.

Cedric, White Star line (Liverpool).

November 4.

FROM BOSTON, Oakland, American line (Liverpool).

November 5.

Royal George, Cunard-Anchor line (Havre-Southampton).
River Araxes, Cunard-Anchor (Constantinople).
Navarino, Cunard-Anchor (Antwerp).
Indianapolis, American line (Liverpool)
West Nohno, American line (Glasgow).
FROM PHILADELPHIA, Andalusia, American line (Liverpool).
FROM PHILADELPHIA, Western Ally, American line (Glasgow).
FROM BOSTON, Ninian, Leyland line (London).

November 6.

FROM PHILADELPHIA, Verbania, Cunard-Anchor (Liverpool).

NASHVILLE and CHATTANOOGA

MEMBER Florists' Telegraph Delivery

Joy's

New Orleans, La.

CHAS. EBLE

Oldest Florist South
121 BARONNE STREET
Member of Florists' Telegraph Delivery.

Cleveland, O.

The Smith & Fetters Co.,

LEADING FLORISTS
930 PROSPECT AVE., Erie Building. **CLEVELAND**

FOR WISCONSIN DELIVERY
—OF—
"Home Grown Flowers"
Get in touch with
J. E. MATTHEWSON, Sheboygan, Wisconsin.
Member of Florists' Telegraph Delivery.

New York. **Established 1849**

David Clarke's Sons

2139-2141 Broadway, Cor. 75th St.
Orders By Telegraph Promptly Filled
Phones 1552-1553 Columbus.

St. Paul, Minn.

Holm & Olson

20-22-24 W. Fifth St.

We fill orders for any place in the Twin Cities and for all points in the Northwest. The Largest Store in America; the largest stock; the greatest variety. Write, wire or phone. We are alive night and day.

SEATTLE, WASH.

HOLLYWOOD GARDENS

Seattle's Leading Flower Shop

1536 SECOND AVE.

Members of Florists' Telegraph Delivery.

Newark, N. J.

Begerow's

946 BROAD STREET

Fresh Flowers and Best Service. Deliveries throughout the state and to all steamship docks in Hoboken, N. J., and New York.

Pittsburgh, Pa.

A.W.Smith Co.

KEENAN BLDG.

Largest Floral Establishment in America. Established 1874. Incorporated 1909.

THE J. M. GASSER COMPANY

CLEVELAND

EUCLID AVENUE

Members of Florists' Telegraph Delivery.

Send Telegraph, Telephone or Mail Orders for florist service in this vicinity to

The Dominion Floral Co.

484 St. Catherines St., West

Montreal, Que., Canada

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Boston, Mass.—Thos. F. Galvin, Inc.
Boston, Mass.—Penn, The Florist.
Brooklyn, N. Y.—Hugo H. Jahn.
Brooklyn, N. Y.—Joseph Trepel.
Brooklyn, N. Y.—James Weir, Inc.
Brooklyn, N. Y.—The Long Island Floral Co.
Buffalo, N. Y.—S. A. Anderson, 440 Main St.
Chicago—Alpha Floral Co., 146 S. Wabash.
Chicago—Central Floral Co., 132 N. State St.
Chicago—Friedman, 522 S. Michigan Blvd.
Chicago—C. Frauenfelder, 3343 W. Madison St.
Chicago—Fleischman, Railway Exchange Bld.
Chicago—A. Lange, 77-79 E. Madison St.
Chicago—Mangel, 17 E. Monroe St.
Chicago—North Shore Floral Co.
Chicago—Schiller, The Florist, 2221 W. Madison.
Chicago—G. Wittbold Co., 745 Buckingham Pl.
Cincinnati, O.—Julius Baer.
Cincinnati, O.—Hardesty & Co.
Cincinnati, O.—H. W. Sheppard.
Cleveland, O.—Bramley & Son.
Cleveland, O.—Smith & Fetters Co.
Cleveland, O.—The J. M. Gasser Co.
Colorado Springs, Colo.—Pikes Peak Floral Co.
Dallas, Tex.—Lang Floral & Nursery Co.
Dayton, O.—Matthews, The Florist.
Dayton, O.—J. W. Rodgers.
Denver, Colo.—The Park Floral Co.
Detroit, Mich.—Central Floral Co., 35 Broadway
Detroit, Mich.—John Breitmeyer's Sons.
Duluth, Minn.—Duluth Floral Co.
El Paso, Tex.—Potter Floral Co.
Galesburg, Ill.—I. L. Pillsbury.
Grand Rapids, Mich.—Graud Rapids Floral Co.
Grand Rapids, Mich.—Henry Smith.
Harrisburg, Pa.—Charles L. Schmidt.
Kansas City, Mo.—W. J. Barnes.
Kansas City, Mo.—Samuel Murray.
Kansas City, Mo.—A. Newell.
Kansas City, Mo.—Wm. L. Rock Flower Co.
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Louisville, Ky.—The F. Walker Co.
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Nashville, Tenn.—Joy Floral Co.
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Newark, N. J.—The Rosery Floral Co.
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Special attention to mail and telegraph orders.
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Avenue Floral Co., The, New Orleans, La.
Baer, Julius, Cincinnati, O.
Barnes, W. J., Kansas City, Mo.
Baumer, August R., Louisville, Ky.
Bergerow's, 946 Broad St., Newark, N. J.
Bramley & Sons, Cleveland, O.
Breitmeyer's Sons, John, Detroit, Mich.
Broadway Florist, 2094 Broadway, New York.
Buckbee, H. W., Rockford, Ill.
Bunyard, A. T., 413 Madison Ave., New York.
California Florist, Tacoma, Wash.
Central Floral Co., 132 N. State St., Chicago.
Central Floral Co., 35 Broadway, Detroit, Mich.
Clarke's Sons, David, New York.
Cooke, Geo. H., Conn. Ave. and L, Washington.
Danker's, Albany, N. Y.
Dominion Floral Co., The, Montreal, Que., Can.
Dard's, 44th and Madison Ave., New York.
Duluth Floral Co., Duluth, Minn.
Dunlop's, 8 and 10 W. Adelaide St., Toronto.
Eble, Chas., New Orleans, La.
Evans, A. W. B., Wilkes-Barre, Pa.
Eyres, 106 State St., Albany, N. Y.
Fallon, Florist, Roanoke, Va.
Fleischman, Chicago.
Fox, J. M. & Son, Inc., Milwaukee, Wis.
Frauenfelder, C., Chicago.
Freeman, Mrs. J. B., Toledo, O.
Frey, C. H., 1133 O St., Lincoln, Neb.
Frey & Frey, 1338 O St., Lincoln, Neb.
Friedman, 522 S. Michigan Blvd., Chicago.
Galvin, Thos. F., Inc., New York and Boston.
Gasser Co., J. M., Cleveland, O.
Grakelow, Charles H., Philadelphia, Pa.
Grand Rapids Floral Co., Grand Rapids, Mich.
Grimm & Gorly, St. Louis, Mo.
Gude Bros., Washington, D. C.
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Habermehl's Sons, J. J., Philadelphia, Pa.
Hardesty & Co., Cincinnati, O.
Hart, Henry Inc., 1000 Madison Av., New York.
Heinl & Sons, J. G., Terre Haute, Ind.
Henderson, Lewis, Omaha, Neb.
Hess & Swoboda, Omaha, Neb.
Hessian, Madison Ave. and 76th St., New York.
Hollywood Gardens, Seattle, Wash.
Holm & Olson, St. Paul, Minn.
Idlewild Greenhouses, Memphis, Tenn.
Jahn, Hugo H., Brooklyn, N. Y.
Joy Floral Co., Nashville, Tenn.
Keller Son's, J. B., Rochester, N. Y.
Kottmiller, 426 Madison Ave., New York.
Lang Floral & Nursery Co., Dallas, Tex.
Lange, A., 77-79 E. Madison St., Chicago.
Leikens, Madison Ave. and 55th St., New York.
Littlefield Florist, Worcester, Mass.
Long Island Floral Co., Brooklyn, N. Y.
Louise Flower Shop, Washington, D. C.
Malandre Bros., New York.
Mangel, 17 E. Monroe St., Chicago.
Matthews, The Florist, Dayton, O.
Matthewson, J. E., Sheboygan, Wis.
May & Co., L. L., St. Paul, Minn.
Metairie Ridge Nursery Co., New Orleans, La.
Miller Floral Co., Salt Lake City, Utah.
Murray, Samuel, Kansas City, Mo.
Newell, A., Kansas City, Mo.
New York Floral Co., Yonkers, N. Y.
North Shore Floral Co., Chicago.
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Podesta & Baldocchi, San Francisco.
Potter Floral Co., El Paso, Tex.
Quality Flower Shop, Stamford, Conn.
Randall's Flower Shop, Worcester, Mass.
Randolph & McClements, Pittsburgh, Pa.
Rock, Wm. L., Flower Co. Kansas City.
Rodgers, J. W., Dayton, O.
Rosery Floral Co., The, Newark, N. J.
Rosia Bros., Seattle, Wash.
Saake, O. C., Los Angeles, Cal.
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Schling, Max, 785 Fifth Ave., New York.
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Sceery, Edward, Paterson, N. J.
Schlatter, Wm. & Son, Springfield, Mass.
Schmidt, Chas. L., Harrisburg, Pa.
Shaffer, Geo. C., Washington, D. C.
Smith & Fetters Co., Cleveland, O.
Smith Co., A. W., Pittsburgh, Pa.
Smith, Henry, Grand Rapids, Mich.
Stumpp, G. E. M., New York.
Trepel, Joseph, Brooklyn, N. Y.
Walker Co., The, F., Louisville, Ky.
Weber, F. H., St. Louis, Mo.
Weir, James, Inc., Brooklyn, N. Y.
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1338 O Street, LINCOLN, NEB.
Wholesale and Retail
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Max Schling Flowers
Schling Service Nothing Better
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Pillsbury's Flower Stores
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Good Stock and Good Service.

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The Largest Growers of Flowers in the City.

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313 Market St., Harrisburg, Pa.
Night and day service in all Central Pennsylvania.

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Best service in both cities and adjoining territory. Member of Florists' Telegraph Delivery.
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Mail or telegraphic orders promptly and most carefully executed.

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Regular Trade Discount.
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ALFRED HANNA & SONS will fill your orders for Designs and Cut Flowers in Michigan.

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The name "Malandre Brothers" on a box of flowers is a Guarantee of Quality.
Orders from other cities receive our personal attention.

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Order Your Flowers for delivery in this section from the
LEADING FLORISTS OF THE NORTHWEST

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AUGUST R. BAUMER,
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The Rosery Floral Co.,
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Everything in Flowers
Prompt Deliveries to any town or city within 150 miles of Newark. Telephone Market 494

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"Up-to-the-Minute" Service and Execution.
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CHICAGO
Mangel
The Palmer House Florist
17 E. MONROE ST.
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For St. Louis.
WIRE
Grimm & Gorly

The Seed Trade

American Seed Trade Association.

E. C. Dungan, Philadelphia, Pa., President; Wm. G. Scarlett, Baltimore, Md., First Vice-President; David Burpee, Philadelphia, Pa., Second Vice-President; C. E. Kendel, 216 Prospect Avenue, S. E., Cleveland, O., Secretary-Treasurer.

The thirty-eighth annual meeting will be held June, 1920.

THE price of bags at Chicago, October 29, was $60.

J. C. VAUGHAN, Chicago, returned from New York October 27.

A BELATED car lot of Chinese narcissus has arrived at San Francisco.

GRAND RAPIDS, MICH.—A. J. Brown and wife are in New York this week.

ROGERS BROS., Alpena, Mich., now have offices in the Hearst building, Chicago.

RAFFIA to the amount of 4,729 metric tons was exported from Madagascar in 1916, and in 1917, 4,142 tons.

ERFURT, GERMANY. — Karl Heinemann, of the firm of F. C. Heinemann, died September 20, of heart failure, age 69 years.

THE annual meeting of the Wholesale Seedmen's League will be held at the Detroit Athletic Club, Detroit, Mich., November 19.

LISSE, HOLLAND.—The death is announced of J. M. Veldhuyzen van Zanten, of M. Veldhuyzen van Zanten & Sons, age 52 years.

SAN FRANCISCO, CALIF.—C. C. Morse & Co. have received large shipments of Dutch bulbs and report heavy business in these and other lines.

GRASS SEED.—Prices for grass seed on the Chicago Board of Trade October 29, were as follows: Timothy, $9.50 to $11.00 per 100 pounds. October $12.15 bid; $12.70 bid for March.

TOLEDO, O.—Cash clover opened unchanged and October and December steady, October 28, with cash offered at $30.60. Timothy was steady, cash being offered at $5.35, October, $5.55, December, $5.60, March $5.75 and April $5.75.

THE Kokusai Kisen Keisha, or International Shipping Co., representing a merger of several Japanese shipping companies, has been established with a capital of $52,000,000 and will operate about 500,000 tons of vessels. Headquarters are at Kobe, Japan.

THE United States department of agriculture urges producers to provide against a shortage of sugar-beet seed in 1921. European supplies are deficient, and beet-sugar companies and seed growers are told to arrange immediately for the production of a large part of their requirements for that year.

ONION SETS in the Chicago district remain about the same, $2.75 for reds and yellows, and $3.25 for whites, prompt shipment. A well informed dealer, who recently covered the ground, says there is a shortage on the south side of some 150,000 to 175,000 bushels as compared with last year's crop. On the other hand, it should be remembered, that the sets are much smaller than last year's and of better quality generally. The quantity of independent sets on the south side is small, possibly 20,000 bushels, not over 25,000 bushels at the most.

Lily Bulbs.

About 80 per cent of the Lilium giganteum bulbs required, had been bought from the opening of the selling season in Japan to October 20, the price on the 7-9 grade being advanced about 50 per cent September 15. The competition which existed most of the season, and a crop below the average, kept prices above normal. There are still bulbs to be had, November 1, so the crop is by no means a small one. Evidently both Japanese growers and jobbers have been taking all the traffic will bear. Whether such rates will move the whole stock or reduce requirements is yet to be known. If the forcing grower can realize 25 cents per bloom, he can pay a fair price for the bulbs.

Dickinson Wants To Know.

Ten thousand dollars reward is the price offered by Chas. Dickinson, vice president of the Albert Dickinson Company, the largest seed house in the world, with offices at Thirty-fifth street and California avenue, Chicago. Mr. Dickinson is very much stirred up over the reported resignation of seven of his best men within the last week. He offers the reward "for proof and conviction of those concerned in an alleged conspiracy against the Albert Dickinson Company." This proof must be furnished by Monday noon, October 27, 1919.

A page advertisement in a local financial journal told yesterday of the reward. The ad says: "Certain employes of the Albert Dickinson Company, who have been misled are still on the pay roll of the Albert Dickinson Company."

Mr. Dickinson's employes have formed the United States Seed Company, which was incorporated at Sprinfield, Ill., October 24, with $500,000 capital. There has been a small amount paid in, according to reports. The men interested are credited with having a large amount of money.

Those who have resigned from the Dickinson company include Charles A. Heath, who has been with the company for 37 years. Seven years ago he was paid $180,000 for his stock he held in the concern, but remained with the company until last Saturday. A. C. Johnson and H. A. Abbott are other old employes of the Dickinson company who have quit.

Outsiders who are concerned in the new seed company include C. U. Snyder, one of the largest operators in feeds and molasses, who is credited with making a big fortune in the last few years out of molasses. H. N. Doughten of New York, a Mr. Reynolds of Crabb & Reynolds, who are largely interested in the grain and seed business of Crawfordsville, Ind., and D. W. Hales of Hales & Edwards Company, Chicago, are also interested in the new company.

Mr. Dickinson was on the board of trade yesterday with his advertisement offering the big reward and showed it around generally. To one member he offered $25,000 for certain information. He had little to say other than that the men were still on his pay roll. Efforts to find C. A. Heath have been futile for the last three days.—Chicago Tribune, October 26.

Northwest Seedsmen's Association.

At the recent meeting of the seed growers and dealers of the Pacific northwest, held at the Davenport hotel, Spokane, Wash., the Northwest Seedmen's Association was organized, with Frank Leckenby, of Lilly & Company,

Pieters-Wheeler Seed Company

Growers of High Grade SEED

Gilroy, California

Beet, Carrot, Lettuce, Onion, Radish.

Correspondence Solicited.

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Grower for the Wholesale Trade Only. ONION, LETTUCE, CARROT, PARSNIP, PARSLEY, CELERY, ENDIVE, SALSIFY, NAMED AND MIXED GRANDIFLORA AND SPENCER SWEET PEAS AND SUNFLOWER.

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VEGETABLE SEEDS

With our Stock Seed Farms at Grass Lake, Mich., and our growing stations in every part of the United States where seeds are grown successfully, all in charge of capable and experienced men, we are equipped for and are producing

PEAS, BEANS, CORN and VEGETABLE SEEDS

of all kinds in quantity and of highest quality.

Glad to quote for present delivery or on growing contract for crop of 1919.

JEROME B. RICE SEED CO., CAMBRIDGE, N. Y.

Seattle, president, and the L. C. Barrett, of the Spokane Seed Company, secretary. This organization will endeavor to secure the passage of uniform seed legislation in the states of Washington, Oregon, Idaho and Montana, and the various state commissioners of agriculture are promising their assistance as well. They will also work for a reasonable tariff for the seed growers' protection, and for the betterment of trade conditions. A legislative committee was named, and the first bill considered is aimed to force outside seedmen to live up to the same rigid requirements as are imposed in the four states being considered. There were only a few growers in attendance, but there was nearly 100 per cent representation from the seed dealers themselves, and a large number of state officials. The addresses included one by Dr. A. J. Pieters, of the bureau of plant industry, who has just returned from a trip through Europe. While there, he made a special study of clover seed, and reports there are from 15,000,000 to 20,000,000 pounds of red clover in Italy and France. Whether any of this stock reaches the United States depends, he states, on whether Austria or Germany prove buyers. In case these countries are short, there will be only light imports, but otherwise, the Italian stock is going to move in this direction. He found heavy stocks of vegetable seeds all over Europe. Plans are under way for the 1920 convention already.

H. M.

New York Seed Trade.

Efforts to end the harbor tieup were given another setback, October 26, when it was announced that longshoremen, said to be members of 24 locals of the international longshoremen's union, voted in favor of a general strike in the port of New York, to become effective immediately. They declared that 22,000 dock workers employed on the piers in Manhattan, Brooklyn, Hoboken, Jersey City and Staten Island, would obey the new strike order. They said that heretofore they had been on a "vacation." Some ocean steamers carrying bulbs, have returned to the other side, taking the bulbs back with them.

Harry A. Bunyard, recently returned from Young Men's Christian Association work in France, is reported to have joined the forces of Henry F. Michell Co., of Philadelphia, Pa.

A. M. Van Der Schoot, who has been representing R. A. Van Der Schoot, of Hillegom, in this country for some time, expects to return to Holland for the Christmas holidays.

Visitor: Austin L. Rogers, of Rogers Bros., Alpena, Michigan.

PEACOCK BRAND SEEDS STANDARD OF QUALITY

Quality Seed

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FOR THE

MARKET GARDENERS

OF

AMERICA

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Wholesale Growers of

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We specialize in Beans, Carrots, Lettuce, Onions, Parsnip, Radish, Salsify, Spinach, and Named and Mixed Nasturtiums, and Grandiflora and Spencer Sweet Peas.

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ROCKY FORD, COLORADO.

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Seed Growers and Dealers

FREMONT, NEBRASKA

SPECIALTIES:

Cucumber, Muskmelon, Watermelon; Pumpkin and Squash; Sweet, Flint and Field Corn.

Write for special contract and spot prices

German Grass Seed.

In a communcation dated October 4, 1919, Conrad Appel, Darmstadt, Germany, gave the following information regarding grass seed conditions in that country:

"The new crop of natural grass seeds has been harvested, but the yield is very small. Agrostis stolonifera, true South German fiorin grass, the popular

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HYACINTHS

First Size, Named. Single and double.
Second Size. Named, single.
Third Size, Named. Single.
Unnamed. Single and Double.

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Single Early, Double Early, Cottage Garden and **Darwin.** In named varieties and mixtures.

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Single and **Double.** A large variety.

New Giant Colored Freesias

Blue, Lavender, Pink. Per dozen, $1.25; $8.00 per 100, Per 1000, $75.00.
Mixed Colors. Per dozen, 75c; $5.00 per 100; per 1000, $40.00.

Write us your requirements on any of the above, or any other Seasonable Bulbs.

Our Wholesale Price List of Bulbs, Seeds and Florists' Supplies, Free.

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ALFALFA & CEREAL MILLING COMPANY
Grain Exchange Bldg., SIOUX CITY, IOWA
Mention the American Florist when writing

creeping bent, is in very limited supply and little will be available for export. The quality, however, is excellent. Aira flexuosa, the yellow oat grass of the trade, shows a fair average yield. The seed is in good demand, and is often used for lawn grass mixtures. Anthoxanthum odoratum, sweet scented vernal, (true), can be supplied in small quantities. Festuca duriuscula, hardy fescue, and Festuca ovina, sheep's fescue, yielded medium crops of excellent quality. All this stock is in firm hands, and is being held for higher prices. The demand is brisk, and will soon take up all offerings. Festuca elatior, true Rhenish tall fescue, produced an average harvest, and will, as usual, be bought by the English trade. Festuca ovina angustifolia fine-leaved fescue, is available in very reliable values, thoroughly recleaned and of the finest quality. The quantity on hand, however, will soon be disposed of. Toa aemoralis, wood meadow grass, yielded only a small crop, although the quality is excellent. This is a valuable grass for shaded locations. Toa trinialis, rough stalked meadow grass, is in heavy demand. The home-grown seed turned out well, both as to quantity and quality."

BRITISH SEEDS
KELWAY'S

LEADING HOUSE FOR
IMPROVED FARM ROOT SEEDS
IMPROVED VEGETABLE SEEDS
IMPROVED FLOWER SEEDS

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ONION-CARROT-BEET-RADISH-PARSNIP

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FREESIA PURITY, ¾ in. and up.
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SEED GROWERS

Angers, - - France
Specialties: Beets, Mangoes, Carrots, Cabbages, Celeries, Parsleys, Parsnips, Turnips.
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NEW CROP ASTER AND ZINNIA SEED

Now ready for delivery. Send orders now. Also Flower and Vegetable Seeds.

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GARDEN SEED
Beet, Sweet Corn, Garden Beans, Onion Sets and Sweet Potatoes in variety. Also other items of the short crop of this past season, as well as a full line of Garden Seeds, will be quoted you upon application to
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Pepper, Egg Plant, Tomato, Okra, Asparagus, Rhubarb, Celery, Spinach, Beet, Onion, Beans, Cabbage, Cauliflower, Sweet Corn and Vine Seeds.
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SEED MERCHANTS
Brisbane, Queensland, Australia,
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Market Gardeners

Vegetable Growers' Association of America.

E. A. Dunbar, Ashtabula, O., President; Louis F. Miller, Toledo, O., Vice-President; S. W. Severance, Louisville, Ky., Secretary; H. J. Cheney, Grand Rapids Mich., Treas. Next annual convention September 1920.

Prices of Indoor Fruits and Vegetables.

Chicago, Oct. 29.—Cucumbers, 2-dozen box, $2.75 to $3.50; celery, Michigan, box, 50 cents to $1.00; leaf lettuce, per tomato box, 25 to 27½ cents; radishes, per 100 bunches, $2.00 to $2.50; tomatoes, per box, 50 to 75 cents.

New York, Oct. 27.—Celery, per doz. roots, 10 to 50 cents; cucumbers, basket or crate, $1.50 to $4.50; mushrooms, 50 cents to $2.00 per three-pound basket; tomatoes, per pound, 15 to 20 cents; lettuce, per package, 50 cents to $5.00; radishes, per 100 bunches, 50 cents to $1.50.

Direct Seeding of Lettuce.

We have had remarkably good results from direct seeding of lettuce for the first crop under glass. The reasons for this success are easily to be seen as this method avoids two checks by eliminating both the first picking out and the final shift. As time is not a factor at this season, the method is to be recommended. We simply use an ordinary garden drill, remove the covering device, and sow the rows 10 or 12 inches apart, directly where we want the permanent lettuce beds. Great pains should be taken to prevent covering of the seeds as an uneven stand will surely result otherwise. The roller on the drill will fasten the seeds sufficiently to give them a hold for germination. We turn the water on (mechanical watering) and allow it to run until the water appears at the surface. This often requires two days, of continuous application and is exactly what we want, a soaking clear through down many feet.

Where cucumbers and tomatoes are grown in summer, the moisture is often entirely removed to a great depth and must be replaced. We believe uneven and scanty watering to be the direct cause of many crop failures. We have, at time of germination, applied enough water to finish the active crop—never having applied any more until the crop was cut. This is the ideal way, as it avoids many troubles. As soon as these lettuce seedlings show their second leaf, we thin them by using a hoe and handweeder in order to reduce them to bunches 8 or 10 inches apart. These bunches are trained to one plant. A skillful operator is necessary for thinning, as he should select the plants of as near one size and strength as possible—so they will all mature together.

While this looks very easy, indeed, it is also very exacting, and the different operations must be done on time and thoroughly—otherwise, bad losses easily occur. MARKETMAN.

Vegetable Markets.

Market conditions for the period, October 21-28, from reports received by the bureau of markets, United States department of agriculture, indicated strong prices with decreasing movement, with new gains in potatoes and onions and a rather weak tone for cabbage. No. 1 northern sacked white potato stock advanced 5-10 cents, closing $2.25-$2.40 per 100 pounds, f. o. b. shipping points in Wisconsin, Minnesota and Michigan and ranged firm in leading consuming markets at a general jobbing range of $2.50-$2.75. Sacked Minnesota Red River Ohios held unchanged at $2.55-$2.65 f. o. b., and ranged about steady at $3.10-$3.35 in middlewestern jobbing markets. Nebraska round whites also held steady at $2.10-$2.15 bulk to growers. Colorado and Idaho sacked white stock advanced sharply, closing $2.05-$2.20 f. o. b. cash at Idaho shipping points and $2.25-$2.50 cash to growers in the Greeley section, showing gains of 25-40 cents. New York round whites closed 10-25 cents higher at $2.32-$2.35 f. o. b., sacked, and ranged correspondingly higher in consuming markets at $2.35-$2.60. Maine sacked Green Mountains advanced about 25 cents, closing at $2.22-$2.29 per 100 pounds f. o. b. shipping points and averaging about 20 cents advance in consuming markets, selling at $2.40-$2.60 in Boston and New York. New York Danish seed cabbage stock followed a slightly weaker range, closing at $26-$30 per ton bulk, f. o. b. shipping points, and ranging $20-$25 cash to growers. New York domestic stock showed a $1-$2 decline, selling mostly $16-$28, but sold as low as $13-$15 in New York, and reached $35-$40 in Cincinnati. Minnesota and Wisconsin Holland seed gained about $5, reaching $32 per ton bulk, f. o. b. shipping points, but jobbing range weakened slightly to $32-$35 in Cincinnati, $25-$30 in Chicago and $25-$37 in St. Louis. Shipments increased to 1400 cars compared with 1,139 last week and 1,015 a year ago. Estimated northern commercial cabbage crop of nine leading states is about 10,000 cars below last year, with a shortage chiefly in eastern and central states. The crop is about 10,000 cars below that of 1917, but still fully 10,000 cars above the very short crop of 1916. Middlewestern yellow onion stock again advanced about 50 cents in Chicago, closing at $4.50 per 100 pounds. Middlewestern red globes closed strong at $3.75-$4 per 100 pounds, sacked, f. o. b. shipping points. Eastern sacked yellow stock improved to a range of $3.25-$3.75 f. o. b. shipping points, fancy stock reaching $4, and ranged in eastern consuming markets fairly steady at $3.25-$4.

Storing Vegetables in Hotbeds and Frames

The empty hotbed and cold-frame may be used to good advantage during the fall and winter for storing vegetables, says J. T. Rosa, Jr., of the University of Missouri College of Agriculture. The empty pit is then available for storing in bulk, potatoes and root crops of all kinds. Celery and cabbage, also, can be stored here by pulling the plants with the roots on, and setting them closely together in the upright position, with the roots embedded in a few inches of loose, moist soil in the bottom of the pit. The cold-frame is used in the same way as the hotbed; but since it has no pit, its capacity is limited. The regular glass sash can be used to cover these structures when used for vegetable storage, but they must be supplemented with board shutters, straw mats, or loose straw to protect the contents from sunlight, and from freezing and thawing. The walls on the outside should be well banked with soil or manure.

Mid-West Horticultural Exposition.

The premium list of the Mid-West Horticultural Exposition, to be held in the Coliseum, Des Moines, Ia., November 11-14, advance mention of which appeared in our issue of August 23, page 270, has been issued. The exposition, which is under the auspices of the Iowa State Horticultural Society, is not for pecuniary gain, but purely for educational purposes and will be replete with lectures, demonstrations and displays showing the result of 50 years' horticultural effort in the state. An important feature will be the section devoted to flowers, designated as Department D, in which there are first, second and third prizes in cash offered for chrysanthemum cut blooms in 18 classes and seven classes for the same flower in pots. Cut roses are given eight classes, carnations, four and decorative plants in collection, three, the awards ranging from $4 to $25. Arthur H. Smith, Boone, Ia., is superintendent of the floricultural section.

Twenty-six thousand square feet of floor space in the Coliseum will be devoted to the exposition. There are 140 classes for apples of almost every variety grown in the west, with divisions for barrels, boxes, baskets, trays and plates. As a further stimulus to apple production, a sweepstakes prize is offered in eight classes, doubling the premium and giving as well a ribbon for the distinction. A special feature will be one section devoted to edible nuts on plates with prizes for black and white walnuts, pecans, hickory nuts, American chestnuts and chestnut hybrids, hazelnuts, and a collection of each of the above. The vegetable display will be most extensive, the classes announced being as follows: Potatoes, open classes, including Early Ohio, Irish Cobbler, Rural New Yorker, Bliss Triumph, Green Mountain, Burbank, and best display, seven classes; potatoes, open to Iowa growers only, Early Ohio, Irish Cobbler, Rural New Yorker, Bliss Triumph, Green Mountain and Burbank, six classes; sweet potatoes, red, yellow and white, five classes; onions, red, white and yellow, six classes; root crops, eight classes: greenhouse vegetables, six specimens in not less than six-inch pots, one plant to a pot; parsley, head lettuce, loose leaf lettuce, peppers, tomatoes, endive and spinach, one class; bunch vegetables, eight classes: green vegetables, ten classes; mushrooms, one class; dried garden herbs, one class, and three substantial prizes for the best displays of vegetables.

Copies of the premium list and other information may be had upon application to Wesley Greene, secretary, State House, Des Moines, Ia.

CHIPPEWA FALLS, WIS.—James G. Ward has added one house, 25x100 feet, which will be devoted principally to roses.

SPRINGFIELD, O.—L. W. Frankenberg, who had been engaged with his brother, William, in the florist business in this city for a number of years, died October 9, age 67 years, after a short illness.

"Market Gardening"

An elementary text book containing 102 pages, 5x7, with 36 illustrations, by F. L. Yeaw, manager of the Oasis Farm & Orchard Co., Roswell, N. M.

Cloth Bound, 75 Cents.

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Paper Whites (Grandiflora)

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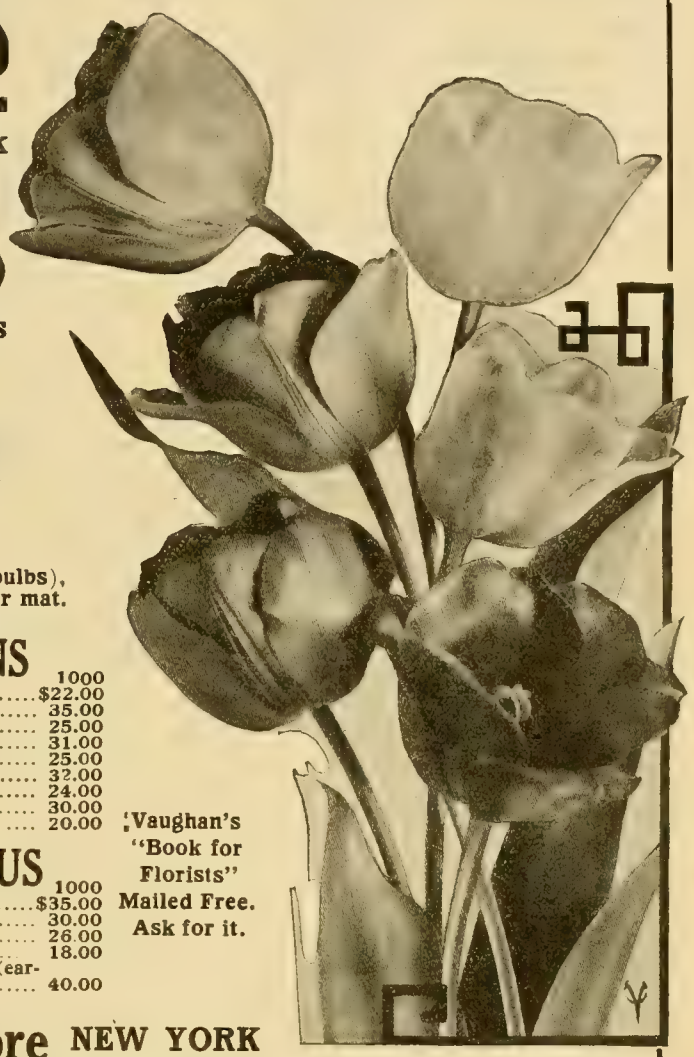
Mat (120 bulbs), $10.00 per mat.



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Second size " "	80.00
Forcing grade, sep. colors	50.00
Bedding grade, " "	38.00

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Cramoise Brilliant	$30.00
Prince of Austria	33.00
Thos. Moore	29.00
La Reine	31.00
Flamingo	52.00
Yellow Prince	29.00
Keizerskroon	27.00
Coronne d' Or	40.00
Murillo	32.00

DARWINS

	1000
Clara Butt	$22.00
Farncombe Sanders	35.00
May Queen	25.00
Madam Krelage	31.00
Nauticus	25.00
Pride of Haarlem	32.00
Painted Lady	24.00
Rev. Eubank	30.00
Finest Mixed	20.00

NARCISSUS

	1000
Emperor	$35.00
Golden Spur	30.00
Princeps	26.00
Poeticus Ornatus	18.00
Vaughan's Xmas Glory (earliest forcing variety)	40.00

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All seasonable varieties.
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WHOLESALE SEED GROWER
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Keeps Moisture In.

The Ideal Protection for Roots and Shrubs.

Delivers them moist and alive, ready to grow again. Cheaper and better than burlap.

For Seedsmen:

Keeps Moisture Out.
Delivers seeds dry. Prevents sprouting, mildew—all damage. Rat and vermin proof.

Safepack Mills
Boston U S A

The Nursery Trade

American Association of Nurserymen.

J. Edward Moon, Morrisville, Pa., President; Lloyd C. Stark, Louisiana, Mo., Vice-President; John Watson, 400 Nassau Street, Princeton, N. J., Secretary; J. W. Hill, Des Moines, Iowa, Treasurer.

Forty-fifth annual convention will be held at Chicago, June, 1920.

Painesville, O.

T. R. Norman & Sons shipped two cars of nursery stock during the week ending October 25; one to Peter Bohlender & Sons, Tippecanoe City, O., the other to E. S. Welch, of the Mt. Arbor Nursery, Shenandoah, Ia.

C. M. Hobbs, of Bridgeport, Ind., called on the trade in this vicinity recently.

T. J. M.

Jackson and Perkins Co. Elects Officers

At a recent meeting of the stockholders and directors of Jackson & Perkins Co., Newark, New York, Charles H. Perkins, founder of the business, tendered his resignation as director and president, on account of making his permanent residence in California. George C. Perkins was elected to succeed him as president, and also continues to hold the office of treasurer. Charles H. Perkins, 2nd, was re-elected vice-president. P. V. Fortmiller, who has been associated with Jackson & Perkins Co. for many years, and is well known to the trade, was elected secretary.

Stark Trade-Mark Infringement Suit.

The United States Supreme Court has decided to review the case of Stark Brothers Nurseries & Orchards Company, Louisiana, Mo., against William P. Stark, et al. The nursery company filed suit in 1916 against the respondents for infringement of the registered trade-mark, "Stark Trees," and for unfair competition in the use of the name Stark. Both parties are growers and sellers of fruit trees and other nursery stock in Missouri.

The Missouri courts found in favor of the plaintiffs, and ordered the award of damages, but the court of appeals reversed the decisions, owing to the fact that the company had failed to note on its labels bearing its registered trade mark, the statutory notice, "Reg. U. S. Pat. Off.," as directed by the statutes.

The consideration of this case by the supreme court will settle the question of whether it is necessary that the statutory notice appear in connection with registered trade marks.

B. F. L.

American Association of Nurserymen.

MARKET DEVELOPMENT.

The following communication has been sent to members of the American Association of Nurserymen who are not already subscribers to the market development fund by the committee on market development of the association:

"Publicity work, as you doubtless know, was taken up last year by about 150 firms; at the Chicago convention, in June, the work was taken over by the association, which will now direct, control and finance the publicity work in the interest of the larger and better use of nursery stock, and in ways that will enable the members of the association to realize the financial benefits following the increased use of our products.

"But provision for financing the work by the association leaves us without funds from the association, until next June, when dues are again payable. Until that time, we have to depend upon voluntary subscriptions. May we not confidently expect that the members of the association, who took the publicity work over and agreed to finance it out of the general revenue after next June, will be the ones most willing and prompt to help finance the work until next June? We think so, and that is why this letter is being sent, to every member of the association, not already on the list of subscribers.

"The programme was fully explained at the convention, and plans for this year were approved and a committee appointed by President Moon to proceed under the instructions of your executive committee. So it is not necessary to enumerate here the various forms of publicity under way and planned. They have been fully explained also in the trade papers.

"While other things have brought about a revival of business, we think that the publicity work done by the nurserymen has helped our line, particularly the special articles on trees and plants which appear at intervals in the papers and magazines, reaching several millions of readers. We all sold more stock last spring than in several years. We all find a good demand for next season, and at good prices. We want to keep people reading and talking about trees and plants, and to get the idea of planting things so firmly fixed in their minds, as to have it become a habit, so that later on, when our surplus comes on the market,—as it will,—we shall have a demand that will consume it.

"Do not you want to help in work of that sort? Are not the members of our American Association of Nurserymen the ones to look to for big, broad, thought and action? And we purpose working to the end that profit will accrue to those who pay the bills. A check to Charles Sizemore, Louisiana, Missouri, will help the work along. We ask your cooperation in this movement."

Pruning Period for Transplanted Trees.

In answering the question as to the proper time to prune transplanted trees, and young trees not to be transplanted, the Missouri College of Agriculture, Columbia, where general observations have been made on young trees pruned at different seasons, the experimnts extending over a period of 20 years, says that results uniformly indicate that better growth follows if the branches are cut back in the fall. This holds true for young trees generally. The same observations are true of grapes. It has been found that one-year-old grapes, designed to stand a second year in the nursery make much better growth if pruned back in the fall; also that bearing grape vines make stronger growth if pruned in autumn as soon as their leaves are shed. This is particularly true of varieties that tend to make poor renewal growth from the lower spurs.

That the water content of young apple trees is not greatly affected by fall pruning was established by experiments in 1900 and 1901. Little difference was found between apple trees transplanted in late fall and those which were not transplanted. Also, the trees whose branches were pruned back in late autumn contained, on the average, slightly more water than those which retained their branches. While this difference is not great, it at least indicates that the pruned branches did not suffer from drying out through the wounds, but on the contrary, the pruned trees dried out slightly less than those which were not pruned.

Orchard Campaign in New York.

In order to stimulate the growing of fruit in city gardens, a number of trained trees have been planted in the Bryant park demonstration garden, Forty-second street and Sixth avenue. This location was selected, as this demonstration garden has proved so successful serving as a stimulus to over 2,200 city gardens. Manhattan vacant lots produced over $76,000 worth of green vegetables this season, not to speak of the thousands of gardens throughout Queens and Richmond. The National Forestry Associaton has endorsed the plan.

HARRISONS' NURSERIES

Fruit Trees Budded from Bearing Orchards. Peach, apple, pear, plum, cherry, quince, grape-vines, strawberry plants, raspberries, blackberries, evergreens and shade trees. Catalog free.

Harrisons' Nurseries, Box 39, Berlin, Md.

VIBURNUM PLICATUM

Also Berberris Thunbergii. Hydrangea Paniculata, Weigelia, Spireas, Etc.

Ask for complete list of Oak Brand Shrubs.

The CONARD & JONES CO WEST GROVE PENN'A.

Robert Pyle, Pres. Ant. Wintzer, Vice-Pres.

Hill's Evergreens

BEST FOR OVER HALF A CENTURY

Small, medium and large sizes supplied. Price list now ready.

The D. Hill Nursery Co.

Evergreen Specialists Largest Growers in America

Box 404. DUNDEE, ILL.

Ibolium THE NEW HYBRID Hardy Privet

(L. Ibota x Ovalifolium)

Now sent out for the first time. Inquire for further information. One-year field-grown plants, $5.00 each. Summer rooted, frame-grown, $3.00 each. Nov. 25th. delivery.

Introducers of Box-Barberry, well rooted summer frame cuttings, $65.00 per 1000.

The Elm City Nursery Co., Woodmont Nurseries, Inc.

NEW HAVEN, CONN.

Natural Habit. When Trimmed.

SMILAX

Extra Good, Well-Rooted Plants.
From 2-in. pots, $2.00 per 100; $18.00 per 1000.

BOSTON YELLOW DAISIES.
A special good strain; from 2-in. pots, $3.50 per 100.

LETTUCE, Grand Rapids Forcing, $1.00 per 1000; $8.50 per 10,000.

Elmer Rawlings, Wholesale Grower, ALLEGANY, N. Y.

Geraniums Rooted Cuttings.

WINTER PRICES.
S. A. Nutt and Buchner..at $18.00 per 1000
Poitevine and Ricard....at 22.00 per 1000
Parcel post or express delivery.
Parcel post charged at cost.

ALBERT M. HERR, LANCASTER, PA.

Mention the American Florist when writing

San Francisco Notes.

Dr. P. J. S. Crawer, of Java, director of plant introduction for the East Indies, is visiting the trade here. He has been to Chico, conferring with R. L. Beagles, superintendent of the United States plant introduction bureau there. After the completion of his inspection in this country, Dr. Crawer will leave for Holland, where similar investigations will be made before he returns to his station in Java.

C. C. Morse & Co. have received a large shipment of Dutch bulbs from Holland. Their fall bulb catalogue has been mailed and they are doing a heavy business. Owing to the federal quarantine their lists of Spanish iris and some other items is smaller than other years. They are hoping to develop a sufficient supply here to take care of their needs another season.

Luther Burbank was honored by King Albert of Belgium during his visit here. He was warmly greeted by the king upon his arrival, they having been friends for many years. Burbank first met the king 15 years ago, when he made his first visit to this city. Mrs. Burbank was among the ladies who lunched with the queen at the St. Francis hotel.

The Thomas Floral Company, at Jones and O'Farrell streets, have been featuring Yellow William Turner chrysanthemums this week. The stock was excellent and attracted much favorable comment. This firm has added art pottery to its stock. They say trade is fine, and that they are busy nearly all the time.

Pelicano, Rossi & Co. have had a busy week on decorations incidental to the visit of the King of Belgium. A large amount of yellow and bronze chrysanthemums were used in their color schemes. They are always busy at their store, and are handling only the finest grade of stock.

Business continues to exceed all expectations at the new wholesale house of J. A. Axell at 461 Bush street. The chrysanthemum shipping season is now at its height with him. He is also shipping heavily of roses and violets. His brother is now in charge of the office at this place.

Milton Tonini, manager of the Bay Counties Seed Company, has added bird cages and bird requisites to his already large line. Wicker weave baskets and stands for plants are also being featured on a large scale. He reports business to be excellent in the plant and seed line.

J. W. Bagge, a gardener well known in this city, shot and killed his wife, and then committed suicide, while temporarily insane, during the week. He was a native of Denmark, 62 years of age. His wife was a native of Massachusetts.

JAMES T. LYNCH.

ROSES

For Easter and Memorial Day Forcing

Order now for delivery when ready, about November 5th to 10th. Strong field grown plants, plenty of canes for training.

VARIETIES

Tausendschon, XXX forcing grade.....$35.00 per 100
Dorthy Perkins — **White Dorothy Perkins**
Lady Gay — **Crimson Rambler**
Excelsa (Red Dorothy Perkins)
All XXX forcing grade .....$30.00 per 100

Jackson & Perkins Company, Newark, New York

PANSIES

200,000 Fine Plants, Giant Strain, $3.00 per 1000,

ALYSSUM, Double Giant, 2-in., $2.00 per 100; $18.00 per 1000.
ASPARAGUS Sprengeri, 2½-in., $4.00 per 100.
BELLIS DAISY, White and **Pink,** $3.00 per 1000.
CALENDULA Orange King, 2 in., $2.00 per 100: Seedlings, $1.00 per 100.
GERANIUM Madame Salleroi, 2-in., $2.50 per 100.
PRIMULA Malacoides, Lavender, 2-in., $3.00 per 100.
SMILAX, 2-in., $2.50 per 100.
SNAPDRAGON, Giant White, Pink and **Yellow,** 2-in. pots, $3.00 per 100.
TABLE FERNS, Assorted, 2-in., $4.00 per 100.
R. C. DAISIES, Sanders and **Giant White,** $1.50 per 100; **Boston Yellow,** $2.00 per 100.
CUPHEA, 90c per 100.
DBL. PETUNIA, as fine a strain as any, $1.50 per 100

—Cash.—

BYER BROS., Chambersburg, Pa.

ABUNDANCE OF STOCK

	Per 100	Per 1000
2¼-inch Smilax plants	$ 2.75	$25.00
2¼-inch Snapdragons, white, pink and yellow	5.00	48.00
4-inch Marquerites, white and yellow	15.00	
25,000 Vincas, field grown	8.00	75.00

10,000 Bench Ferns, 5 varieties, $25.00 and $30.00 per 100.

Packing free of charge. Liberal extras.

Alonzo J. Bryan
Wholesale Florist
Washington, New Jersey

CHRYSANTHEMUM SPECIALISTS

Elmer D. Smith & Co.
Adrian, Mich.

Carnation Laddie

Rooted Cuttings, Jan. 1st, 1920, Delivery.
$10.00 per 100; $90.00 per 1000. Order now

A. F. LONGREN,
4249 West Monroe St., CHICAGO, ILL.

Bailey's New Standard Cyclopedia of Horticulture

Six Splendid Volumes

Price, $6.00 Per Volume

Carriage paid to any part of the United States

American Florist Co.
440 S. Dearborn St., CHICAGO

Miscellaneous Plants

Boston Ivy
Clematis Paniculata
Shrubs
Raspberries, Blackberries
Evergreens
Ornamental Trees
Perennials
California Privet Hedge
Japan Barberry

Prices on request.

Peter Bohlender & Sons
Tippecanoe City, Ohio

Mention the American Florist when writing

Now Is the Time to Push Plants

Our stock contains the best finished and largest assortment of foliage and flowering plants in this country. Quicken your sales with a sample order of **Craig Quality Ferns, Dracaenas, Areca, Crotons, Pandanus** and **Ficus.** They will bring you profitable business. Order now.

ROBT. CRAIG CO., Branch: Norwood, Pa., **4900 Market St., Philadelphia, Pa.**

Kansas City, Mo.

SUPPLY NONE TOO PLENTIFUL.

Stock is none too generous in supply, and in some items, there is a scarcity of good material. Roses in all grades show improvement and prices are well maintained, varying from eight to 25 cents, with few below the first named figure. Chrysanthemums are more plentiful and are wholesaling at $3 to $4 per dozen. Carnations are short of the demand every day. Violets are beginning to arrive on this market. Chrysanthemum plants are becoming more numerous, and the quality is good for early offerings. Business in general is very satisfactory, especially wedding orders, which are setting a record for this time of the year.

NOTES.

The Wm. L. Rock Flower Co. is cutting fine crops of roses and chrysanthemums. Roses and carnations are getting better each day. Much improvement is also noted in the chrysanthemum plants grown by this firm. A strong demand keeps the supply in all lines well cleaned up.

H. Kusik & Co. suffer at times from a shortage of stock, although they are carrying a heavy supply of good roses. Chrysanthemum receipts are more generous, and they are looking forward to a fine supply from the range of John Stevens.

The Pinehurst Floral Co. says stock is coming from its range more freely, and chrysanthemums will be more plentiful within a week. Manager Wade reports volume of sales better than anticipated.

Miss J. E. Murray reports very satisfactory business, and feels certain that the good volume will be maintained. She is working up some excellent arrangements of baskets, etc., with strawflowers.

T. J. Noll & Co. handled a fine cut of roses during the week, all of which moved freely. Carnations continue scarce here. Chrysanthemums are coming better.

The Alpha Floral Co. reports good trade in all branches of its business. Out-of-town shipments show daily gains with calls for stock of the higher grades.

A. F. Barbe showed good Ophelia roses and chrysanthemums during the past week. The demand for funeral work is good at his establishment.

Manager Neff, of the Muehlebach Flower Shop, is more than pleased with business. Orders for decorations have been especially good.

W. J. Barnes is now cutting a fine lot of chrysanthemums. He has had an unusually busy week with wedding and funeral orders.

Ed. Humfeld has his new store nearly completed and it will present, when finished, a handsome appearance.

A. Newell is enjoying an excellent trade in all lines and sees a splendid season ahead.

E. J. B.

RUGOWSKI'S NEW ASTERS

Read the Following Strong Endorsement of Men Well Qualified to Judge:

MR. J. K. RUGOWSKI, Manitowoc, Wis.: September 15th, 1919.

"Dear Sir—In the name of the Wisconsin State Florists' Association, I wish to thank you for your exhibit of both Pink and White Asters at our annual meeting held at Milwaukee September 12.

"I am transmitting herewith the resolution passed at that meeting, endorsing these Asters as being very meritorious flowers. It was the sense of the resolution that these Asters be endorsed by the Association as **having the largest flower and longest stems and in every way being superior to any Aster thus far seen in the market.** It is with pleasure, indeed, that I am permitted to send this message.

"With best wishes for the future success of this flower, I am, Yours very truly,
"WISCONSIN STATE FLORISTS' ASS'N, H. J. Seal, Secretary."

Here's Another Proof of Merit:

"The sample flowers of Asters shown were **the finest type of Ostrich Plume of Crego that I have seen in 32 years' experience."** C. LITTLEFIELD, of Peter Henderson & Co., New York.

This Seed Will Be on the Market the Coming Season in Original Packages Only. Price, $1.50 Per Package.

JOHN K. RUGOWSKI, Grower and Importer of Pure Seeds, Manitowoc, Wis

Dutch Bulbs

Ready for Immediate Shipment

C. J. SPEELMAN & SONS

38 Murray Street, New York City

CHAS. H. TOTTY

MADISON, NEW JERSEY
WHOLESALE FLORIST

Chrysanthemum Novelties My Specialty

Mention the American Florist when writing

If you are interested in
POINSETTIAS
and four and five inch
BOSTON FERNS
for immediate delivery, write
GEO. A. KUHL, Wholesale Grower PEKIN, ILL.

—THE—
Storrs & Harrison Co.

PAINESVILLE NURSERIES

Catalogues and Price Lists Free on Application.

PAINESVILLE, - OHIO

Bailey's New Standard Cyclopedia of Horticulture

SIX SPLENDID VOLUMES.
rice, $6.00 Per Volume.

AMERICAN FLORIST CO.
440 S. Dearborn St., CHICAGO, ILL.

Mention the American Florist when writing

Carnation Laddie

R. C., Feby. and March Delivery,
$10.00 per 100; $90.00 per 1000.

The demand for this Carnation will far exceed the supply.

F. DORNER & SONS CO., Lafayette, Ind.

Mention the American Florist when writing

Ready Reference Section.

12 CENTS, NET, PER LINE.

ALYSSUM.

Alyssum, Double Giant, 2-inch, $2.00 per 100. Elmer Rawlings, Allegany, N. Y.

Alyssum, Double Giant, 2-in., $2.00 per 100; $18.00 per 1,000. Byer Bros., Chambersburg, Pa.

ASPARAGUS.

Asparagus plumosus, 2¼-in., 3½c; 3-in., 7½c; 4-in., 12½c. Sprengeri, 3-in., 7c. Cash. L. J. ROWE, Titusville, Pa.

Asparagus Sprengeri, 2½-in., $4.00 per 100. Byer Bros., Chambersburg, Pa.

ASPIDISTRAS.

Aspidistra, green, 10-in. tubs, 20 to 24-in. high, $5 to $8; 12-in. tubs, 22 to 28-in. high, $8 to $10 each. Vaughan's Seed Store, Chicago and New York.

BEGONIAS.

Begonias. Luminosa and Prima Donna, 2¼-in., $6.00 per 100; $50.00 per 1000. Wm. F. Kasting Co., 568-570 Washington St., Buffalo, N. Y.

Begonia (pink) in bloom. Fine for Xmas. 4-in., 15c. Cash. L. J. ROWE, Titusville, Pa.

BOXWOOD.

CHOICE BOXWOOD SPRAYS

Write us today for prices on Fall and Winter deliveries. Best merchantable fancy tips Dwarf variety. Quality guaranteed. Satisfactory delivery assured to all parts of U. S. A. and Canada.

PITTSBURGH CUT FLOWER CO.,
116-118 Seventh St. Pittsburgh, Pa.

BULBS.

Bulbs. Hyacinths, early and Darwin Tulips and Narcissus. For varieties and prices see display advertisement elsewhere in this issue. Vaughan's Seed Store, Chicago and New York.

Dutch Bulbs. Ready for immediate shipment. C. J. Speelman & Sons, 38 Murray St., New York.

Bulbs, Holland and French. Ask for our quotations. General Bulb Co., 110 Water St., New York.

CALENDULAS.

Calendula Orange King, 2-inch., $2.00 per 100. Seedlings, $1.00 per 100. Byer Bros., Chambersburg, Pa.

CARNATIONS.

FIELD-GROWN CARNATION PLANTS.

	100	1000
Albert Roper	$7.50	$60.00
Alice	7.50	60.00
Rosette	7.50	60.00
Good Cheer	7.50	60.00

PETER REINBERG
Wholesale Florist
30 E. Randolph St., Chicago

CARNATIONS.

FIELD-GROWN CARNATION PLANTS.
Plant Carnations NOW for Mother's Day.
Your Last Chance!!
Order Today!!!

	100	1000
White—		
White Enchantress	$12.50	$120.00
Matchless	11.00	100.00
Pink—		
Rosette	11.50	110.00
Miss Theo	12.50	120.00
Roper	11.00	100.00
Enchantress Supreme	15.00	140.00
Red—		
Aviator	11.00	100.00
Thenanthos	11.00	100.00

M. C. GUNTERBERG
Wholesale Florist
Randolph & State Sts. Chicago, Ill.

Carnation Laddie, rooted cuttings. June 1st. delivery. $10.00 per 100; $90.00 per 1,000. A. F. Longren, 4249 W. Monroe St., Chicago.

Carnations; rooted cuttings. Laddie. $90.00 per 1000. F. Dorner & Sons Co., Lafayette, Ind.

CHRYSANTHEMUMS.

Chrysanthemum stock plants now ready. White Smith's Advance, Oct. Frost, Opa, Rosea, Unaka and Chrysolora, $5.00 per 100; yellow Smith's Advance, $10.00 per 100. ELI CROSS, Grand Rapids, Mich.

Chrysanthemums in all leading varieties. Write for list. Elmer D. Smith & Co., Adrian, Mich.

CYCLAMEN.

Cyclamen Seedings. We are booking orders for cyclamen seedings, assorted varieties. Will be ready soon. $8.00 per 100, $75.00 per 1,000. Add 5% for packing. THE GEO. WITTBOLD CO., 745 Buckingham Place, Chicago.

DAISIES.

Daisies. Bellis Monstrosa, pink or white; also Longfellow and Snowball; fine strong plants; $3.00 per 1,000; $8 25 per 3,000. Cash. BRILL CELERY GARDENS, Kalamazoo, Mich.

FERNS.

Ferns. Pot grown; shipped without pots. Boston and Scottii, 4-in., $3.00 per doz.; $20.00 per 100. 5-in., $4.80 per doz.; $35.00 per 100. R. Vincent, Jr. & Sons Co., White Marsh, Md.

Ferns. Victory. A new and valuable variety of Nephrolepis. For sizes and prices see advertisement on front cover page of this issue. F. R. Pierson, Tarrytown, N. Y.

Boston ferns out of the bench ready for 6 and 8-inch pots. Come and see the stock and for prices. J. H. FIESSER, North Bergen, N. J.

Ferns. Boston 4-in., 20c and 25c. Bench grown, ready for 6-in. Strong, 50c. Cash. L. J. ROWE, Titusville, Pa.

FERNS.

Fancy Ferns, special picked. C. A. Kuehn, 1312 Pine St., St. Louis, Mo.

FREESIAS.

Freesias. Imp. Purity, ⅜-½-in., $6.00; ½-in. Plump, $8.00 per 1000. Colored (Fardel's), separate colors, $4.00 per 100; $35.00 per 1000. Mixed, $3.50 per 100; $30.00 per 1000. Vaughan's Seed Store, Chicago and New York.

GERANIUMS.

Geraniums. Rooted cuttings, S. A. Nutt and Buchner, $18.00 per 1,000. Poitevine and Ricard, $22.00 per 1,000. Albert M. Herr, Lancaster, Pa.

Geraniums. Nutt and Castellaine, 2¼-in., 3½c, $30 per 1000; 3-in., 4½c, $40 per 1000. Cash. L. J. ROWE, Titusville, Pa.

HYDRANGEAS.

Hydrangea Otaksa, field-grown, strong, well ripened plants with three to six branches, at 5c a bud. MADSEN & CHRISTENSEN, Wood-Ridge, N. J.

Hydrangea, Otaska and French, pot grown, 5-in., 30c; 6-in., 35c. Cash. L. J. ROWE, Titusville, Pa.

IVIES.

Hardy English Ivy. Strong plants from 3-in., $3.50 per 100. R. Vincent, Jr. & Sons Co., White Marsh, Md.

KENTIAS.

Kentia Belmoreana. Average in 3 and 4 leaves, good strong plants out of 2¼-in. pots at $15.00 per 100. Prices on larger quantities on application. J. H. FIESSER, 711-741 Hamilton Ave., North Bergen, N. J.

NARCISSUS.

Narcissus. Emperor, double nose, $45.00; Victoria, $30.00; Vaughan's Xmas Glory, $40.00; Trumpet Major, $25.00 per 1000. Vaughan's Seed Store, Chicago and New York.

Narcissus Paper White Grandiflora. Ready for immediate shipment. Write for prices. Hogewoning & Sons, Inc., 32 Broadway, New York.

ORCHIDS.

HASSALL & CO., orchid growers and raisers, Southgate, London, England. Cattleyas, Laellio-Cattleyas our specialty. One trial order solicited.

Orchids of all kinds, established and semi-established. Lager & Hurrell, Summit, N. J.

If You Do Not Find What You Need in Our Ready Reference Department, Write Us About It.

PALMS.

Palms, high class, and novelties in decorative plants. Robert Craig Co., Market and 49th Sts., Philadelphia, Pa.

PANSIES.

PANSIES

Ready NOW for planting, 500,000 strong heavily rooted, August sown Pansy seedlings, ready for immediate shipment.

	Parcel Post 100	500	Express 1,000
Exhibition Giants	$1.75	$3.25	$5.50
Steele's Private Stock	1.50	3.00	5.00
Steele's Mastodon	1.25	2.75	4.50
Jos. H. Cunningham's Giant Flowering	1.25	2.25	4.00

Cash with order. No charge for packing.

JOS. H. CUNNINGHAM
Delaware "The Primrose Man." Ohio.

Pansy Plants, strong and stocky, "Superb Strain," $4.00 per 1,000; 3,000 for $11.25; 5,000 for $17.50. Cash. These plants and strain will please you. BRILL CELERY GARDENS, Kalamazoo, Mich.

Pansy Plants. Vaughan's Giant Mixture; also separate colors and varieties. September sown, out-door grown. $4.00 per 1,000. ODOR GREENHOUSES, Iola, Kans.

Pansies. 200,000 fine plants. Giant strain, $3.00 per 1,000. Byer Bros., Chambersburg, Pa.

PEONIES.

Festiva Maxima, Over 2,000 six year clumps, grown for quality of flower. Strong, healthy plants that will please your customers, at reasonable prices. WM. J. MACKENSEN, Yardley, Pa.

PRIMULAS.

Primula Obconicas. Rosea, Apple Blossom, Kermesina. Good, strong stock from 2¼-in. pots at $6.00 per 100; $55.00 per 1000. J. H. FIESSER, North Bergen, N. J.

Primula Obconica. Assorted, ready now, $6.00 per 100; $50.00 per 1,000. Wm. F. Kasting Co., 568-570 Washington St., Buffalo, N. Y.

PRIVET.

Privet. Box-Barberry, well rooted summer frame cuttings, $65.00 per 1000. The Elm City Nursery Co., Woodmont Nurseries, Inc., New Haven, Conn.

ROSES.

Roses. For Easter and Memorial day forcing. Ready for delivery October 10. Order now. Strong field-grown plants. For varieties and prices see display advertisement elsewhere in this issue. Jackson & Perkins Co., Newark, New York.

Roses. New for 1920. Pilgrim, Crusader and Mrs. John Cook. For further particulars write. A. N. Pierson, Inc., Cromwell, Conn.

SEEDS.

Seeds, High Grade. We specialize in beans, carrot, lettuce, onion, parsnip, radish, salsify, spinach, named and mixed nasturtiums, and Grandiflora and Spencer Sweet Peas. Atascadero Seed Company, Atascadero, Calif.

SEEDS.

SEEDS. New crop CABBAGE and TURNIP SEED for prompt shipment. Also ONION, BEET, CARROT, WATERMELON. Write for our surplus list and special prices. CHESMORE SEED COMPANY, St. Joseph, Mo.

Seeds. Specialties in variety. Onion, carrot, beet, radish and parsnip. Contract prices mailed on request. R. C. McGill & Co., wholesale seed growers, San Francisco, Calif.

Seeds. Pedigree and selected stocks of rutabaga, turnip, cabbage, Savoy cabbage, beet and mangel; flower seeds. Write for special prices. Kelway & Son, Langport, Eng.

Surplus Stocks.

The new plan quarantine gives greatly increased value to many kinds of surplus stock heretofore considered of little account, especially bulbs and plants.

You can quickly turn such surpluses into cash by advertising here.

Seeds. Contract growers of cucumber, cantaloupe, watermelon, squash and pumpkin seed; sugar, flint and field corn. J. C. Robinson Seed Co., Waterloo, Neb.

Seeds. Tomato, pepper, eggplant, squash, pumpkin, cucumber and watermelon seed and field corn on contract. Edgar F. Hurff, Swedesboro, N. J.

Seeds. Contract growers of cucumber, muskmelon, squash and pumpkin; sweet flint and dent corn. The C. Herbert Coy Seed Co., Valley, Neb.

Seeds. Rhodes grass, Paspalum grass, Soudan grass, Couch, Prairie grass, Red Top grass. H. A. Peterson, Ltd., Brisbane, Queensland, Australia.

Seeds. Sweet, flint and dent corn, cucumber, musk and watermelon, pumpkin and squash. Western Seed & Irrigation Co., Fremont, Neb.

Seeds, specialties: Pepper, eggplant, tomato, vine seed and field corn. George R. Pedrick & Son, contract seed growers, Pedricktown, N. J.

Seed. Beet, sweet corn, bean, onion sets, potato. Prices will be quoted upon application. S. D. Woodruff & Sons, 82 Dey St., New York.

Seeds. Growers for the trade: Beans, peas, sweet corn, onion, turnip, radish, beet, etc. The Everett B. Clark Seed Co., Milford, Conn.

SEEDS.

Seeds. Peas, beans, corn and vegetable of all kinds in quantity and of highest quality. Jerome B. Rice Seed Co., Cambridge, N. Y.

Seeds. Wholesale field and garden seeds. J. Bolgiano & Son, Light, Pratt and Ellicott Sts., Baltimore, Md.

Seeds. Specialties: Lettuce, onion, sweet peas, aster, cosmos, nignonette, verbena in variety. Waldo Rohnert, Gilroy, Calif.

Seed. Vegetable and flower, of every description. The W. W. Barnard Co., 231-235 W. Madison Street, Chicago.

Seeds. Garden of all kinds. Write for catalogue. Everette R. Peacock Co., 4013 Milwaukee Ave., Chicago.

Seeds. Specialties: Beets, mangoes, carrots, cabbages, celeries, parsley, parsnips, turnips. R. & M. Godineau, Angers, France.

Seed. Flower and Garden seeds. Sweet pea and nasturtium a specialty. Routzahn Seed Co., Arroyo Grande, Calif.

Seeds. Growers of selected stocks of onion, lettuce, radish, carrot, sweet peas, etc. C. C. Morse & Co., San Francisco, Calif.

Seeds. Wholesale price list for florists and market gardeners. The W. Atlee Burpee Co., Philadelphia, Pa.

Seeds. Tomato, grown for the wholesale seed trade. Haven Seed Co., Santa Ana, Calif.

Seed. For the wholesale trade only. Braslan Seed Growers' Co., San Jose, Calif.

Seed. Flower, vegetable and farm. Wholesale only. Kelway, Langport, England.

Seeds. Bean growers for the wholesale trade. Henry Fish Seed Co., Carpinteria, Calif.

Garden Seeds. All varieties. I. N. Simon & Son, 438 Market Street, Philadelphia, Pa.

Seeds. Pea and bean. Alfred J. Brown Seed Co., Grand Rapids, Mich.

Seeds which succeed. Get quotations from Landreth, Bristol, Pa.

Sweet corn seed. Grown exclusively by the W. C. Pressing Seed Co., Norwalk, Ohio.

SMILAX.

Smilax. Extra good strong, well-rooted plants. From 2-in. pots, $2.00 per 100; $18.00 per 1000. Elmer Rawlings, Allegany, N. Y.

SNAPDRAGONS.

SNAPDRAGONS. We specialize in Snaps; grow our own seed from specially selected plants, continually improving color and winter-blooming qualities. Silver Pink, Rose Pink, Enchantress Pink, Lavender shades, red, white and yellow. 2½-in. branched, $4.50 per 100. Rust free. Cash please. HILLVIEW GREENHOUSE CO., Dept. K., La Crosse, Wis.

STRAWBERRY PLANTS.

STRAWBERRY PLANTS. 75 varieties. Also a complete stock of other fruits, ornamentals, etc. Catalog with wholesale prices sent to florists. L. G. TINGLE, 102 Railroad Ave., Pittsville, Md.

TULIPS.

Tulips. All high grade stock. For varieties and prices see display advertisement elsewhere in this issue. Vaughan's Seed Store, Chicago and New York.

If You Do Not Find What You Need in Our Ready Reference Department, Write Us About It

VEGETABLE PLANTS.

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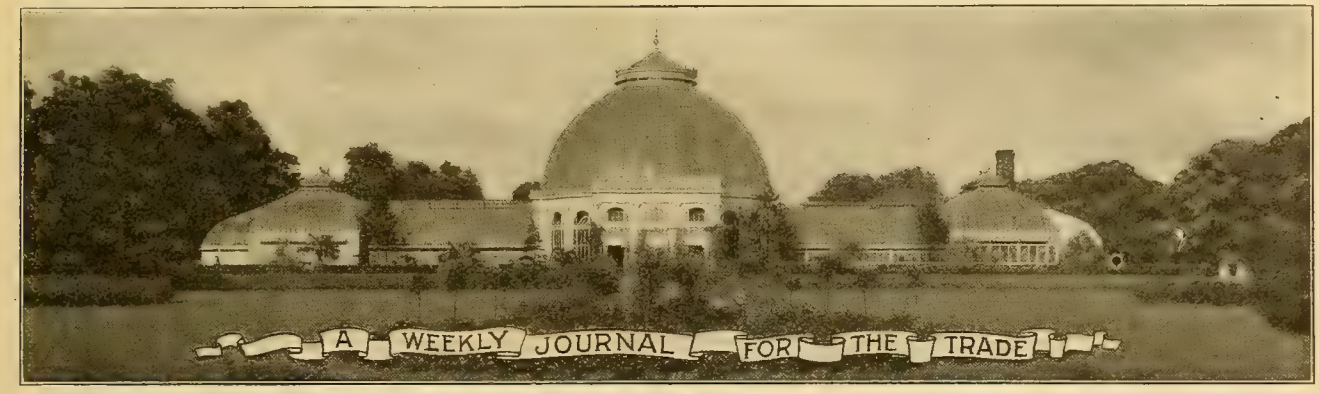

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THE AMERICAN FLORIST

ESTABLISHED 1885

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Entered as Second Class Matter Nov. 11, 1891 at the Post Office at Chicago, Illinois, under act of March 3, 1879.

PUBLISHED EVERY SATURDAY BY

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440 S. Dearborn St., Chicago.
Long Distance Phone: Harrison 7465.
Registered Cable Address: Ameflo, Chicago.

Subscription, United States and Mexico, $1.50 a year; Canada, $2.00; Europe and Countries in Postal Union, $2.50. Volumes Half Yearly From August 3, 1901.
Single Copies, 10 cents.

Address all correspondence, subscriptions, etc., American Florist Co., 440 S. Dearborn St., Chicago

SOCIETY OF AMERICAN FLORISTS AND ORNAMENTAL HORTICULTURISTS.

OFFICERS—J. F. AMMANN, Edwardsville, Ill., President; E. A. FETTERS, Detroit, Mich., Vice-President; JOHN YOUNG, 1170 Broadway, New York, Secretary; J. J. HESS, Omaha, Neb., Treas.
OFFICERS-ELECT—A. L. MILLER, Jamaica, N.Y., President; F. C. W. BROWN, Cleveland, O., Vice-President; JOHN YOUNG, New York, Secretary; J. J. HESS, Omaha, Neb., Treasurer.
The thirty-sixth annual convention will be held at Cleveland, O., August, 1920.

AMERICAN CARNATION SOCIETY.

Next annual meeting and exhibition, Chicago, January 21-22, 1920. OFFICERS: THEO. DORNER, Lafayette, Ind., President; C. W. JOHNSON, Morgan Park, Chicago, Vice-President; A. F. J. BAUR, Thirty-eighth St. and Rockwood Ave., Indianapolis, Ind., Secretary.

My Love Works in a Greenhouse.

In a quaint New England village,
On a drear October night,
A livery stable keeper met
A maid whose troth he'd plight.

Now he was tall and handsome
In a Denman Thompson way,
And she, oh my! was quite a queen,
She was so tall yet gay!

The livery stable keeper
When he asked her for her hand,
Attempted to embrace her,
But for this she would not stand.

Why, oh why, upon this manly breast
Will you not lay your head?
She looked into his whiskered face,
And this is what she said:
Chorus.
My love works in a greenhouse,
And there always is a smell
Of violets and geraniums
Upon his coat lapel.
Now, mind, I do not blame you
Nor do I make complaint,
But a greenhouse has a fragrance
That a livery stable aint.
—Chicago Tribune.

SUGGESTIONS FOR PLANT GROWERS.

Primulas.

As fast as the primroses grow, space them out so that there is a good distance between each plant, and so that the leaves do not touch, allowing room between the plants for a free circulation of air. If the plants are placed on a bench with a front and back board, place boards across and set the plants on these or stand the pots on inverted pots so as to bring them up into the air. Take care in watering not to wet the foliage more than necessary, or the leaves will be spotted. Many good primulas are ruined by being overcrowded and the foliage allowed to remain damp. If the plants are not going to be in flower for the holidays they can be placed in a temperature of 60° at night for a short time, which will rapidly bring them along, but do not attempt a higher temperature than that, nor for any great length of time. These plants are cold-loving subjects and are more satisfactory in a house that never goes above 50° at night. Primula obconica is now blooming freely and can be kept in bloom until spring if grown cool. These plants are particularly useful in filling Christmas baskets. Care must be taken in the handling of these plants by persons, who are at all subject to poisoning, from coming in contact with this, rhus, or other poisonous plants, for they sometimes cause a very troublesome and irritating eruption of the skin.

Ardisias.

The berries of the ardisias should now be turning a bright red and the foliage taking on that beautiful glossy appearance which makes this plant so popular at the holidays. Where these plants are grown in great heat the berries do not color as brightly, and the leaves lack that thick, leathery texture and glossy appearance, and the plants are not so satisfactory in the houses. They also chill very easily, and if this happens the berries drop off. It is much better to finish them from this time on in a bright, sunny house, with good ventilation; this will tend to color up the fruit and give the plants a much healthier appearance, and they will prove more satisfactory. We have seen these plants, where grown cool and not forced, hold their berries until the next year's crop was borne. Keep a sharp lookout for scale on ardisias; they quickly get covered with the brown scale unless carefully watched, and when these insects appear, constant washing is the great remedy. Clean off the first that appear. "An ounce of prevention is worth a pound of cure."

Catch Crops.

With the close competition that the greenhouse man is up against at the present day it does not pay to have any of the bench room idle, or if a crop shows that it is not going to succeed and be remunerative it had better be thrown out and the room occupied by something that will pay. The several different plants and flowers have their seasons, and when they are done a succeeding crop should be all ready prepared to take their place. It therefore pays to have some catch crop ready in cases of this kind. There are many annuals that can be grown and carried along in small pots and if not used and eventually discarded the loss is small. These, if planted out in the benches, will bloom in the early spring and give a very welcome variety to the flowers of that season. There are many flowers grown today that were first grown as catch crops, such as the antirrhinum. Among others which might be grown this way are the centaureas, either bachelor's buttons or sweet sultans, nasturtiums, lupines, calendulas, eschscholtzias, salpiglossis, schizanthus, stocks and others. There are also many of the early blooming perennials which can be lifted and heeled in where they can be easily ob-

tained during the winter and transplanted to the greenhouse. Among these are Coreopsis lanceolata, Aquilegia cœrulea, gaillardias, heulceras, sweet william, and others which the grower has in stock. A dealer will always find customers who appreciate these flowers, which are often not seen during the winter months, and by having the stock of a few of these odd things one can often plant out a section of a bench that otherwise would not be returning any revenue, and thereby prevent loss.

Stevia.

The early stevia will now be coming into flower, but if the plants are in pots, and there are a good large number, they should not be brought into flower all at once. By keeping some of the plants in a cool location they can be retarded so that plants may be had in bloom up to February. A house or deep frame where the night temperaure can be kept just above the freezing point will hold them in check and they can be brought in as desired. The dwarf variety is very easily handled in this manner, but the tall plants are not so easily moved around. Keep the plants well tied up, for the joints are very brittle and break down easily, and the long variety should be very carefully handled even after the sprays are cut, for they break down with their own weight when in flower.

Lilies.

The lily bulbs will soon be here and preparations should be made to handle them immediately upon their arrival. There is no time to waste in order to have this crop in the best of shape for Easter, especially with the bulbs that are imported from Japan. Whichever way the bulbs are to grow, whether in 4-inch or 6-inch pots, it is necessary to have pots enough on hand to pot them all up at once, and a pile of good, rich soil all ready, so that there will be no delay. The rapid potting of these bulbs by some growers is done as follows: The 6-inch pots are placed touching each other and then filled about half full of soil, the bulbs are then placed on the soil and the pot filled in nearly to the top and watered. This can be done in this manner very rapidly and there is but very little handling of either the pots or bulbs. After the bulbs are in the pots they should be buried outside until good, strong root growth has taken place; the success or failure of the crop will mainly depend on having the bulbs make good roots early. A frame that can be covered during excessive wet weather is the best place for these plants until they are brought into the houses. If the weather becomes very cold and severe the frames should be covered with sash or the beds have straw or some other protection thrown over them. If kept cool the bulbs will make strong roots before the top starts to grow, yet the ground over them should not be allowed to freeze or damage will be done. The giganteums for Christmas should now be growing nicely and the buds should show about November 10. If they do not appear by that time a little extra heat will be necessary to have them in on time.

HARTFORD CITY, IND.—Robert M. Henley, owner of the Henley Greenhouses, has purchased the range of C. C. Baker at Eaton and will add it to his establishment here.

THE RETAIL TRADE

Conducted by Robt. Kift, Phila., Pa.

Next Week in the Flower Shop.

The season should now be on with full speed ahead, weddings, debutante teas and other social affairs, keeping the six work days of the week nearly always full, from the opening to the closing hour. Have the store, with its various show features, in order before 9 a. m.; a littered up floor, and things out of place, gives an untidy look, and is anything but the decorative appearance that should be in view when the shopping commences. Always change the water in the jars, and go over the stock in the case before closing. Early morning orders will often interfere with this, if left until the next day. Anything that is a bit passe, should be removed to the storage case in the rear.

Give the fern and palm stock a good dusting every day or so, and syringe at least once a week. They will then look bright, clean and healthy. Rub the flat leaves of the dracænas, aspidistras and ficus with a dry canton flannel cloth. They will polish up beautifully with the oil in the leaves, which gives them a salable finish.

People are now, on account of so many social functions, in a buying humor, and the front of the store should be made as attractive as possible. A display of shapely tub evergreens and well filled window boxes with the same class of stock, in an attractive pavement arrangement, will be found salable, and sure to call attention to the store. The windows should be at their best, and frequently changed. A table decorated for a luncheon, or other affair, can be placed in the window. A half-size, nicely decorated in proportion, is sure to make a pretty feature and attract favorable comment. Lines of chiffon ribbon on the cloth, with tufted bows at intervals, are decorative.

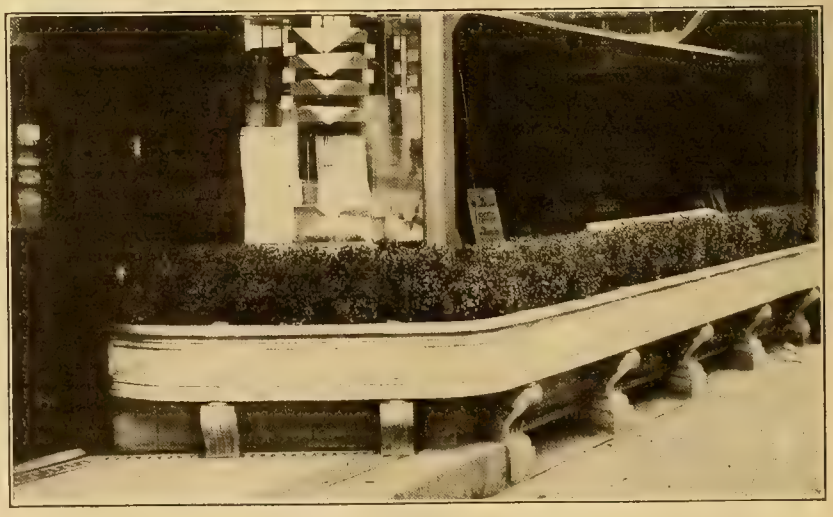
This is the foot ball season, and in all the large cities and college towns, the pennants and colors of the various teams scheduled to play at the week ends, are well worth a place in the window. Corsages, tied with the college ribbons, on display, are almost certain to find customers. For the larger and more important games, there is often a big demand, particularly for chrysanthemums, violets and red roses.

The correct placing of cut flowers in boxes, so as to insure their carrying safely, and make a good, first impression when the box is opened, is an important matter that does not always get the proper attention. Many florists have waxed paper cut into strips or widths that are used to separate each row of flowers, while some use a small square of the paper for each important flower. A sheet torn into narrow shreds, which is quite easy by making several folds of the paper, and tearing it the way of the grain, gives a fluffy filling that is nice to finish off a box. It is best to pack from either end, the long flowers first, then the next longest, keeping the short stems for the center. A tape passed through each side of the bottom at the center, tied over a narrow wax paper belt laid on the stems, in an easily undone bow, will keep the contents in place. A few loose pansies or violets, strewn over the other flowers, makes a nice finish. The flowers should receive a light sprinkle, and before the lid is placed, turned over to run off any surplus water that would otherwise soften the box.

Glass covers are now extensively used for tops of tables and desks, underneath which may be placed fancy papers, cretonnes or self-colored blotting sheets for certain color effects. If kept polished, such furniture always looks fresh any new. Very pretty effects may be worked out with ferns, pansies, daisies, etc., under the glass, where they will retain their form and color, as if pressed in a book.

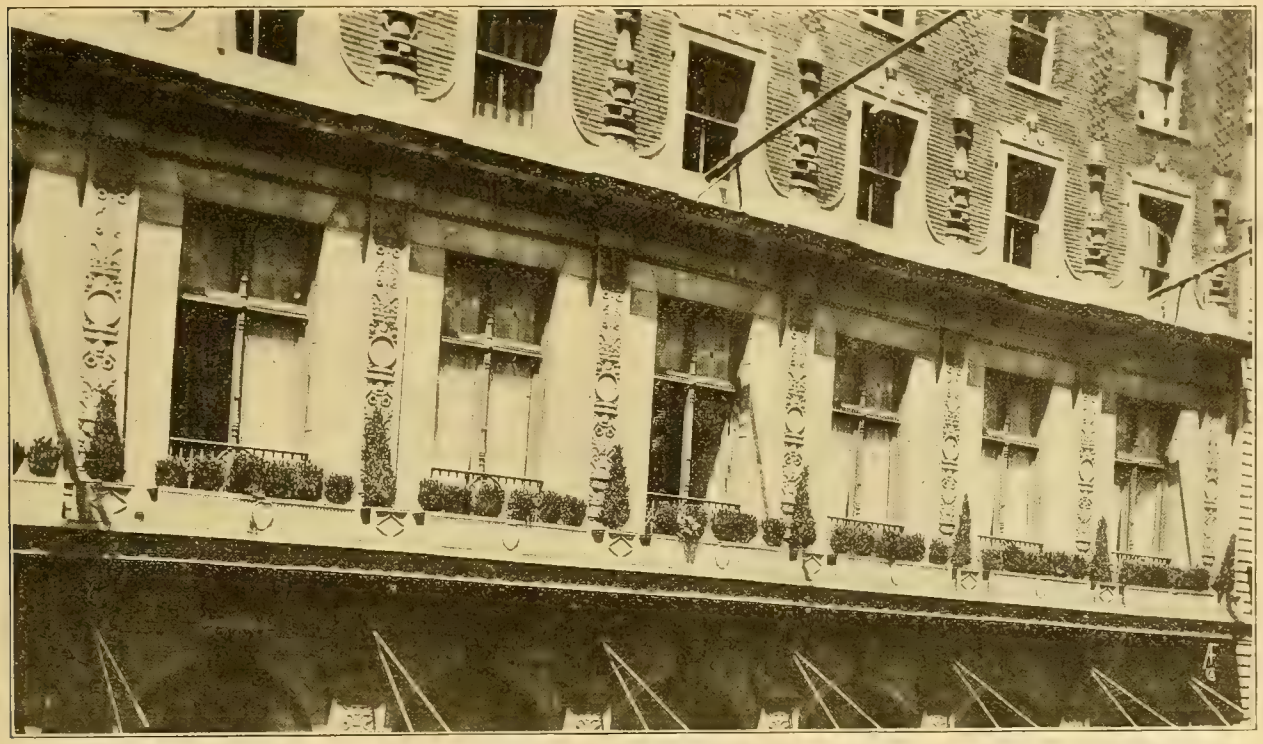
Get things out on time. It is very annoying to customers, if, when about to arrange flowers for a dinner or luncheon, they find they have not yet arrived. To have to make excuses over the phone, is bad for business. Keep appointments to the minute. Many persons apportion every quarter-hour of the day, and even a ten-minute delay upsets their schedule. Try laying out the work you will do tomorrow, on such a schedule. You will find it a great conserver of time.

Thanksgiving is coming fast. Plan to make the most of this fall holiday. There are many home-comings, and generally, an extra demand for plants to give life or a decorative finish to this or that room. It is generally the wind-



WINTER WINDOW BOXES.

Concrete Receptacle Filled with Boxwood for Decoration of Show Window Base.



WINTER WINDOW BOXES.

Terra Cotta Receptacle Filled with Boxwood Over First Floor Hotel Cornice.

up of the chrysanthemum season, when they are used in quantities, particularly for the Thanksgiving dinner table. It is getting to be more or less of a gift day, when boxes of flowers of all kinds are sent in acknowledgment of dinner invitations.

Are you a member of the Florists' Telegraph Delivery Association? If not, why not? You will go out of your way, and work hard, to secure a good customer. You will find the F. T. D. business a far greater asset than the best customer you have. It will be big from the start, and keep on growing as you nourish it. Apply for membership today to Secretary Albert Pochelon, 153 Bates street, Detroit, Mich. You will never regret it.

Store Front Decoration.

One of the greatest assets in publicity for the retail florist, is the inviting and decorative appearance of the outside front of the store, yet it is safe to say that not one in 10 are alive to its possibilities, or make use of any of the many points of vantage that are available, to call attention to their shop. A touch of paint makes a wonderful change in the appearance, and costs but a trifle, but because the landord is dilatory, or refuses to go to this expense, the dingy and neglected looking front is allowed to remain, month after month, greatly to the discredit of the business. If on the sunny side of the street, the necessary awning gets to looking shabby, but is carried along for the season, and perhaps, in its faded condition, made to do duty another summer. Nothing adds such a forlorn look to a store as a rusty and perhaps ragged awning. These very important matters should have attention before anything else. It is just as necessary, in fact, as the personal appearance of the proprietor, which, as a rule, is in keeping with the looks of the store.

Many retailers get into a rut, and run their business along the lines of least resistance. They buy cautiously, carrying but little stock, their rule being to get the orders first and then the stock to fill them. There is a class of buyers who patronize the men who go along in the old fashioned way and make no effort to keep their business up-to-date, with the idea that they can get plants and flowers for home consumption cheaper. When, however, they want something artistic, or made of the best flowers to send as a gift or for a funeral, the order is given to the more progressive florist whose name has become a synonym for all that is best in flowers. Many, who thought they had all of Mrs. Blank's work, and would get the approaching wedding of her daughter, were surprised to find it had been given to the competitor, whose enterprize had made his name worth as much as his flowers.

On all the busy city streets, thousands pass along continuously during business hours, each individual being a possible buyer. The florists' store, on account of the decorative nature of its plants and flowers, should be the best dressed shop in the block. It should stand out conspicuously with its wealth of foliage and flowering plants, so arranged as to make striking effects, and so beautiful at all times as to halt, even the man in a hurry, who pauses for just a moment to take a look. Those at all interested, attracted by the outward display, will draw near to get a view of the window, which being in keeping with the exterior, will in its studied arrangement, convince them that this is a safe shop to tie to; where there are men who understand their business.

There are a number of spaces on the street front that are available for producing decorative effects. One of the most prominent is the cornice over the window and doorway. This should be crowned with boxes of plants and vines. If there are several floors above, the window ledges should each have its box of plants and vines. The roof cornice can also contain boxes of showy plants and vines. Another very good space is on the pavement beneath the show window. This can be occupied with a box resting on the sidewalk, or the flagging can be cut, and the box concealed or the stock planted directly in the ground. Vases on pedestals either side of the store, even if they encroach slightly on adjoining properties are not likely to be objected to by the neighbors. The curb front can have its vases on pedestals, or choice evergreens or bay trees in tubs. There can also be hanging baskets, suspended from brackets set into the woodwork or wall on either side, well above the pedestal vases.

With the above described plant features in good order, the effect will be very striking, which aside from its decorative value, is educational, suggesting to many that they might use something similar to beautify their places of business or their homes. This may seem too elaborate, overdone as it were, but is not the case. The intention is to make it as showy as possible, so as to be sure to attract attention. The average person will say, "What a beautiful display," and will speak of it to others, who will come out of their way perhaps to see it.

To be always at its best, there will need to be severel changes and renewals during the seasons. The earliest filling should be with spring bulbs, then pansies, after which the summer-flowering geraniums and other blooming plants and vines. When they fade away in hot July, follow with crotons, pandanus and ferns; then in early October, with pot chrysanthemums. The winter filling in early November should be with boxwood or evergreens. While it will cost not a little to arrange and maintain such decorative effects, every penny should be charged to advertising, as in no other way can greater pub-

licity for one's business be carried out. To all who see it, the impression is at once favorable, and the florist is recognized as an artist in flowers.

At all such periods as Christmas, Easter, Thanksgiving, Valentine's day, Mothers' day, Memorial day and the opening of the fall season with autumn leaves, etc., there are opportunities for extra and timely decorative features, that call favorable attention to the store, and are sure to bring new business. At Christmas, arrange spruce or cedar trees over the cornice, decorate them with toys, red chenille, and miniature electric lights. Place a broad band of green boughs from the pavement to the cornice, on both sides of the store, and dot it with bunches or large stars of red immortelles or chenille. Decorate the whole front artistically with laurel wreathing, using bunches of red immortelles at the tieing of the loops. At Easter, white and purple immortelles or chenille take the place of the red, and Georgia pines instead of the spruce trees and branches. Fill the cornice box with Easter lilies, and spiræa.

For Thanksgiving week, corn stalks, with the ears half husked, and laurel branches can take the place of the green boughs, with some sheaves of wheat over the cornice.

Red hearts in profusion, on a background of southern smilax and pines, will give the front a very attractive appearance for St. Valentine's day. Large gilt bows and arrows can also be used with good effect.

Mothers' day should be green and white with a large script. Mother's day, and date, made of white chenille, placed against a flat background of laurel—this across the whole front of the store would be very conspicuous.

The Memorial day decoration should be of laurel, red, white and blue shields, and separate stars of the same color, together with a plentiful use of bunting and flags. All these feature displays should be up at least seven days before the event, so as to call attention to it, and get the full benefit in returns. All feature decorations should be at once changed back to the normal, immediately the event is past.

The Florists' Telegraph Delivery Association, has in its recent rapidly increasing activities been a great tonic to the retail business. The feature of last year's annual meeting was the display of the advertisements used by the various stores in their bid for business. The star exhibit in October will be of far greater benefit. This is to consist of photographs, made of the street front of the shops of the members. Nothing the association has so far done will so greatly enhance its usefulness. In getting this picture, each store will be made to look its best as seen from the street. There will be effects produced that were not thought possible, and a precedent or standard will be set, which in the increased local business, such an inviting exterior is sure to bring, will warrant a continuation along these lines. The vital energy of the F. T. D. is the business created by each member in his own store; keeping this telegraph delivery feature to the front at all times is essential, as comparatively few of the public know of this method of rapid delivery. All hats off to the member who brought out this photographic idea. It means a big boost for the business everywhere.

Chrysanthemums.

One of the most showy and decorative of the florists' cut flowers is the chrysanthemum. As now grown, when in the height of its season, there is nothing to compare with it in size of blooms, length of stem, or the wonderful coloring of its beautifully formed flowers. There are many still in the business, however, who can recall when this fall beauty was considered of little consequence, nothing being seen that was any larger than the ordinary pompon of today; growing to a single stem was not known at that time. Disbudding to get larger flowers for exhibition purposes, by private gardeners, first showed the possibilities, which commercial growers were not slow to realize, and wonderful strides were then made in forcing flowers for the market. Their season comprises the two months of October and November, when the great bulk of the stock is marketed. Extra well grown Golden Glow, the earliest yellow variety, finds a good sale during September, as does Smith's Advance, the earliest white, and some of the very late sorts are carried well along in December, but these latter are said not to be profitable as flower buyers tire of them by that time. During October and November, they are one of the most profitable flowers of the florist's stock. They are popular with the public, and are practical for all kinds of design or decorative work.

During the chrysanthemum period, they should be featured and made a principal part in all the store's decorations. Display them in floor vases and vase baskets, according to their size and length. Arranged with autumn leaves, which blend so beautifully with their shades of orange and red, they are very effective. Crowding them together in jars, to be placed in the case until asked for, loses all their decorative value. They can be sold singly or by the dozen, from the vase or vase basket, just as well as from the fibre jar, and much faster, as their artistic arrangement attracts attention. Certain varieties look best in baskets of a color that will blend or show a good contrast; the pinks in light blue, the reds in brown, the yellows shades in green or dark brown. Nearly all colors show up well in white or gilt. Flowers are much like other merchandise; they have to be well displayed to have attention called to them, so that their beauty will become so impressed on the observer, that they are led to desire and finally purchase them.

The small vase or tumbler baskets, which are so justly popular, can be used to good advantage with all the smaller flowered stock. The outdoor pompons, when the weather is favorable, come in very good colors, which when nicely arranged in suitable baskets, will be found very salable. The artistic arrangement of these small flower holders should be studied; the colors of the flowers, either used singly or coupled with another shade, which should blend or contrast pleasingly with the duotoned basket. A little knot of ribbon gives a nice finish. A larger flower or two worked in is also a good addition.

Each basket in a dozen or more should be prettier than another. When a lot of these are placed together, as a table full in a prominent part of the store, they are sure to attract buyers.

Good-sized, wide mouthed bowls, filled with bunches to be sold at a medium price, for those who want to a take a few home for the dining or library table, will require frequent stocking up.

Chrysanthemums are admirable for all kinds of spray or bouquet work. Their straight, stiff or medium strength stems, well clothed with foliage, lend themselves to graceful grouping, which in combinations of autumn leaved branches, make possible very artistic color effects. Such clusters are especially popular at the debutante teas, where, arranged about the room, they make a wonderful showing. They are also splendidly adapted for the funeral spray, being the principal flower used for this work during their season. The double spray or casket cover is most effective. Two large, loosely-made sprays are placed together and tied at the handles so as to make one spray about six feet in length. The center space is then filled in with shorter flowers, stemmed on sticks, which find a good hold in the handles. A good sized ribbon bow should also help fill this space, and at the same time, give a finish. Palm leaves can be used as a foundation, keeping the spray in shape during transportation or handling.

As a center for the dinner table, they are, in their varied colors, very effective. All yellow, all pink or white, are the shades generally selected for the luncheon. Autumn leaves or cut croton sprays are a great addition.

A beautiful effect, where there is no chandelier in the center, and rather a low ceiling, is to place a center rod that reaches to the wall above, in a base on the table. Flowers are tied to this slender column, spreading out well at the top, this space covered being extended by short-stemmed flowers stuck in a light wire frame work held against the ceiling by the center support. Much of the foliage is removed from the stems tied to the center column, so that it shall not be too thick and clumsy. When nicely done, the impression given is of a growing plant or vine in full flower. It is not, of course, true to nature, but produces a splendid decorative effect.

For the church wedding, they give a strong, bold color, and at the same time, light up and relieve the somberness of the groups and banks of palms. In tall standards, either side, they canopy the center aisle in a most effective manner. Another aisle decoration is to place a bunch at the end of each pew, tied with a good sized bow of ribbon, making a beautifully decked path to the altar.

Plants in flower, are useful for store decoration, selling, and arranging in groups of palms and ferns. As single specimens for sale, they should be featured with a little trimming to hide the pot, and add to the attractiveness by this bit of decoration. The plant looks better, sells better, and the recipient is better pleased for this little touch, which costs little but the time it takes.

WEST MENTOR, O.—Carl Hagenburger has purchased a large Packard truck. He is devoting his entire range of glass to growing pot plants, and is rapidly coming into prominence in this line.—T. J. M.

NEW ORLEANS, LA.—Henry Scheurman, proprietor of the flower store in the Cusach building, has opened a branch shop at Washington avenue and Carondelet street, formerly occupied by Mrs. Grauz.

VISITORS TO ROSE GROWERS OF PHILADELPHIA, PA.

Left to Right: Martin Samtman, John R Andre, A. A. Niessen, John Burton, Frank P. Myers, S. S. Pennock, Alfred Burton, (not a Florist), Geo Burton, John Westcott, Chas. E. Meehan, Stephen Mortenson. Front Row: J. W. Colflesh W. H. Engler, E. A. Harvey and Evans Harvey.

THE ROSE.

With Philadelphia Rose Growers.

Through the courtesy of John Burton, and his sons, Alfred and George, a company of 16 members of the craft enjoyed a trip, October 21, to the large rose growing establishments in Montgomery and Bucks counties, Pa. The members of the party were John R. Andre, John Burton, Alfred Burton, George Burton, J. W. Colflesh, W. H. Engler, E. A. Harvey, Evans Harvey, Chas. E. Meehan, Stephen Mortenson, Frank P. Myers, A. A. Niessen, S. S. Pennock, Martin Samtman, John Westcott, and Robert Kift.

Meeting at the Burton homestead, at 7:30 a. m., an inspection was first made of the original John Burton range, now under the management of his son, George. American Beauties are still a favorite here, although the number has been cut down from 50,000 plants to 25,000. These looked very well and were being grown to come in from Thanksgiving day on, with the heaviest crop to hit the holidays. Columbia was a favorite, taking the place of Maryland and Thora, a light sport of the same had been a wonderful producer. Columbia has so far proved a great bread winner. Stems that grade 18 inches appear to be the best sellers in this variety. A house of Premier looked well. The houses of Cypripedium insigne, well set with buds, were a feature. Mr. Burton's Queen street range was in excellent condition, there being houses of splendid Russell and Ophelia. Hadley is another standard, but still difficult to handle. When planting, Mr. Burton believes it is necessary to have strong young stock for best results.

Alfred Burton specializes in Russell and American Beauties. He has been very successful with Russell, being one of the first to find out its good qualities. He also has a large range filled with American Beauties.

The extensive range of Myers & Samtman, adjoining George Burton's Queen street plant, contain 100,000 roses, 60 000 of which are American Beauties which rose has long been a specialty here. The entire lot was in good condition, several blocks being now in. Other varieties were Russell, Ophelia, Hilda and Sunburst, which latter they do well. Hilda, their light sport of Maryland, a range of 8,000 plants of which was replanted this year after 11 years of service, is one of their best in returns. The 100,000 roses on the place had been replanted the past summer. All roses, except American Beauties, are watered all the year round by the overhead system. They find this most effective and a great labor saver. During the winter it is necessary to shake the water from the foliage. A model packing room, with adjoining cold storage facilities, ample for this large place, appears very efficient. Large barrels are used as vases for the American Beauties.

A short run to Roslyn, brought a group of three quite large places in sight. Groshens & Morrison have their entire range planted with Mrs. Russell, which Mr. Groshens finds to do very well. The stock was in splendid condition. Edward Towill's place looked in good shape. This is the home of seedling roses, new varieties coming out each year. A deep shade of pink, almost a red, is the latest arrival that has been tried out. A house of it looks very promising. Several other seedlings have undoubted merit. Houses of Ophelia and Mrs. Stotesbury are in good condition.

Adolph Farenwald's large houses contained Mrs. Russell, Mrs. Shawyer and Sweetheart. Watering is done by the Skinner overhead system, which is found a great time saver, syringing immediately after, which cleared the water from the foliage. The stock here looked well. Mr. Farenwald is thinking seriously of changing from coal to oil for fuel, which, if effective and not more expensive, will be more satisfactory in every other way.

A run was then made to A. M. Campbell's Ellenwood greenhouses, near Hatboro, where every inch of space in his over 50,000 feet of glass appeared to be working overtime. All the rose growers in the party were particularly pleased with the appearance of the stock. A feature is 10,000 Premier, which were making a great showing. Some "bull heads" were seen, which was ascribed to their very rapid growth. The entire place is planted with roses, all young stock this season. Double White Killarney looked particularly fine. A splendid lunch was then enjoyed at the Mineral Springs hotel at Willow Grove. Only for the hour, it would have been called a chicken dinner.

Stephen Mortensen's well ordered place at Southampton was the next stop. It is unnecessary to say that his stock of 39,000 plants were in keeping with his great reputation as a grower. Premier was six feet and over in height. These had been planted the first week in April, and had returned already over 50 cents per plant. Mr. Mortensen thinks it will easily beat Russell in returns. Columbia, Ophelia and Russell were fine. A large house of Killarney was on its last lap and would go out in the spring. Two houses of orchids were a feature. A block of Cypripedium Sanderæ, full of its light green flowers, was a picture.

The Joseph Heacock Co's. establishment, at Roelofs, was the next objective. Here the new house, 72x600 feet, was found fully glazed and one-half was being planted with sweet peas. The remainder will be filled with roses as soon as the ground is leveled off and sufficient steam pipes installed. Columbia looked very well, as did Premier, which was growing very fast. The dairy, with its 140 head of milking cows, was an interesting spot.

After a long run through a delightful country, the spires of the churches in Doylestown have in sight. Opposite the main entrance to the W. Atlee Burpee's Co.'s Fordhook farms is John R. Andre's well appointed establishment. The stock here was exceptionally fine.

Sunburst being especially noteworthy, with other sorts pushing it close for honors. Rose stakes, bent around a small gas pipe, made a sort of key ring, into which the top rose wire was placed and rigidly held. A tin shipping box interested the other growers, the same shape and size of the ordinary corrugated pasteboard, which it is thought will outlast many generations of these fragile carriers.

After being photographed, the party started for North Wales to see the Florex Garden range. It was nip and tuck in the race with the sun, which was rapidly sinking, a great ball of fire. The 20 minutes of daylight left on arrival, were made the most of, in a hurried glance through these great glass structures, the largest in the world. Premier and Columbia, the latter being largely grown, were doing very satisfactorily. Prima Donna and September Morn are still grown, but not in such large quantities. A light pink sport of Double White Killarney looks very promising. A new siding, which carries cars of coal to their bins, had proved a great labor saver.

With lights lit, the three cars made a quick return to Wyndmoor, where under the hospitable roof of John Burton, graced by the presence of Mrs. Burton and their daughter, all enjoyed a bountiful repast. A pleasant hour was then given to recounting the events of the well spent day. George Burton showed his versatility by entertaining the company at the piano on which he is quite an expert. With many thanks to their hosts for the delightful day the visitors finally departed. The registers showed that the cars had covered a distance of 115 miles.

GROWING HINTS OF THE EXPERTS.

Robert Jamison, in speaking of distance between plants, is of the opinion that the more you crowd a plant, the less you will get out of it.

Roses, such as Columbia and Premier, are such rank and fast growers that, as a rule, they are not given water enough, and this, in the opinion of Martin Samtman, is the reason for the deformed buds often seen on these varieties. Stock that is growing fast, needs plenty of water, particularly when setting buds, and without this extra nourishment, will come imperfect.

Too much mulching with manure at one time, is bad for Columbia and Premier, makes the growth too rank, and causes imperfect buds. It is better to give smaller applications and more frequent. This is the plan of Stephen Mortensen.

Wm. Geiger has this to say about filling bench space: "We plant whenever we have the space, roses or anything else. They generally come along and into flower at a time when we can sell them to good advantage. We topped Richmond chrysanthemums late in June, and planted the cuttings out of the sand into the bench in July." Each of these were seen supporting a beautiful large flower on an 18-inch stem. K.

BATAVIA, ILL.—The Kane Floral Co. is the new name of the retail branch of the Batavia Greenhouses business, which has been taken over by Chicago interests, with Thomas Conlon, formerly with Poehlmann Bros. Co., at Morton Grove, as manager. The business, as above named after the county, is to be incorporated.

Morris County, N. J. Flower Show.

The twenty-third fall flower show of the Morris County, N. J., Gardeners' and Florists' Society, was held, October 29-30, in the armory, Morristown, N. J. This society has for years been noted for staging good shows, and this year it amply sustained its reputation. One may believe that in arrangement, rather than in material, this show was an improvement on the average chrysanthemum show. For a number of years, it has been the custom in shows of this kind, to arrange long lines of large blooms, with short stems, in glasses. There was always something wearisome to the beholder in this practice. If he had a fervid imagination, it reminded him of that custom so pleasing to governments in the dim past—, of striking off the head of a rebellious subject, and affixing it to a gate post. In the Morristown show, while there were single specimens, the chrysanthemum stock was largely arranged in groups, with, we believe, better effect.

At one end of the hall, on a raised platform of large space, the Charles H. Totty Company, Madison, N. J., made a fine exhibit of many varieties of chrysanthemums, exhibition, single and pompon varieties, but not in competition. This company, for 10 vases of single chrysanthemums, in 10 varieties, six sprays to a vase, took first prize. Also, for 10 flowers of pink, first, and 10 flowers of "any other color," first. In addition to the above in the chrysanthemum classes, prizes were awarded the New Jersey hospital, Greystone Park, (Otto Koch, Gr.); Dudley Olcott, Morristown, (Chas. Burbanes, Gr.); Mrs. Redmond Cross, Morristown (A. Failer, Gr.); Joseph Bradley, Morristown (Howard Cole, Gr.), and Frank Brease, Morristown.

In the center of the hall there was a group of chrysanthemum plants in flower, arranged with foliage plants for effect covering 75 square feet, by Robert Tyson, gardener on the estate of Mrs. H. McK. Twombly, Madison, N. J., which took first prize; Major L. F. Dunham, Madison (Ernest Wild, Gr.), second. A group of chrysanthemum plants in flower occupying 50 square feet, arranged for effect, Major L. L. Dunham, first; David Francis, commercial grower, Morristown, second. For 24 flowers, in four varieties, six of each, Mrs. Twombly was first. For 15 flowers, in five varieties, three of each. Maj. L. L. Dunham was first. Other prizes were taken by the last named exhibitors, their complete exhibits being conspicuous features of the show.

ROSES.

At this time of the year chrysanthemums usually predominate in shows, but in this one, the roses, if not taking such large space, were noteworthy attractions. A silver cup, offered by Miss Ruth Twombly, for a table of roses, the table 5½ feet in diameter, was won by the Charles H. Totty Company. The varieties were: Frank W. Dunlop, Hadley, Madame Butterfly, Ophelia, Double White Killarney, Premier, and Columbia. This company also made a fine display of the variety, Frank W. Dunlop, on long stems, arranged for effect, in a tall handle basket.

In the rose classes the Duckham-Pierson company, Madison, N. J., came near making a clean sweep of first prizes. They took first for Premier, Columbia, Mrs. Charles Russell, Hadley, Ophelia, and Double White Killarney. L. B. Coddington, Murray Hill, N. J., took first for Mrs. Aaron Ward, and second for Ophelia, Hadley and Premier. For a vase of 25 blooms, one or more varieties, arranged for effect, Mrs. Twombly was first and Noe & Ruzicka, Madison, N. J., second. There was no competition in American Beauty roses.

CARNATIONS.

Although it is yet early for carnations, there were good exhibits. In the various classes the Rose Shop, Summit, N. J., took five first prizes. Other first prize winners were Otto H. Kahn, Woodbury, L. I., N. Y. (Jas. Fraser, Gr.); Forest F. Dryden, Bernardsville, N. J. (J. D. Davidson, Gr.), and Dudley Olcott.

ORCHIDS.

For table of orchid plants, in flower, arranged with ferns for effect, Mrs. Twombly was first; F. F. Kerr Est., Summit, N. J., second. Joseph A. Manda, West Orange, N. J., made an interesting exhibit of a table of Cypripedium insigne Sanderæ, not in competition. Lager & Hurrell, Summit, N. J., exhibited rare varieties of cypripedium, not in competition.

Table decorations by commercial florists were staged, October 29, as follows: John M. Barker, Morristown, first; The Rose Shop, second; David Francis, third.

The judges were: Frank H. Traendley, New York; Eugene Dailledouze, Brooklyn, N. Y.; W. H. Waite, Rumson, N. J.; Peter Duff, Orange, N. J.; William Turner, Rumson, N. J. Arthur Herrington, Madison, N. J., superintended the show.

On the evening of October 29, the society gave a sumptuous dinner to the judges and a number of their friends, Frank Traendly being the guest of honor.

H. C. Holmes, a commercial florist of Morristown, occupied 75 square feet of space with a well arranged exhibit of palms and other foliage plants, not in competition. A. F. F.

Horticultural Society of New York.

The exhibition of the Horticultural Society of New York, held in the American Museum of Natural History, October 30-November 2, was not up to expectations or to the excellence of former years. In several past seasons the great attractions of the society's fall shows have been the large specimen bush, standard and odd-shaped chrysanthemum plants grown on the Lewisohn and Delamar estates. Neither of these estates exhibited this year. There was also a heavy falling off in the entries of cut stock from other private exhibitors. It may be that the unseasonably warm weather had a bad effect on much stock intended for the exhibition, and again, it is possible that much stock is being held for the exhibition of the Chrysanthemum Society of America show which will open November 5. But, notwithstanding disappointments, there were a number of creditable exhibits. The commercial growers, including the Chas. H. Totty Co., A. N. Pierson, Inc., Lager & Hurrell, Joseph A. Manda and Robt. G. Wilson, as our military friend would say, "saved the day."

Near the entrance to the hall, Lager & Hurrell, Summit, N. J., staged a novel and attractive exhibit of orchids. The centerpiece was a large plant of Ardmanthe Foroii (Vanda). It was a remarkable production, having flower-

ing tendrils six to eight feet in length. This took the sweepstakes prize, a silver medal. In the collection were a number of rare types of cypripediums and other varieties, the collection winning another silver medal. Joseph A. Manda, West Orange, N. J., won a gold medal for a table of Cypripedium insigne Sanderae.

The rose section was interesting, showing what we believe are the latest and best productions. The Chas. H. Totty Co. received a silver medal for the varieties Frank W. Dunlop and Madame Butterfly, and A. N. Pierson, Inc., Cromwell, Conn., were awarded silver medals for Crusader and Pilgrim. Other awards in the rose classes were made to Mrs. J. Hood Wright, New York, (Chas. Thomas, Gr.); Mrs. L. V. Skidmore, Great Neck, N. Y., (Louis Peante, Gr.); Miss S. D. Bliss, New Canaan, Conn., (John T. Burns, Gr.).

In chrysanthemums, the Chas. H. Totty Co. took first prizes for a vase of 20 bloms, one variety; collection of pompons, 25 varieties, and collection of singles, 25 varieties. Other awards in this section were:

Vase of one or more varieties, arranged for effect with foliage—Mrs. F. A. Constable, Mamaroneck, N. Y., (James Stewart, Gr.) first; Mrs. Payne Whitney, Manhasset, N. Y., (Geo. Ferguson, Gr.) second. Mrs. Whitney also took four first prizes for specimen bush plants.

Twelve vases, 12 varieties, three blooms of each.—Mrs. E. S. Bayer, Mt. Kisco, N. Y., (Alex. Thornson, Gr.) first.

Twenty-four varieties, one of each,—Mrs. Bayer, first; Mrs. Whitney, second.

Collection of singles, 12 varieties.—Miss Bliss, first.

Collection of anemones, six varieties, disbudded, six of each.—Mrs. Whitney, first.

Collection of pompons in any varieties.—A. N. Pierson, Inc., special prize.

Vase of large blooms.—Mrs. Howard Phipps, Westburry, N. Y., special prize.

In carnations, Mrs. Whitney took six first prizes and Mrs. Wright, two second prizes.

Robert G. Wilson, Brooklyn, N. Y., was awarded a silver medal for collection of ferns, a different type of Pteris tremula. These were of large size and attractive, of graceful habit and said to be very rubust in growth.

A. F. F.

Society of Iowa Florists.

DES MOINES MEETING, NOVEMBER 11-13.

The Iowa Horticultural Society, working with the Society of Iowa Florists, will hold its annual autumn show, November 11-13, at the Coliseum, Des Moines. We are looking forward to a splendid meeting, full of interest and enthusiasm.

At the banquet, Wednesday evening, November 12, we are to have with us J. F. Ammann, president of the Society of American Florists, who will address us on the subject, "Co-operative Publicity." Mr. Ammann recently returned from the annual meeting of the Florists' Telegraph Delivery Association at Buffalo, N. Y., and will, therefore, be eager and enthusiastic to pass on to us some of the many good things resulting from that meeting.

Let us have a goodly number of representative Iowa florists present, and show our national president that the florists of this section are alive.

J. T. D. FULMER,
S. A. F. State Vice-President.

PORTLAND, ORE.—Following a recent meeting of local florists it is reported that the trade here went on record as favoring Sunday closing.

National Publicity for Flowers.

The following is taken from the October number of the Journal of the S. A. F., delayed in its appearance through the vexatious strike in the printing trade in New York, which has tied up in the neighborhood of a thousand publications:

"THE INFLUENCE OF OUR SLOGAN."

"Of late, we have, in the columns of the trade press, presented evidence of the growing popularity of our slogan, 'Say it With Flowers,' and its use in the direction of publicity other than that which our campaign fund provides. George E. M. Stumpp, one of New York's prominent florists, and a generous supporter of our campaign, is a member of the Kiwanis Club, a national organization of business men, with branches in all of the principal cities of the United States. The club has an official organ known as the "Kiwanis Torch," and Mr. Stumpp sends us a clipping from the August number, which is further evidence that our slogan is carrying us beyond the sphere wherein we hoped to spread our doctrine. We intended in our limited space to reproduce only a portion of the article, but the sentiment in it is so beautiful that we ungrudgingly present the greater part of it. It is written by the editor, who evidently wrote it while convalescing from a sickness. Here it is:

"Then of course I had to lie around in bed for 10 days and Sim., the secretary of the Kiwanis Club, sent me some flowers, and he must have passed the word to some other secretaries for, bless me, if the wagons didn't begin to back up in front of the place with flowers until the neighbors thought I had died.

"Were you ever lying in bed, so sick you wanted to get up and bite your father, and then have your wife come to the bedside and lay a great armful of roses beside you? It makes a great big lump come up in your throat, and makes you sniff like you had a cold, and more than that, it makes you realize that behind all the badinage, all the kidding, all the college fraternity nonsense that permeates these organizations to which we belong, there is a real depth of love, a real sympathetic interest and a real feeling of regret that you are down on your back and suffering.

"To know that around your town are fellows who love you, who with an armful of daisies or a great sheaf of gladioli are saying: 'Old man, mere words are but empty and meaningless things, but let this bunch of flowers show you that I have stopped in the midst of a busy day to send you these, that you may know I have thought of you, and want their fragrance to represent to you the fine feeling of love and friendship I have for you.' Darn it all, fellows, as one after another came, I found that a big tear was creeping down my face, and I turned over so my wife would think it was the light shining in my eyes that did it.

"Our Kiwanis florist says: 'Say it With Flowers,' and I am in most hearty accord with the thought, for there is no way you can say it so beautifully, so sentimentally, and so well. Lots of times, I have sent them, but this is my first experience on the receiving end, and I want to tell you that I shall send more in the future.

"I never expect to need any charity from any of the organizations to which I belong. The prospects are that I shall never be in want. But if my years of activity, all my time invested, all the dues I have paid, and everything I have done in all of them, paid me no other dividend than those flowers when I was sick, I should feel amply repaid, and that I have made a most wonderful investment.

"We weary of eating and drinking, of going up and down the world, of looking at its mountains, the rivers that water it, and the cities which make its prosperity. We tire of chasing the laurel wreath of Fame and the bauble of Prominence. But we never tire of our friends and those who smile as they look into our eyes.

"After all, the friends we accumulate are the greatest asset we have as we grow on toward the twilight zone of life. Friendship is love with his wings clipped so he can not fly away, and as they represented these friends, those flowers were the sweetest things I have ever known."

And yet our committees are finding it a hard task to collect a fund big enough to carry our slogan—admittedly the best and most suggestive of all the slogans used in the business world—to the people whose minds are open to its reception, and whose pockets are to furnish the material benefit which is the object of our campaign. When our large army of non-subscribers can, even in a small way, realize the vast amount of good being created for our industry, and in which they are sharing, there will, perhaps, be forthcoming a better response to our appeals for subscriptions. It is hard for anyone who has intelligently followed the course of our campaign, to understand why so many florists continue to hold aloof with their support. E. J. Steele, manager of Steele's Pansy Gardens, Portland, Ore., writes, under date of October 23: "Friend Young:—Am pleased to see the good work going on, and often wonder if the multitude of 'Let George do it' tightwads in America does not make you feel somewhat weary." Did our committees not have the greatest confidence in the ultimate attainment of their aims, they might get weary. But the very excellence of their success so far is sustaining them in their work, and their "feet" are still "warm."

The campaign must be kept going. We have entered "the land of promise," and our reward is already at hand. Help us, Friend Non-subscriber, to our goal of $100,000, so that we may all share in the bounty which our craft so much desires.

JOHN YOUNG, Sec'y.

Boston.

HEAVY SUPPLY BUT FREE MOVEMENT.

Trade has been very brisk during the past week, with the surplus kept well cleaned up with a number of debutante parties and teas. Cut stock is plentiful, and the market is overcrowded with chrysanthemums, which are now selling at from $1 to $4 per dozen. Carnations arrive in great quantities, the best being offered at $4 per 100. Roses were never better and clean up easily at fair prices. Single and button chrysanthemums are very popular and lead the larger types in sales. Easter lilies are entirely out of the market. Callas now return $3 per dozen.

NOTES

At the annual meeting of the stockholders of the flower exchange October 25, the entire board of officers was reelected and the by-laws amended that the annual meeting might be held anywhere in the city. Following the business session, the annual banquet was held at the Parker House, among the speakers being W. C. Stickel, Henry Penn, Wm. N. Craig, Wm. Elliott and G. Thommen.

The W. W. Edgar Co. is showing a fine lot of orange trees in fruit. Good cuts are being made of cyclamens and begonias, as well as Oconto and Halliday chrysanthemums.

Wm. Elliot is now cutting fine rose stock at his Madbury range. At his Brighton houses, he has a fine stock of chrysanthemum plants. S. K. G.

THE AMERICAN FLORIST

ESTABLISHED 1885.

Subscription, United States and Mexico, $1.50 a year; Canada $2.00; Europe and Countries in Postal Union, $2.50.

When sending us change of address always send the old address at the same time.

Advertising rates on application.

From the first issue THE AMERICAN FLORIST has accepted only trade advertisements.

Advertisements must reach us Tuesday (earlier if possible) as we go to press Wednesday.

We do not assume any responsibility for the opinions of our correspondents.

THE AMERICAN FLORIST
440 S. Dearborn St., CHICAGO

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"SAY IT WITH FLOWERS" week at Washington, D. C., is reported an unqualified success.

THE New York Sun Paris special says it is understood that the United States and Great Britain have consented and passed what is described as a "move unique in the history of the empire" in the permission just granted to British commercial travelers and representatives of business houses to travel on any British warship leaving the country for abroad.

THE Central Trust Company, Chicago, in its November digest of trade conditions says: "Business totals for September were large, and so far for October, they have continued large, but it would be unreasonable to assume that we shall not soon feel the effects of decreased production. It is probable that the business totals for the month of October will show a decline."

Personal.

Adam Graham and two daughters, of Cleveland, Ohio, are planning a trip around the world, leaving home the latter part of December. They propose to tour California, sailing from San Francisco early in February for the Orient.

More Cars for Coal.

The federal railroad administration has taken steps to increase the number of cars available for moving coal by issuing orders, effective immediately, that where cars are not unloaded by the consignee within 24 hours after delivery, coal will be dumped on the ground and the cars put in service again.

Chrysanthemum Society Exhibition.

All indications point to a splendid showing of fine stock, both from commercial and private growers, at the annual meeting and exhibition of the Chrysanthemum Society of America, in connection with the American Institute of the City of New York, in the Engineering building, 25-33 West 39th street, that city, which opens as we go to press, continuing three days. A number of very large blooms have already been staged and others are on the way. Noteworthy among the flowers already in place are the fine specimens of the variety, Mrs. C. W. Johnson, entered by Charles W. Johnson, Chicago, secretary of the society. The exhibit of the Chas. H. Totty Co., Madison, N. J., also presents some promising new offerings. All classes will be well represented when all of the displays are in place, including much excellent stock from private estates.

REPORTS OF EXAMINING COMMITTEES.

Cincinnati, O., October 25.—No. 11,017, pink Japanese reflex, scored 84 points commercial; exhibited by Baur & Steinkamp, Indianapolis, Ind.

Chicago, October 27.—Clarice, light pink pompon, scored 86 points; exhibited by Elmer D. Smith & Co., Adrian, Mich.

CHAS. W. JOHNSON, Sec'y.

The Coal Strike Menace.

Aside from the general distress and discomfort that a general strike of coal miners would bring about, it would be a calamity to the florists of this country. The Society of American Florists and kindred organizations, while powerless to prevent a strike, should be swift to pledge their support to the administration and congress in whatever steps may be taken to avert this impending disaster. Ex-President Taft, is not a man that is easily excited, but here are extracts from a speech he delivered at New Haven, Conn., October 26:

"The radical element in labor organizations is seeking to compel a change in the government of the United States, and the conservatives, who deny that this is the purpose of the steel and the proposed coal strikes, will lapse into the common cause with the radicals. We must resist this attempt to take the country by the throat, and by highwaymen's methods to force political and unreasonable economic concessions. We face, during the coming winter, the possibility of widespread distress and lawlessness which will require our whole strength to relieve and suppress by the authority of government.

"It is proposed to put the whole country under a duress of threatened starvation, freezing and complete paralysis of business industry to secure a complete readjustment of social conditions, a redivision or annihilation of property, a taking over by the state of all industries, and a subjection of the large majority of the people to the labor soviet."

The ex-president states the situation with clearness and courage, and his words should be heeded.

A. F. F.

Club Meetings Next Week.

[Secretaries of clubs and societies are requested to send notice of change in time, date and place of meetings.]

Baltimore, Md., November 10, 8 p. m.—Gardeners' and Florists' Club of Baltimore at Royal Arcanum hall, 18 Saratoga street. Robert T. Paterson, secretary, 934 East Preston street, Baltimore.

Chicago, November 12, 8 p. m.—Gardeners' and Florists' Union No. 10615 at 232 North Clark street. Louis Heidtmann, secretary, 4653 Fulton street, Chicago.

Cincinnati, O., November 10, 8, p. m.—Cincinnati Florists' Society at 5.32 Race street. Alex Ostendarp, secretary, 14 East Third street, Cincinnati.

Davenport, Ia., November 13, 8 p. m.—Tri-City Florists' Club at home of member. Wm. Knees, Jr., secretary, Moline, Ill.

Detroit, Mich., November 12, 8 p. m.—Detroit Florists' Club at Hotel Statler. H. C. Foerster, secretary, 1634 Woodward avenue, Detroit.

Hartford, Conn., November 14, 8 p. m.—Connecticut Horticultural Society at county building. Alfred Dixon, secretary, Wethersfield.

Helena, Mont., November 15.—Florists' and Nurserymen's Association of Montana. E. A. Calmettes, secretary, Helena.

Knoxville, Tenn., November 11, 7:30 p. m.—Knoxville Florists' Society at store of member. Robert E. Mapes, secretary, Box 116, Knoxville.

La Crosse, Wis., November 14, 8 p. m.—Associated Florists of La Crosse at the Flower Shop. L. E. Metcalf, secretary, 501 Main street, La Crosse.

Lenox, Mass., November 12, 7:30 p. m.—Lenox Horticultural Society at town hall. Henry Heeremans, secretary, Lenox.

Louisville, Ky., November 12, 8 p. m.—The Kentucky Society of Florists at Y. M. H. A. hall. Jos. Abele, secretary, Louisville.

Madison, N. J., November 12, 8 p. m.—Morris County Gardeners' and Florists' Society at Masonic hall. Edward Reagan, secretary, Morristown.

Newark, N. J., November 13, 8:30 p. m.—Essex County Florists' Club at Roever's hall. David Murphy, secretary, 181 Clinton avenue, Irvington, N. J.

New London, Conn., November 13, 8 p. m.—New London Horticultural Society at municipal building, State street. Stanley Jordan, secretary, Harkness estate, Waterford, Conn.

Newport, R. I., November 13, 8 p. m.—Newport Horticultural Society at Music hall. Fred P. Webber, secretary, Nelville, R. I.

New York, November 10, 8 p. m.—New York Florists' Club at Grand Opera House building, Eighth avenue and 23rd street. John Young, secretary, 1170 Broadway, New York.

New York, November 12, 8:30 p. m.—Greek-American Florists' Association at 119 East 28rd street. C. P. Thomas, secretary, 58 West 28th street, New York.

Rochester, N. Y., November 14, 8 p. m.—Rochester Florists' Association at 95 East Main street. Ambrose H. Secker, secretary, 357 Linden street, Rochester.

Seattle, Wash., November 11, 8 p. m.—Seattle Florists' Club at Henry building. Thos. Wylie, secretary, Holly street, Seattle.

St. Louis, Mo., November 13, 2 p. m.—St. Louis Florists' Club. No regular place of meeting. J. J. Beneke, secretary, 3648 Humphrey street, St. Louis.

Toronto, Ont., November 10, 8 p. m.—Toronto Retail Florists' Club at Dunlops hall. H. W. James, secretary, 16 Adelaide street, Toronto.

Coming Exhibitions.

[Secretaries are requested to supply any omissions from this list and to correct any dates that have been altered since the last advices.]

November, Auburn, Ala.—Annual meeting and exhibition of flowers of the Alabama State Horticultural Society. W. C. Cook, manager of exhibits, Auburn.

November 8-11, New York.—Special exhibition of plants and flowers in connection with the opening of the new central display greenhouse, botanical garden, Bronx park. Exhibitors will please address the Director in Chief, New York Botanical Garden, Bronx park, New York City.

November 13-14, Indianapolis, Ind.—Flower show of the State Florists' Association of Indiana at Claypool Hotel. O. E. Steinkamp, secretary, 3800 Rockwood avenue, Indianapolis.

November 13-14, Providence, R. I.—Chrysanthemum and fruit show of the Rhode Island Horticultural Society. E. K. Thomas, secretary, Kingston, R. I.

November 10-15, Des Moines, Ia.—Fall show of the Iowa State Horticultural Society. Wesley Green, secretary, State House, Des Moines.

January 21-22, 1920, Chicago.—Annual exhibition of the American Carnation Society. A. F. J. Baur, secretary, 3800 Rockwood avenue, Indianapolis, Ind.

Wants, For Sale, Etc.

Small Type, 12 Cents Per Line, Each Insertion. Display, $1.50 Per Single Column Inch, Each Insertion. These prices are net, cash with order. For Plant Advs., See Ready Reference Section.

Where answers are to be mailed from this office enclose 10 cents extra to cover postage, etc.

Situation Wanted.—By an experienced, all around grower; single. Please state wages and particulars. Address,
Key 430, care American Florist.

Help Wanted—Girl to work in loop flower store. Apply
M. E. Poletsos,
35 E. Adams St., Chicago.

For Sale.—A retail establishment of 8,000 feet of glass; with store. Everything in first class condition. Address
Key 405, care American Florist.

FOR SALE

A good wholesale and retail florist business with 20,000 square feet of glass, well stocked; 35 acres of land, 8-room house, good barns; all in good condition. In New England States. Price $35,000. Address
Key 431, care American Florist.

WANTED

Competent man for high class florist shop.

JOSEPH TREPEL,
334 Lewis Ave., BROOKLYN, N. Y.

Help Wanted

Experienced greenhouseman for growing pot plants. Wages $30 per week. Call at once.

JOSEPH MICHAL,
6416 South Halsted Street, CHICAGO

Help Wanted

Man for retail store in Brooklyn, New York. Good position to right party. Address
A. F. F. care American Florist,
57 West 27th St., New York.

Help Wanted

At once, experienced florist. Man preferred. State wages expected and send references.
Department of Horticulture,
Iowa State College, Ames, Iowa.

Help Wanted.

Leading Chicago wholesale house has openings for several clean-cut young men. Splendid chance for advancement at good starting salary. We pay higher wages than other houses in the city. All replies held strictly confidential.
Key 434, care American Florist.

Help Wanted

Man to take charge of night work. New Bernard boiler. Give reference and what salary in first letter.

BEAUMONT FLORAL CO.
BEAUMONT, TEXAS.

Situation Wanted

As a foreman in a medium sized florists place. Life experience in the growing of cut flowers, all kinds of potted plants, etc. Can give entire satisfaction with my work and expect good wages. Middle aged, single man. Address
Key 433, care American Florist.

FOR SALE

Controlling interest in established pottery; all up to date machinery; new plant and kilns. Address
Key 435, care American Florist.

BOILERS — BOILERS

ALL SIZES.

Selected Boiler Tubes, all sizes, for greenhouse piping and **Retubing Boilers.** Thoroughly cleaned like **New** and trimmed. Complete stock of **New** and **Second Hand** Pipe, Valves, Fittings, etc.

LEVINE & CO.
3738 South Halsted Street, CHICAGO, ILL.
Phone Boulevard 9354.

Store Florist Wanted.

Write or wire **Alpha Floral Co., Kansas City, Mo.,** if you can design, sell and decorate. Only good man need apply, as we want man of exceptional ability.

Members of the F. T. D.

Bay Trees for Sale

Two fine specimens which have outgrown their present location; 6 feet 2 inches high, with heads 42 inches wide; now in tubs 28 inches square. A good acquisition for either park or private use. Address
The Bullock Greenhouses, Elkhart, Ind.

FOR SALE

Three ranges of glass near Chicago. One planted with carnations and the other two with roses. Each range is separate and located in different localities. Do not answer this if you have not $50,000 for each or can place $20,000 down. These are bargains.
Key 416, care American Florist.

OFFICIAL S. A. F.

Shipping Labels

Actual size of leaf 2¾x5¾ inches

FOR CUT FLOWERS: in two colors, gummed paper; your card, etc., in black and leaf adopted by the S. A. F. in red. Prices: Per 500, $3.35; per 1000, $5.00. Samples on request. Electro of leaf, postpaid, $2.00. Cash with order.

AMERICAN FLORIST CO.
440 S. Dearborn St., CHICAGO

New Business

There are many new men in the trade and they want to know now where to

LOOK FOR STOCKS

The best way to tell them is by regular advertising in these columns.

The new conditions of business demand special effort on the part of those who have goods to sell.

AMERICAN FLORIST CO.
440 South Dearborn Street
CHICAGO

Christmas Trees and Decorations for 1919

We Will Book Your Order for the Following for Shipment Dec. 1st to 15th:

Our shipping facilities for all points in the middle west and west are excellent and are in position to give prompt service, as we carry large stocks. Our **Natural Christmas Supplies are CAREFULLY SELECTED,** and our offerings are only of the **BEST QUALITY.**

CHRISTMAS TREES

Northern Blue Spruce

3 to 4 ft. trees	per dozen,	$ 2.00
5 to 6 ft. trees	per dozen,	3.25
7 to 8 ft. trees	per dozen,	4.50
9 to 10 ft. trees	per dozen,	6.50
12 ft. trees	per dozen,	12.50
14 ft. trees	per dozen,	18.00
16 ft. trees	each,	2.50
18 ft. trees	each,	4.00
20 ft. trees	each,	5.00

Selected Vermont Trees

4 to 5 ft. trees	per dozen,	$ 5.00
5 to 6 ft. trees	per dozen,	6.00
6 to 7 ft. trees	per dozen,	8.00
7 to 8 ft. trees	per dozen,	10.00
8 to 10 ft. trees	per dozen,	15.00
10 to 14 ft. trees	each,	3.00

WREATHS

Holly Wreaths	per dozen,	$2.25
Evergreen Wreaths	per dozen,	2.25
Magnolia Wreaths	per dozen,	2.25

MISTLETOE

3 lb. carton	$1.00
25 lb. carton	6.25
Per pound	.40

SOUTHERN SMILAX

Per case $6.00

EVERGREEN WREATHING

20 yard rolls $1.25

EXTRA FANCY SELECT HOLLY

Per case	$6.50
Per half case	3.50
Per 12 lb. carton	2.00

GROUND PINE or LYCOPODIUM

Per pound	$0.20
Per crate (about 100 lbs.)	12 50

OSBORN CHRISTMAS TREE HOLDERS

Per dozen	$ 3.75
Per gross	40.00

We have purchased the patent right on the **Osborn Tree Holders,** and have exclusive manufacturing and sales rights in the United States and Canada.

RUSCUS

Red or Green ..... per lb., $1.25

FRIZ

60 yard balls, Red, Purple, Green, Yellow and White ..... per ball, $1.00

Will quote on application special prices for larger quantities. Send us list of your requirements for these special quotations.

New Crop Cabbage Seed. We have received our stocks of **New Crop Cabbage, Turnip** and **Onion Seed.** Write for special quotations also for **All Varieties of Garden Seed.** Can make **ATTRACTIVE PRICES on QUALITY SEEDS.** Place your orders **NOW.**

CHESMORE SEED COMPANY, 210-212 So. 3rd St., **St. Joseph, Mo.**

Milwaukee, Wis.

HEAVY CHRYSANTHEMUM SUPPLY.

It seems that every one who grows chrysanthemums was, and is, right on crop at this time, especially with the white sorts. These, with yellow following a close second, came in very heavy, while in the pink shade, more could have been used. The heavy cut at this time no doubt is the result of the continued mild weather thus far. Growers of roses wisely timed their crops so that shipments at this time are only normal. First class carnations are not yet in oversupply, but due to the popularity of the chrysanthemums, do not command the high prices obtained some time ago. Work for social activities is noticeably greater than it was a year ago, while there is also a good deal of funeral work at irregular times. On October 29-30, we had our first killing frost, so that from now on, indoor crops will have no more competition.

NOTES.

Herman V. Hunkel, of the Holton & Hunkel Co., has returned from St. Paul and vicinity. Market conditions there, he says, are much the same as locally.

C. C. Pollworth thinks that eventually Premier and Columbia will replace the Russell rose. Without doubt they are the favorites in this market up to now.

Gust Rusch & Co. report business, especially the shipping trade, very good the past week. Their growers are all cutting chrysanthemums at this time.

Anderton & Seaman is the name of the new firm who opened a very neat store in the Wells building last week. Here's wishing them unlimited success.

The writer has been nursing a broken rib since October 20, caused by slipping from a bench at the Heitman-Oestreicher Co's. greenhouses.

Nic Zweifel and wife and daughter, Edna, left November 6 for Los Angeles, Calif., where they intend to spend the winter months.

All our retailers did their best in window decorations for Halloween and reaped the profits thereby. E. O.

GOLDFISH 1,500,000 (Fancy and Plain)

Ready for market at rock bottom prices. Ship anywhere in U. S. or Canada. Write for our illustrated catalogue.

ORIENTAL GOLDFISH & SUPPLY CO.

3757 to 3761 Cottage Grove Ave., CHICAGO, ILL.

Mention the American Florist when writing

St. Louis.

DEMAND QUIET IN ALL LINES.

Business generally the past week has been slow. The weather has been exceptionally disagreeable, and transient trade nil. Social work has been quiet with the exception of a little spurt for Halloween. The supply of stock has been heavy. Chrysanthemums of all kinds, including pompons, are in heavy supply, and only move at bargain prices. The stock is exceptionally good. The local frosts have not as yet been heavy enough to dispose of the dahlias, and this is one of the reasons the market is flooded. When this supply is cut off, it will take a heavy load off and give other stock a better chance to be disposed of. Roses also have been in heavy supply, with exceptionally good flowers offered at very reasonable figures. Cleanup lots are offered as low as $10 per thousand, which is anything but encouraging to the grower. Carnations are not coming in very heavily as yet, and as a consequence, the price has not suffered so much. The quality is steadily improving. Violets and sweet peas have made their appearance, but not in sufficient quantity to be figured in the daily supply. Other miscellaneous stock is of good quality, but has little call. Greens of all kinds are plentiful.

NOTES.

The downtown florists the past week have been holding sales on chrysanthemums. However, the weather was against them most of the time. We have had rain continuously for eight days past, and the only relief seems to be that long looked for cold weather.

The results of the bowling contests the past week were: Sweet Peas took two games from the Daisies, and the Carnations took two games from the Roses. Chas. Kuehn lined up with the Daisies the first time this season.

Fred Foster has opened up a fruit department in connection with his flower store on Olive street. When the writer was in his store a few days ago he had an elegant display and stated it was going like a house afire.

The Sunday closing idea is gathering momentum, and it is hoped that by the first of the year, a majority of the florists will fall in line.

J. J. W.

The American Florist

AUTUMN NUMBER

TO BE ISSUED

November 20th

JUST RIGHT FOR THE

THANKSGIVING AND HOLIDAY TRADE

Many orders for Seeds, Bulbs, Plants and Supplies needed now will be placed during the next 30 days, and Growers, Manufacturers and Dealers can secure a large share of this business by liberal advertising in

The Autumn Number

The price is $1.50 per single column inch, $45.00 per page.
Usual discounts for a series of insertions in consecutive issues.

AMERICAN FLORIST COMPANY
440 S. Dearborn St. :: :: CHICAGO

For 34 years the representative paper of the Florists, Seedsmen and Nurserymen of the United States and Canada.

Please send your copy for this issue as early as possible.

All shipments of tender plants should be made before hard frost, to reduce loss and cost of wrappng

Send for It Today

Our New Thirty-two Page Illustrated

FALL AND XMAS CATALOGUE

FEATURING

Prepared Foliages

Baskets and Flower Stands

Ribbons and Chiffons
Wreaths
Novelties
Artificial Flowers
General Supplies

THE OVE GNATT CO., Inc.

Quality Merchandise. Prompt Service.
No P. & D. Charges.

LA PORTE, INDIANA

SEND THIS COUPON TODAY.

The Ove Gnatt Co., La Porte, Ind.:
Gentlemen: Kindly send me your new Fall and Xmas Catalogue.

Name .....
City .....
State .....

The McCallum Service for Florists

IS JUST OFF THE PRESS. DID YOU RECEIVE YOUR COPY?
If not, kindly notify us and we will be pleased to send you one.

This new, handsomely illustrated fall catalog contains a wealth of both the staple and more varied line of Florists' Sundries, comprising:

Christmas Articles, Made-up Wreaths, Artificial Flowers, Magnolia Leaves,
Oak Foliage, Chiffons, Ribbons, Gauzes,
Shields, Cords, Bouquet Holders, Corsage Pins,
Bridal Showers, Wire Work, Baskets, Etc.

AND, IN FACT,

"EVERYTHING FOR THE FLORIST."

Your time will be well spent if you look over the seasonable offerings at

"THE HOUSE THAT SERVICE BUILT."

THE McCALLUM CO., Pittsburgh, Pa.

Buffalo.

AMPLE STOCK TO MEET GOOD DEMAND.

Business during the past week has been good, with a profusion of indoor stock trying to compete with outdoor flowers, dahlias, calendulas and cosmos being in rivalry with pompons, carnations and sweet peas. Chrysanthemums in fine variety are plentiful and command good prices. Roses are also numerous but the demand is light and the same may be said of carnations. Orchids are of excellent quality and have a good sale.

NOTES.

The florists' club had the pleasure of listening to an interesting talk on "Publicity" by President J. F. Ammann of the Society of American Florists, which was very much appreciated. The speaker handled the subject in a way that leaves no doubt as to the benefits that will be gained for the trade in general, and individuals in particular who support this worthy movement. There should be no hesitancy on the part of any floristt to do his share.

Leon Neubeck, son of L. J. Neubeck, one of the leading florists of this city, died October 27, death resulting from heart failure. The deceased was an active young man and conducted an establishment on Connecticut street, with prospects for a bright future. Mrs. Neubeck died last spring, being survived by her husband and one son. The sympathy of the trade is extended to a sorrowing father and mother, and the young man.

Visitors: F. R. Pierson and A. Sneip, Tarrytown, N. Y.

BISON.

ORCHIDS

4,000 CATTLEYAS

IN SHEATH

Will Bloom Christmas and Easter

Price - $2.50 - $3.50 - $5.00 Each
The lot, $12,000 or best cash offer

These Orchids cost over $26,000 and must be sold immediately for cash. Wire your order, charges collect. This is a lifetime opportunity. Don't miss it.

Miltonia Conservatory

PROVIDENCE, R. I.

CHRISTMAS
CARDS, TAGS, LABELS

Write for Samples and Prices.
Get your supply in now and avoid substitution and delay.

THE JOHN HENRY CO., - Lansing, Michigan

BUY DIRECT FROM THE GROWER

Roses, Carnations, Beauties, Chrysanthemums and Pompons

The superior value of home grown flowers is that they are perfectly fresh. We bring them direct from our greenhouses to our store three and four times per day, a few hours after being cut. On perishable stock like flowers, this is a big item, Quality. We pay our growers ten to fifteen per cent higher wages than is paid in the Chicago district. We have better men and they grow better flowers. **We Are Rose Specialists** and are now cutting from 245,000 Rose plants all in one range of glass besides quantities of Chrysanthemums, Carnations and Beauties.

With all these advantages for our stock our prices are never higher than other houses ask, and in a number of instances lower.

PRICE LIST

RUSSELL, COLUMBIA AND PREMIER		OPHELIA, HOOSIER BEAUTY, WHITE KILLARNEY	
Long	$18.00 to $20.00 per 100	Extra long	$12.00 to $15.00 per 100
Good medium	10.00 to 15.00 per 100	Medium	6.00 to 10.00 per 100
Medium	8.00 per 100	Short	4.00 to 5.00 per 100
Short	5.00 to 6.00 per 100		

CARNATIONS—Red, White, Pink ..... $5.00 to $6.00 per 100

CHRYSANTHEMUMS—All colors, Extra large fancy $3.00 to $4.00 per dozen; Large, medium, ... $2.00 per dozen

POMPONS—All colors..... 50c to 75c per bunch

AMERICAN BEAUTIES—According to length of stem..... $1.50 to $6.00 per dozen

Extra Fancy Ferns, per 1000, $3.00 | **Adiantum** ..per 100, $1.00 to $1.50 | **Galax**, bronze .....per 1000, 2.00 | **Asp. Sprays** per 100, $2.50 to $3.00 | **Sprengeri** ....per 100 . 2.00 to 3.00

BASSETT & WASHBURN

LONG DISTANCE PHONE:
CENTRAL 1457
Greenhouses: Hinsdale, Ill., and Greggs Station, Ill.

OFFICE AND STORE
178 N. Wabash Ave., CHICAGO, ILL.

Chicago.

TRADE IS IMPROVING.

Business has been rather quiet the past week but is improving at this writing with stock in much shorter supply, although there is plenty to go around. Carnations have dropped some in price and considerable pushing is needed to move them at the reduced figure but the buyer need not be surprised if they advanced again in price before the week is over. Chrysanthemums are seen in quantity in practically all the wholesale stores and are obtainable at times in large lots at bargain prices. Fancy chrysanthemums are none too plentiful and command high market prices but the general average the past week was low. Pompons are seen in large numbers and have dropped from 50 cents to 75 cents per bunch to 35 cents to 50 cents per bunch with one or two exceptions. American Beauty roses are good property and clean up nicely each day at satisfactory figures considering the general market conditions. Roses in general are in heavy supply and of splendid quality. Mrs. Chas. Russell are moving fast but Columbia and Premier need pushing at times. Killarney, White Killarney, Killarney Brilliant, Shawyer, Milady, Hoosier Beauty, Champ Weiland, Richmond, Ophelia, Montrose, Sunburst and Ward are the principal other offerings in their line not to mention the miniature varieties, Cecile Brunner, Elgar and Baby Doll. Sweet peas are a factor in the market and the receipts of Paper White narcissus are heavier. Snapdragon, daisies and calendulas are on the list of offerings. Orchids are on the short side and so are lily of the valley and gardenias. Violets, lilies, callas, bouvardia and indoor asters are among the offerings not already mentioned. Greens are plentiful. Ferns in most

"We do as WE SAY"

FOUNDED BY FLINT KENNICOTT 1st

RAILROADS

Centering in CHICAGO

RADIATE

with Express Service that brings the flowers to you without a DOLLAR of an investment in a GREENHOUSE ESTABLISHMENT.

Some of our most successful Retail Florists depend solely on their connections with us for their Cut Flowers.

Holiday times, or other times of extreme scarcity, we give them a supply far superior and more reliable to the "OFF CROP" condition that often arises in greenhouses when flowers are most needed.

WE WANT A FEW MORE RETAIL FLORISTS WHOM WE CAN DEPEND UPON FOR ALL THE YEAR ROUND ORDERS.

STRONG in 'Mums
STRONGER in Carnations
STRONGEST in Roses

KENNICOTT BROS. CO.
174 N. Wabash Ave.,
Est. 1881. **CHICAGO**

CHRYSANTHEMUMS

Leading Varieties--Fancy Stock, $2.00 to $5.00 per doz.

POMPONS--35c to 50c per bunch

RUSSELL, $6.00 to $25.00; COLUMBIA, $6.00 to $20.00 per 100.

Killarney, White Killarney, Killarney Brilliant, My Maryland, Milady, Ophelia, Sunburst and Champ Weiland,

$4.00 to $12.00 per 100. Our Selection, $4.00 per 100.

CARNATIONS, $3.00 to $4.00 per 100; Fancy, $5.00 per 100.

Complete Line of GREENS at Market Prices. Prices Subject to Market Changes.

PETER REINBERG

Wholesale Florist

30 East Randolph St., LONG DISTANCE PHONES CENTRAL 601 and 2846 **CHICAGO**

A. L. VAUGHAN & Co.

NOT INC.

PHONES:
CENTRAL 2571 - AUTOMATIC 48-734 - CENTRAL 2572
161 North Wabash Ave, Chicago

MAGNIFICENT SUPPLY

'MUMS AND POMPONS

All the best commercial varieties at attractive prices. Can fill your order for any amount.

ROSES -- CARNATIONS -- SWEET PEAS
CALENDULAS - DAISIES - ORCHIDS - ETC.

Our shipping trade has been built up by supplying the trade with reliable stock at all times.

Complete Line of Greens

'MUMS

Finest supply of stock in the Chicago Market at $1.50 to $3.00 per dozen.

POMPONS

Splendid crop of a great number of varieties including all the latest novelties. Greatest collection obtainable at 35c to 50c per bunch.

CARNATIONS

Our stock needs no introduction—the quality is recognized as a leader everywhere. $3.00 to $4.00 per 100.

EXTRA FANCY ROSES

Beautiful stock in the following varieties, big value: **Russell,** $6.00 to $25.00 per 100. **Columbia** and **Premier,** $6.00 to $20.00 per 100. **Killarney, White Killarney, Killarney Brilliant, Richmond, Ophelia** and **Sunburst,** $4.00 to $8.00 per 100; our selection, $3.00 per 100.

Greens of all kinds. Prices subject to market changes.

WIETOR BROS.

WHOLESALE FLORISTS

30 East Randolph St., L. D. Phone Randolph 2081 **CHICAGO**

cases have advanced to $3 per 1000. Wild smilax is bringing $6 per case. Some fine boxwood is seen and is moving nicely. Trade is gradually taking on a brighter outlook and the market conditions have taken a decided change for the better this week.

About 2,300 members of the railway express drivers, chauffeurs and conductors' union, went on strike, November 5, at the Sebor street barn of the American Railway Express Co. The walkout will seriously affect both transfer freight and all city deliveries, union officials declared.

NOTES.

Over 2,000 clubwomen sold flowers on the streets and in public places October 29. The Illinois Colony Club, whose aim is the care of aged women, put on the sale, and nearly all of the 1,200 members of the club, assisted by several hundred of the clubwomen, obtained a large amount of cash through their efforts. The receipts will go to endow a section of the Oak Haven Home for old people to be built at Western avenue and 113th place.

The Chicago Flower Growers' Association reports a 20 per cent increase in their sales for October compared with the same period of last year, which is accounted for by the increased supply of stock and not to high prices, which were low, taking the whole month into consideration.

The Retail Florists' Association will meet at the Hotel Morrison, next Tuesday, November 11, at 4 p. m. when the election of officers will be held. Every retail florist is cordially invited to be present whether members or not, so a large attendance is expected.

Wietor Bros. are cutting a heavy supply of chrysanthemums, which include quite a number of Bonnaffon of splendid quality. Some fine pompons of recent introduction are attracting the attention of the city buyers at this house.

William F. Schofield, the North State street florist, had a very attractive Halloween window that made the passerby sit up and take notice. Black cats, pumpkins and oak sprays were used extensively in the decoration.

F. J. Simon, formerly employed in the local wholesale market, is now with the Fulton Truck Co. He has had several offers from the wholesalers, and it may be possible that he will again be employed in the market.

George Rozakles, proprietor of the store known as the Chicago Florist, 17 West Monroe street, is doing a nice business in selling hot chestnuts as a side line. He has quite a number of florists as customers.

E. B. Washburn and family have returned from a pleasant visit in the east, and are the guests of C. L. Washburn and wife. They will leave the latter part of the week for their home in California.

Zech & Mann report a great improvement in trade, with a heavy demand from out-of-town points. The city call for stock is considerably heavier, and the November sales, so far, have been large.

C. W. Johnson left November 3 to attend the New York show of the Chrysanthemum Society of America this week, taking with him a number of blooms that looked like prize-winners.

V. J. Ludwig, Jr., Columbus, O., was a visitor at E. C. Amling Co.'s store this week. He reports business as brisk, and is looking forward toward a big holiday trade.

W. R. Albright is the latest addition to the office force of Peter Reinberg's store, which will make things easier for Herbert Hansen, who is now acting as manager.

A. L. Vaughan, of A. L. Vaughan & Co., has sold his home at Oak Park, and has purchased a bungalow at Oak and Forest avenues, River Forest.

James J. Karins, representing Henry A. Dreer, Inc., Philadelphia, Pa., is due here November 8.

Representatives Jos. Marks and S. Dernison, of A. Henderson & Co., are again on the road.

Herman E. Bruns and bride returned from their honeymoon, November 2.

Bonnaffon

Fine Stock. Prices Right.

Pompons and All Other Seasonable Stock. Greens.

Wm. Tonner Wholesale Florists

Dealers in Supplies Chicago Ill.

30 East Randolph Street.

Mention the American Florist when writing

Percy Jones

INC.

Wholesale Florists

30 E. Randolph St., CHICAGO, ILL.

Mention the American Florist when writing

CHICAGO'S FIRST-QUALITY HOUSE

The Chicago Flower Growers Association

WHOLESALE GROWERS of CUT FLOWERS and PLANTS

182 North Wabash Avenue L. D. Phone, Randolph 631 CHICAGO

We Lead--Quantity and Quality

Positively the best buys in Chicago.

	Per 100
Rose Premier	$ 6.00 to $25.00
Russell	6.00 to 25.00
Extra special	30.00
Columbia	6.00 to 20.00
Milady	6.00 to 20.00
Ophelia	5.00 to 12.00
Killarney Brilliant	$ 4.00 to $12.00
White Killarney	5.00 to 12.00
Maryland	5.00 to 12.00
Sunburst	6.00 to 12.00
Ward	4.00 to 8.00

Cattleyas, per dozen	$15.00 to $18.00
Calendulas, Extra Fancy, per 100	6.00
Oncidium Sprays	6.00 to 8.00
Single Violets, per 1,000	10.00
Double Violets, per 1,000	7.50
Chrysanthemums, per dozen	2.00 to 4.00
" Fancy, per dozen	5.00
Pompons, per bunch	.35 to .75
Carnations, per 100	3.00 to 5.00
Pansies, per doz. bunches	$ 1.50 to $ 2.00
Sweet Peas	2.00 to 3.00
Paper Whites	8.00
Valley	20.00
Plumosus, per bunch	.35 to .50
Sprengeri, per bunch	.25 to .50
Adiantum, per 100	1.00 to 2.00
Ferns, per 1,000	3.00
Leucothoe, per 1,000	7.50
Smilax, per dozen	3.00
Boxwood, per bunch	.35

EXTRA SPECIAL ROSES BILLED ACCORDINGLY. ALL GREENS AT MARKET PRICES.

It is easy to capture the trade in your territory by featuring our Supreme Quality Cut Flowers at all times. The best is none too good for your trade.

JOSEPH FOERSTER CO.

WHOLESALE FLORISTS

160 N. Wabash Avenue, CHICAGO, ILL.

Mention the American Florist when writing

Guy French, Arthur Weber, Kenneth Budlong, Herbert Budlong and Peter Showsboe, foreman at the Peter Reinberg greenhouses, visited the establishments of Emil Buettner, Weiss-Spandikan and the A. F. Amling Co., recently. The new red rose Crusader and the new pink rose Pilgrim, grown at some of the places, impressed the visitors most favorably and appear to be very promising varieties. They are the first new roses sent to this section for trial a year before being ready for distribution.

Miller & Musser have had a big week and filled several large orders, one of which called for a large emblem 8 feet high, which was suspended from the dome of Temple hall in the Masonic Temple. The design contained 400 white and lavender chrysanthemums, together with the necessary accessories. In addition to this piece, the order called for 15 large baskets of roses and chrysanthemums. The occasion was the constitution of Temple lodge, A. F. & A. M. by the grand master of the state.

Vaughan's seed store is showing giant pansies grown in the open ground at their greenhouse establishment and picked this week.

A. T. Pyfer & Co. are having a good call for sweet peas, which they are handling in quantity.

OUR HOME-GROWN

STRING SMILAX

is always ready to be cut for your orders—fresh, clean, heavy strings. And because we specialize on this green and grow it in large quantities you can depend upon us as a consistent all year 'round source of supply.

For decorations and designs you will find our home-grown String Smilax an invaluable aid.

We quote them at $2.50 per dozen strings.

"The Nation's Most Expressive Flowers"

POEHLMANN BROTHERS COMPANY

66-74 East Randolph Street,
Chicago, U. S. A.

The Largest Growers of Flowers in the World.

William Wolf, who conducted the store at 7 West Monroe street, known as Wolf's Flower Shop, has purchased the retail establishment known as the Wabash Flower Market at 26 East Monroe street from Nick Speropoulos, taking possession November 11. Mr. Wolf has closed his old stand and will conduct his business at the new address under the old name of Wolf's Flower Shop. Mr. Speropoulos will devote his time to the candy business, having an interest in several good paying propositions. The entire trade wishes them both the best of good fortune.

The many friends of Miss Anna Brice, of Vaughan's Seed Store, who has been confined to her home with illness for some time, will be glad to learn she is now progressing favorably.

The Nate Lewis Floral Co. startled the trade by inserting a good sized display advertisement in the leading local daily November 1, when chrysanthemums were prominently featured.

D. E. Freres is now marketing his stock at the store of Walter Stoklos in the Atlas building.

DAVENPORT, IA.—C. J. Reardon has been at Des Moines recently, engaged on landscape work.

EUREKA, KAN. — L. Vanhaverbeke, proprietor of the Eureka Greenhouses, is building a new propagating house, 10x100 feet.

AUSTIN, MINN.—A. N. Kinsman, and wife are on their way to Miami, Fla., via the Mississippi river and the Gulf, in their yacht, Linnie.

FORT WAYNE, IND.—Ralph H. Tinkham, formerly with J. F. Sullivan, Detroit, Mich., has opened the House of Flowers at 222 West Berry street.

Pittsburgh.

STRIKES CAUSE DIMINISHED DEMAND.

A combination of bad weather, steel strike, and last, but not least, the coal strike, has a tendency to put a damper on business in this district. October was the wettest month since the weather bureau was established here, with but two exceptions. It was also the warmest since 1890, which does not help put any energy into business. Outdoor stock is still coming in heavy, which does not give the greenhouse stock a fair chance, and prices are not what they should be for this season of the year, and as this city is the center of the steel and soft coal industries, it is the first to feel any depression when there is any trouble or lay off of either. All we can do is to make the best of it, and hope for a speedy settlement of the trouble. The small towns in this vicinity seem to be hit harder than this city, as the shipping business has dwindled to almost nothing. The supply of American Beauties and roses has slowed up, which is a good thing, as everything seems to run to chrysanthemums at present. They are arriving in large quantities, and can be had in any color or size desired at very reasonable prices. The supply of pompons is also heavy, and they are not bringing what they should. Carnations are improving in quality, and are the one flower that there is no trouble to move. The shipments of eastern dahlias have been discontinued, as they were hardly bringing enough to pay for shipping them in. Sweet peas, daisies and calendulas are coming in larger quantities and improving in quality daily. Greens are plentiful, and move readily. This market is receiving more stock than ever before at this season, and at times, it is hard to move it at any price.

NOTES.

W. R. Barton & Sons of Uniontown, Pa., furnished the decorations for a bank opening, in which about one thousand chrysanthemums were used.

Gilbert Ludwig, of The Ludwig Floral Co., has been confined to his home with a severe cold.

The John Keil Co., of East Liverpool, O., is cutting some fine Wm. Turner chrysanthemums.

Mrs. E. A. Williams reports a busy season ahead, with debutante parties and teas.

Randolph & McClements have several large weddings booked for this month. M.

CENTRALIA, ILL.—A new flower store has been opened on South Locust street by J. W. Ross.

WILMINGTON, O. — The Anderson Flower Shop has opened for business in the Murphy Theater building.

NEVADA, IA.—L. F. McKim, formerly of Marshalltown, has opened a flower stand in the Peoples' Saving Bank building.

SPORTING HILL, PA.—Albert S. Miller, veteran florist of Lancaster county, died at his home here, October 18, age 79 years.

MADISON, N. J. — The Duckham-Pierson Co's. 300,000-foot rose range is in prime condition for early and continued crops.

GLENS FALLS, N. Y.—J. L. Watkins & Son have opened their new store in the Clements block. Miss Helene Smith will be in charge.

SAN MATEO, CALIF.—The Queen of Belgium, while on her recent visit to the Pacific coast, is reported to have placed a large order for dahlia bulbs with the Bessie Boston Dahlia Farm.

OAK SPRAYS and

CHRYSANTHEMUMS

go wonderfully well together for a Fall Decoration, but if you want to enhance the natural beauty of this combination we suggest the use of "Flowers of Superior Quality," large glorious blooms in yellow, pink and white. These are dependable—our own home-grown stock.

Pompons, too, are exceptionally fine and are very popular at this time.

The Chrysanthemums, $2.00 to $5.00 per dozen.
The Pompons, - - 50c to 75c per bunch.

Weekly Price List of Flowers and Greens of every commercial variety sent on request.

"The Nation's Most Expressive Flowers"

POEHLMANN BROTHERS COMPANY

66-74 East Randolph Street,
Chicago, U. S. A.

The Largest Growers of Flowers in the World.

PROGRESS

We are steadily increasing our business and have added to our stock the famous

NEW CASTLE ROSES

COLUMBIA, OPHELIA, SHAWYER, WHITE KILLARNEY.
The best coming into the market, with prices very reasonable.

Russell, Premier, Columbia	Per 100
Long fancy	$15.00 to $20.00
Choice medium	10.00 to 12.00
Good shorts	5.00 to 8.00

Ophelia, Sunburst, White Killarney, Milady	Per 100
Fancy long	$ 8.00 to $12.00
Choice medium	6.00
Good shorts	4.00 to 5.00

CHRYSANTHEMUMS

	Per Dozen
Choice large White, Yellow and Pink	$3.00
Select medium White, Yellow and Pink	$2.00 to 2.50
Shorts, White, Yellow and Pink	1.00 to 1.50

POMPONS

	Per Bunch
Choice Novelties and New Varieties	$0.25 to $0.50

We have a wide range of color and variety to select from.

CARNATIONS

	Per 100
Fancy	$5.00 to $6.00

SWEET PEAS

	Per 100
Choice Stock in Quantity	$2.00 to $3.00

FERNS, GALAX, ASPARAGUS, SPRENGERI.

Dwarf Baby Boxwood, 30c per lb.; 33 lb. case $9.00.

A. T. PYFER & CO., Wholesale Florists. **164 N. Wabash Ave., Chicago**

Seattle, Wash.

AMPLE SUPPLY HARD TO OBTAIN.

There has been some trouble of late in getting a large enough variety of stock to meet all the demands of the buyers, which is about the best answer that can be made as to the state of business. The receipts are all being cleaned up in fine style, and the public is meeting the prices without any complaint. Chrysanthemums are, of course, the favorite and will be for the coming month, while roses are forced to drop back into second place. The late offerings have been all that could be asked as to quality, and some especially fine Chadwicks are seen. Pompons are also going strong and violets are meeting their usual big early season sale. The cut of orchids is falling off and Cali-

YOU CAN ALWAYS RELY UPON US FOR YOUR SUPPLY OF

CUT FLOWERS

Remember when ordering that our line is so complete that it includes every item offered in the Great Chicago Market.

ZECH & MANN

30 E. Randolph St.

CHICAGO

Long Distance Phones { Central 3283 / Central 3284

Our Offerings Include:

ROSES.

COLUMBIA

RUSSELL

White Killarney

Pink Killarney

Milady Sunburst

Killarney Brilliant

Ward Ophelia

Premier

MINIATURE ROSES

Cecile Brunner

CARNATIONS

MISCELLANEOUS

Valley Cattleyas

CHRYSANTHEMUMS

White—Pink—Yellow

POMPONS

All Colors.

GREENS.

Plumosus Sprengeri

Galax, bronze. Galax, green

Ferns

Adiantum Smilax

Boxwood

fornia is supplying the difference, and the same is true of lily of the valley. Baby roses are being shown freely, and with single chrysanthemums and violets, are corsage leaders. Primulas, cyclamens, all kinds of the smaller ferns and the big sword fern, calendulas and zinnias are selling heavily. The local growers report a quick sale for all of their greenhouse stock, and some of the smaller shops state that they cannot get certain lines at home. The water transportation problem with California is about settled now, and the lines which can be handled in this way are again plentiful. Three local growers are offering in a small way now, and say they believe it will be possible to make the growing for this season of the year pay them. Labor is easier to secure now than before, but there is no sign of any reduction in costs. However, all of the trade are agreed that general prosperity is the rule.

NOTES.

A window of note, and one of the most carefully planned sets ever seen in this city, was arranged by the Hollywood Gardens. Black and gold were used throughout. The floor was covered with black velvet, and in the center, a large mirror with a black frame, was laid. A large black basket, containing yellow Chadwick chrysanthemums went on this, and at the back, a mahogany stand with a black light was set. At one end, was another mahogany hall stand, with two ornate gold candlesticks, finished in polychrome, flanking a low, black basket of bronze and yellow pompons. In the foreground two splendid pot examples of Cypripedum insigne were placed. The small number of objects used, made these all the more noticeable.

Cattleyas, baby roses and violets, in various sized baskets, formed the big window display for Rosaia Bros. this week, and helped to interest the customers in this novelty. This house cooperated with Carman's, a women's specialty shop, in the latter's annual sale. Violets and chrysanthemums, mostly bronze, were used all through the shop, and for the first day, small corsages of violets, advertising both concerns, were given to visitors.

The Holly Flower Shop, although having but small window space, made a timely showing of tiny pumpkins of the usual Halloween carving, interspersed with yellow pompons, maple and bronze chrysanthemums and small pot ferns. The placing of a large yellow chrysanthemum on the pumpkin instead of a top, with the water container concealed, drew attention.

With all of her former employes returned from service, Anna J. Burns, proprietress of the Burns Floral Company, reports all signs are indicating a prosperous winter season. Late features have been several big pieces of decoration at the launching of ships from local yards, one of these being especially elaborate.

McCoy's shop struck popular fancy last week with a sidewalk display of holly trees, ready for transplanting into the purchaser's own yard. These were about six feet in height, and were selling, at retail, at about $50 per dozen. A large number of trees were sold.

"Bob" Newcomb, representing the Burlington Willowware Company, called on the local trade this week. He agrees with the dealers here that business must be good, if the orders booked can be taken as any criterion.

H. M.

Baltimore.

CHRYSANTHEMUMS TAKE THE LEAD.

The chrysanthemum now predominates in this market there being yellow, pink and white, ranging in size from the outdoor bunch offerings to large blooms that sell at $4 per dozen. There has been no frost up to this writing, which is rare for this section, but the dahlias have grown tired of blooming and will die a natural death for lack of use, if they are not frozen out very shortly. Roses are not plentiful, but carnations are to be had in fair numbers, but there are more Enchantress and white sorts than darker shades. Violets are beginning to arrive and a few sweet peas proved a novelty during the past week.

NOTES.

Thirteen members of the florists' club returned the visit of the Washington, D. C. club to our ladies night and attended their banquet at the capital. Charles Grakelow, of Philadelphia was also present and expressed his desire to visit our club early in January. The next meeting of the club will be held November 10. Attend and encourage our newly elected young officers.

The meeting of the Maryland Horticultural Society, in conjunction with the farmers' congress at Hagerstown was attended by several local florists. Bester, the Florist, Hagerstown, had the largest floral exhibit at the show. The meeting followed the Hagerstown fair and interest waned the first day until the "apple banquet," October 28.

Philip Welsh, of Glen Morris and Chas. Siegwart, of Catons, vie with each other in growing yellow and white Turner chrysanthemums. It is a hard matter to say which stock is the best. The flower buyers of this city always await the arrival of these fine blooms, and they are easily disposed of by the retailers.

Wolfe, the Florist, of Greenmount avenue, has returned from a business trip to Philadelphia. This year, he will use but half of his usual stock of immortelles for Christmas, owing to the high price.

Fred Bauer, of Govans, staged some fine carnations at the Hagerstown show.

G., JR.

'MUMS Heavy Supply, White Pink and Yellow. Also POMPONS

HAVE YOUR CUSTOMERS

Say it With Budlong's Flowers

The Kind that are bound to give satisfaction.

We have everything in the way of Cut Flowers, **Roses of all varieties,** including **Double White Killarney,** which is much better than the White Killarney that is commonly grown by other growers. Also a nice lot of **Russells, Columbia** and **Premier,** besides the novelty roses **Nesbit** and **Brunner.**

CARNATIONS - - Red, White, Light Pink and Dark Pink

VALLEY Rubrums, Feverfew, Sweet Peas, Pansies and all other Cut Flowers, including Greens of all kinds. **VIOLETS**

Send us a trial order and get in touch with the quality of our stock and our prices.

If you want good stock and good treatment, buy of Chicago's most up-to-date and best-located Wholesale Cut Flower House.

J. A. Budlong Co.

Wholesale Cut Flowers and Greens

Quality Speaks Louder Than Prices.

184-186 North Wabash Ave., Corner Lake St., CHICAGO

Roses, Valley and Carnations Our Specialty

Prices As Low As Others.

SHIPPING ORDERS GIVEN CAREFUL ATTENTION.

WE ARE CLOSED ALL DAY SUNDAY.

We are in daily touch with market conditions, and when a decline takes place you can rely upon orders sent us receiving such benefits.

San Francisco.

CHRYSANTHEMUM PRICES DROP.

Business is keeping up in a most satisfactory manner. The big surprise of the week was the drop in price of chrysanthemums. There is some splendid stock being offered; in fact, much of it is as good as is usually seen on the exhibition table. The fall in price was occasioned by an oversupply, due to the decline in long distance shipping. All the standard varieties, such as the two Turners, white and yellow. Chieftain, Miss May Hunter, Mrs. O. H. Kahn and Nagirroc are to be had in large quantities. They are unexcelled in quality. That sterling old white, Madam R. O. Bertheur, is now in, and has resumed its old position as a very popular variety. Major Bonnaffon is not over plentiful as yet, a large part of it going out with the shipping trade. The Tuxedo anemones are being noted everywhere, and are decidedly popular. There is a sufficient supply of pompons, in all colors, to meet requirements. The rose market is about the same as last week. We have been receiving some extra good Russell; in fact, the best of the season, which are bringing $2.50 per dozen at the market. Columbia is not in oversupply, but we have plenty of Ophelia, Hoosier Beauty, Shawyer, Ward. Hadley and Radiance. Cecile Brunner is becoming more plentiful, but is bringing high prices, due to the demand from the shippers. The carnation supply has shown a decided improvement, and a much better grade of stock is now at the disposal of the retailers than for many months past. Prices are about the same as last quoted, with fancy stock bringing from $3 to $4 per 100. The violet market is showing much improvement as regards quality. Prices, however, have advanced 25 per cent, and will probably remain so throughout the season, due to the high wages being paid the pickers by the growers this year. Giant is now in, and in heavy demand for shipping purposes. Princess of Wales is the most popular variety with the local buyers. The rains have put an end to the dahlia supply, and light frosts in the country have cut down the arrivals of outdoor stock. The orchid supply is very good. We have plenty of cattelyas, all of fine quality, which are wholesaling at $60 per 100. There is a very nice supply of Oncidium varicosum and O. varicosum Rodgersii. These are very popular and are being largely handled by the stores. The cut of phalaenopsis is somewhat limited, as is the dendrobium supply. Erica mediterranean is coming in freely, and will be much in evidence from this time forward. Plenty of cut cyclamens are coming in. In pot plants, a few chrysanthemums are noted. Cyclamens also are arriving. Boston ferns are in most demand, followed by cibotiums and aspidistras.

NOTES.

The most important transaction occurring in this city in some time, was the arrangements perfected by J. A. Axell, wholesale florist, whereby in future he will handle the entire supply of roses and orchids from the immense range of Ferrari Bros. of this city, who have an enviable record in the production of high grade roses, and are among the largest growers on the Pacific coast.

The Meyer Green Florist Threads

are for sale by all the leading supply houses. If they do not have them, order them direct from the manufacturer.

JOHN C. MEYER FLORIST THREAD WORKS

LOWELL, MASS. Dept. BB.

ERNE & COMPANY
—WHOLESALE FLORISTS—
30 E. Randolph Street, L. D. Phone, Randolph 6578. CHICAGO, ILL.
Mention the American Florist when writing

E. F. WINTERSON CO. 166 N. Wabash Ave. Chicago
L. D. Phone, Central 6004
Established 1892
Daily shipments of the finest stock in Roses, Carnations, Violets and Chrysanthemums. Headquarters for Wild Smilax, Fancy Ferns, Adiantum and all Green Goods. Don't forget, our Supply Department is complete—Ribbons, Chiffons, Boxes, Crepe Paper and Wire Designs.
Mention the American Florist when writing

Their orchid range is considered to be one of the finest in the country. By the acquisition of the entire cut from this range, Mr. Axell becomes one of the largest wholesalers in the west. He has also arranged to handle the entire output of the range of Kenneth Murray, of Redwood City. His place is devoted to roses and freesias exclusively, and produces large quantities of both. Mr. Murray has long been a specialist in colored freesias, of which he has an immense stock. Mr. Axell is greatly pleased over trade conditions, and is doing a large volume of business.

George C. Roeding, of the California

Manager Henry Avensino is receiving a heavy cut of roses from the Burlingame range of the E. W. McLellan Company. They will be cutting American Beauties next month from their other range across the bay. Shipping business is reported fine at this place.

C. J. McLaughlin, at 3091 Sixteenth street, has had a busy week on funeral work. Trade is always steady at this pretty store. He has built up a remunerative business on this street, owing to the high class of stock carried at all times.

Nursery Company, has been appointed to serve on the Roosevelt memorial committee. He has entered his duties with the characteristic energy he displays in any endeavor he undertakes. He says his nursery companies will undoubtedly experience their best year this coming season. Much to the delight of his countless friends, his health is now fully restored. He spends a large part of his time at Niles, since acquiring the California Nursery Company.

Luke J. Uzick, late with the J. B. Boland Co., is now in charge of the pretty store of the Nelligan Sisters, on Sutter street. This firm has purchased several magnificent specimens of Kentia Belmoreana from the Siegfried greenhouses at Berkeley. They are about 12 feet high and perfectly furnished. The Siegfried range disposed of them to make room for their orchid plants.

The finest Mrs. Chas. Russell roses coming to this market are being sent in by Henry Maier, proprietor of the Hillsborough Nursery, at Burlingame. The stock is splendid, and is bringing the highest price in the market. Mr. Maier's greenhouses promise to be quite a factor in the local supply this year, as they are in great shape and assure a generous supply during the entire season.

Levin's Floral Shop, on Fillmore street, is very pretty these days with its splendid displays of fall flowers, principally chrysanthemums. Mr. Levin says funeral business is always steady with him, as he ships quite a lot of it to the northern portion of the state. He has agents there, who send in their orders to him, and in this way has worked up an extensiye trade.

Podesta & Baldocchi are making their usual elaborate display of orchids this week. They are showing some elegant stock, which always seems to hold great crowds in front of their windows. They report business steady, with a brisk demand for fancy stock, especially roses. They are receiving some show chrysanthemums, which are nearly perfection as regards size and finish.

The new electric signs of the Art Floral Company, on Powell street, give a beautiful effect to the store at night. The blooming rose is especially unique and attracts all passersby by its novelty. Manager P. Vincent Matraia has received many compliments for his enterprise and his willingness to go down in his pocket to boost the slogan, "Say it With Flowers."

Henry Avensino, manager of the E. W. McLellan Co., of Bush street, is handling large quantities of Giant violets for eastern shipments. He says they have improved a great deal in quality of late, and can now be safely shipped to a long distance. His firm's greenhouses are sending in a heavy cut of the leading roses every morning and afternoon.

The Francis Floral & Decorating Company, at 465 Powell street, has been busy all week on decorative work. They are handling large lots of the new bronze chrysanthemum, Nagirroc, which they claim is very popular with their customers. Manager F. T. Schlotzhauer is well satisfied with the condition of trade.

Mrs. E. Lymberry, proprietor of the Bessie Boston Dahlia Farms, is proudly displaying a large order for her new dahlia roots, given her by Queen Elizabeth of Belgium during her recent visit here. These will be shipped to Belgium when they are cured, and will contain all of her famous novelties.

The Tennyson Greenhouses are showing some finely grown chrysanthemum novelties. Manager Bates is an expert in this flower and grows all the new varieties to the best advantage every season. He says plant business looks promising, with a possible shortage of good rose stock.

Frank R. Mills, at Palo Alto, is in with a fine cut of chrysanthemums, which he is shipping to the Sacramento market. His orchids are coming along nicely, and he is cutting a fine lot of labiata. The carnation houses are in fine shape and a good cut is being made daily.

Louis Copuro, of the MacRorie-McLaren Co., says his firm has had a busy week on decorations. They are receiving a fine lot of cyclamens from the firm's greenhouses at San Mateo. They are receiving a large cut of ericas, which they find invaluable for basket work and decorations.

Julius Eppstein, at the St. Francis hotel flower store, is handling large quantities of cattleyas and gardenias. He says the demand for this stock has never been better with him. He is also receiving some splendid Maud Jeffries chrysanthemums, which meet with ready sale.

F. C. Jaeger & Son, on Powell street, have been doing a large amount of funeral work of late. They are having a steady demand for first-class chrysanthemums, of which they are large buyers at the market daily. They say White and Yellow Turners are the best sellers.

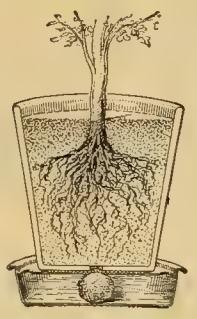
Domoto Bros., of Oakland, have a large cut of Ophelia and Columbia roses, for which they report a strong demand. They say shipping trade is good, and that stock cleans up nicely every day. Their houses look promising and should produce heavily this season.

Sam Matraia, of the Art Floral Co., who is in charge of the branch store at Cypress Lawn, says trade has been excellent since opening here. A large quantity of funeral designs are made up here daily for the various cemeteries in the neighborhood.

H. Corlis, at 704 Sutter street, has a very attractive store here, and is doing a splendid business. Special attention is given to artistic basket work. He is also going in for gardenias and orchids, and intends to feature these as leaders.

JAMES T. LYNCH.

Sell More Potted Plants



You can easily double your plant trade by showing your customers how easy it is to grow potted plants with a

Little Wonder Plant Irrigator

They keep your plants watered just right. Wholesale price, $20.00 per 100.

If your supply house does not carry them send us their name with your order.

Sample by mail, 35c

The Wonder Plant Irrigator Co.
2918 N. Clark St., CHICAGO
Mention the American Florist when writing

John Kruchten Co.

30 East Randolph Street, WHOLESALE FLORISTS L. D. Phone Central 8016-8017. CHICAGO, ILL.

Mention the American Florist when writing

E. C. AMLING CO.

The Largest, Best Equipped, Most Centrally Located

WHOLESALE

CUT FLOWER HOUSE

IN CHICAGO

169-75 N. Wabash Ave., CHICAGO

L. D. Phones

CENTRAL 1977 and 1978

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MILLER & MUSSER

Wholesale Florists

211 North State Street CHICAGO

Mention the American Florist when writing

A. L. Randall Co.,

Wabash Ave., and Lake St. CHICAGO, ILL.

Wholesale Cut Flowers, Florists' Supplies.

Mention the American Florist when writing

WEILAND-RISCH CO.

FLOWER GROWERS

TELEPHONE CENTRAL 679 154 N. WABASH AVE. CHICAGO ILLINOIS

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George Reinberg

WHOLESALE FLORIST

Extra fancy Ophelia, Sunburst, Columbia, Russell, Milady, White Killarney and Killarney Brilliant Roses. All orders given prompt attention. Try us.

162 N. Wabash Av., CHICAGO

Mention the American Florist when writing

Wire Hanging Baskets

Price List, 1919. Plain Wire Hanging Baskets.

10-inch	$1.75	14-inch	$3.00
12-inch	2.25	16-inch	4.50

SHEET MOSS in bags, per bag, $2.00

Our Sheet Moss is the best value for the money in the market.

Michigan Cut Flower Exchange, 264-266 Randolph St., DETROIT, MICH.

Mention the American Florist when writing

Wholesale Flower Markets

Chicago.

CURRENT PRICE LIST.

	Dozen
Roses, Beauty	$ 1.50@$ 6.00
" Mrs. Chas. Russell	6.00@ 30.00
" Columbia	6.00@ 20.00
" Premier	6.00@ 25.00
" Hoosier Beauty	4.00@ 15.00
" Killarney Brilliant	4.00@ 12.00
" Killarney	4.00@ 10.00
" White Killarney	4.00@ 10.00
" Richmond	4.00@ 10.00
" My Maryland	4.00@ 12.00
" Mrs. Geo. Shawyer	4.00@ 12.00
" Milady	6.00@ 20.00
" Sunburst	4.00@ 12.00
" Mrs. Aaron Ward	4.00@ 12.00
" Hadley	4.00@ 15.00
" Ophelia	5.00@ 12.00
" Double W. Killarney	4.00@ 12.00
" Champ Weiland	4.00@ 12.00
" Stanley	4.00@ 12.00
" Bayard Thayer	5.00@ 20.00
" Cecile Brunner	3.00
" George Elgar	3.00
" Baby Doll	3.00
" Nesbit	3.00
" Our selection	5.00
Carnations	3.00@ 5.00
Cattleyas per doz.	15.00@ 18.00
Daisies	2.00
Valley	20.00
Calendulas	2.00@ 6.00
Chrysanthemums per doz.	2.00@ 5.00
Pompons per bunch	.35@ .75
Gardenias per doz.	6.00
Paper Whites per 100	8.00
Callas	15.00
Sweet Peas per 100	2.00@ 3.00
Violets	.75
Ferns per 1,000	3.00
Galax per 1,000	1.50@ 2.00
Leucothoe	1.00@ 1.25
Mexican Ivy per 1,000	5.00@ 6.00
Plumosus Strings each	.60@ .75
Smilax per doz.	2.50@ 3.00
Sprengeri, Plumosus Sprays	3.00
Boxwood, 35c per lb., per case	9.00

ZECH & MANN

WHOLESALE FLORISTS

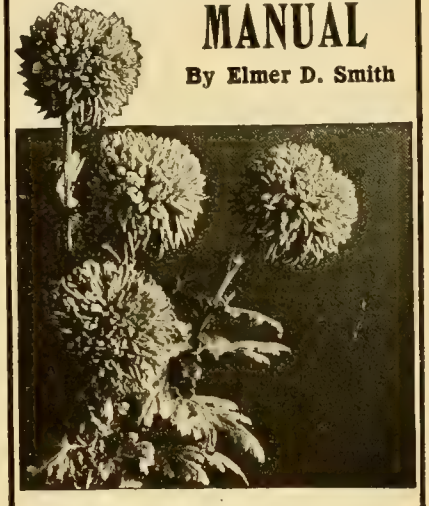
30 E. Randolph St., CHICAGO

Telephone Central 3284

Mention the American Florist when writing

THE CHRYSANTHEMUM MANUAL

By Elmer D. Smith



FOURTH EDITION

Price 60 Cents. Cash with Order.

American Florist Co.

440 S. Dearborn St., Chicago

BASKETS

Write for Catalog Now

RAEDLEIN BASKET CO.

713 Milwaukee Ave. CHICAGO, ILL.

REFRIGERATORS

COMPLETE FIXTURES

CENTRAL REFRIGERATOR & EQUIPMENT CO.

Estimates submitted.

155 No. Clark Street, CHICAGO

CHRYSANTHEMUMS

$ 2.00 to $ 4.00.....per dozen
12.00 to 25.00.....per 100
Extra selected.....$5.00 per dozen

The midseason varieties are coming in, better and larger flowers. We can fill orders of any quantity of the varieties in bloom. You will find them of a very good quality. We can give Chrysanthemums at all prices according to the grade of stock.

POMPONS—Indoor grown Pompons in all colors and a large selection of varieties.

THE LEO NIESSEN CO., 1201 Race St., Philadelphia, Pa.

Philadelphia.

OUTDOOR STOCK STILL STRONG FACTOR.

Another frostless week has passed, so the "king of autumn" is still with us, and welcome or not, is quite a factor. One dealer found a ready market for 5,000, November 1, at quite good prices. All other outside flowers are also seen in quantity, particularly cosmos and chrysanthemums, which flood the market. Some of the outdoor chrysanthemums look very good, but there are so many of the inside pompons so much better, than the hardy stock has very hard sledding indeed. There is a great abundance of the choicer single flower, inside stock, which, considering the quality, finds a good demand at fair prices. Bonnaffon and Chieftain are two of the leaders. There are roses in all grades. Columbia, Russell, Premier and Ophelia are the favorites. American Beauties are to be had for all needs; as they come from only a few growers, the price is well maintained. There are plenty of carnations, but they are a bit slow in moving. One night, however, with the glass below 32°, will send them forward with a rush, and a 50 per cent increase in price. Indications point to a much larger stock of sweet peas the coming season, as when any crop for some reason fails, growers turn at once to sweet peas for a quick return, to fill in the space. The continued period of warm weather brought along the cattleyas very fast, and for a couple of weeks they were too plentiful. They are now on the short side, with a dollar value. The first Paper White narcissus are in. They will find a better market later. All kinds of greens are in good demand. Some florists regard this necessary filling as an expense, while other say they get paid for every spray, either directly, or like the traveling salesman's overcoat, it somehow gets in the bill.

FLORISTS' CLUB MEETING.

The features of the November meeting of the florists' club were the splendid and inspiring talks on advertising by W. F. Therkildson and Charles H. Grakelow. A definite plan was outlined for collecting money for a local publicity campaign which will be put in operation at once. On the exhibition tables were large vases of wonderful roses, among them Frank H. Dunlop staged by John H. Dunlop, Toronto, Ont.; Madame Butterfly, from the E. G. Hill Co., Richmond, Ind., and Pilgrim and Crusader from A. N. Pierson, Inc., Cromwell, Conn., all making a fine showing for the season. Elmer D. Smith & Co., Adrian, Mich., sent a fine display of new pompon chrysanthemums.

NOTES.

Arthur A. Niessen and D. T. Connor were in Kennett Square October 30, on the occasion of the visit of the Lancaster Florists' Club to the Chester county carnation belt. There were 48 in the Lancaster party, and over 75 sat down to dinner in Kennett Square. Such inspection parties have a wonderful uplifting for the betterment of the business, as everybody uses their best endeavors, both to give and receive, so that all are mutually benefited.

It was great disappointment for the fall exhibition of the Pennsylvania Horticultural Society, that a suitable hall could not be found in this city, it becoming necessary at the last minute, to transfer it to Ardmore, 10 miles out in the suburbs. The hall was not nearly large enough to even approach the former glories of the many successes of years ago. It was, however, the best that could be done under the circumstances.

CHRYSANTHEMUMS

In all popular varieties, best quality, direct from grower to you. Roses, Carnations, Violets.

PHILADELPHIA CUT FLOWER COMPANY
Wholesale Florists
1517 SANSOM ST., George Acugle, Proprietor, PHILADELPHIA, PA.

EDWARD REID

Roses, Carnations, Chrysanthemums. All Seasonable Flowers.
This is the exclusive shop, only one block from Express Depots.
1619-1621 Ranstead Street, PHILADELPHIA, PA.

Wholesale Flower Markets

	Per 100
BUFFALO, Nov. 5.	
Roses, Beauty, Special	40.00@ 50.00
" Fancy	30.00@ 40.00
" Extra	15.00@ 20.00
" 1st	8.00@ 10.00
" Killarney	3.00@ 10.00
" My Maryland	3.00@ 10.00
" Sunburst	3.00@ 12.00
" Ward	3.00@ 4.00
" Columbia	6.00@ 15.00
" Ophelia	3.00@ 15.00
" Russell	6.00@ 10.00
" Shawyer	3.00@ 10.00
" Bon Silene	2.00@ 3.00
Cattleyas	85.00@100.00
Chrysanthemums	8.00@ 40.00
Pompons, per bunch	.50@ 1.00
Violets	.75@ 1.00
Carnations	2.00@ 5.00
Snapdragons	4.00@ 6.00
Sweet Peas	1.00@ 1.50
Asparagus Sprengeri	.35@ .50
Ferns	per 1,000 2.50
Calendulas	2.00@ 3.00
Smilax	25.00
Gladioli	2.00@ 5.00
Asters	1.00@ 3.00
Japan Lilies	8.00@ 10.00
Auratum Lily	15.00
CINCINNATI, Nov. 5.	
Roses, Killarney	4.00@ 12.00
" Mrs. Chas. Russell	6.00@ 18.00
" Ophelia	4.00@ 10.00
" Richmond	4.00@ 10.00
" Sunburst	4.00@ 10.00
" Shawyer	4.00@ 10.00
" Columbia	6.00@ 18.00
Lilium Giganteum	12.50@ 15.00
Cattleyas	1.00@ 3.00
Carnations	4.00@ 12.00
Callas	10.00@ 12.00
Calendulas	1.50@ 3.00
Easter Lilies	12.50@ 15.00
Snapdragons	6.00@ 10.00
Gladioli	3.00@ 5.00
Asters	2.00@ 4.00
BOSTON, Nov. 5.	
Roses, Beauty	12.00@ 25.00
" Killarney Queen	2.00@ 6.00
" White & Pink Killarney	2.00@ 6.00
" Double White Killarney	6.00@ 12.00
" Killarney Brilliant	2.00@ 8.00
" Hadley	6.00@ 12.00
" Mock	2.00@ 4.00
" Mrs. Chas. Russell	6.00@ 12.00
" Taft	2.00@ 8.00
" Milady	2.00@ 8.00
" Ward and Hillingdon	2.00@ 8.00
" My Maryland	2.00@ 8.00
Carnations	12.00@ 15.00
Easter Lilies	10.00@ 20.00
Valley	6.00@ 10.00
Gladioli	4.00@ 8.00

Wax Flowers

(In all desirable colors.)	Per 100
Dahlias	$6.00
Chrysanthemums	5.00
Calla Lilies	5.00
Harrisii (or Easter Lilies)	5.00
Roses	3.00
Carnations	3.00
White Lilac (12 sprays to bu.) per dozen bu.	3.00
Lily of the Valley	(per gross) 2.00
Forget-me-nots	(per gross) 1.85

Our latest price list of all other Supplies sent free on request.

Geo. H. Angermueller Co.
Wholesale Florists, 1324 Pine St., ST. LOUIS, MO.

Write For Our
Price List
On Cut Flowers
H. G. BERNING
1402-4 Pine St., St. Louis, Mo.

BERGER BROS.
CHRYSANTHEMUMS
All Grades.
Roses, Carnations, Violets.
1225 Race St. Philadelphia, Pa.

Pittsburgh Cut Flower Co.
WHOLESALE FLORISTS
116-118 Seventh Street,
PITTSBURGH, - PA.
Growers of Quality Flowers.

C. C. POLLWORTH CO.
EVERYTHING in the line of Cut Flowers, Plants and Florists' Supplies.
MILWAUKEE, WIS.

HOLTON & HUNKEL CO.
462 Milwaukee St., Milwaukee, Wis.
Wholesalers and Growers of
Choice Cut Flowers and Greens

H. Bayersdorfer & Co.
The Wholesale Supply House of America . . .
EVERYTHING THE BEST IN FLORISTS' SUPPLIES
1127 Arch St., Philadelphia, Pa.
Mention the American Florist when writing

Wholesale Florists' Supplies
THE HOUSE OF MERIT
Staple Baskets and Seasonable Novelties in Quantity.
Send for Our Catalogue.
JOS. G. NEIDINGER CO.
1309-1311 N. 2nd St., Phila., Pa.
Mention the American Florist when writing

Charles Theiss, who has been for several years with T. Nelson Geiger, has severed his connection here, and taken charge of Frank M. Ross' 60th street store. In addition to this, he will also take up some of the buying, so as to assist Mr. Ross in this important department.

Mark Mills, in speaking of the Christmas business, warns the retailers that if they do not get on the job pretty soon nothing will be left for them. All standard stocks are scarcer than ever before, while the demand is greater.

Clarence J. Watson, who has been laid up for several weeks, is back on the job again. He is hard at work superintending the out-of-town service of the Leo Niessen Co., the volume of which is constantly increasing.

Edward Reid had a string of "cotton tails" in his ice box, November 3. Edward is a sure shot, the same today as when he ranked well up in the "blue rock competition" of the florists' gun club.

The H. H. Battle's stores have been extremely busy this fall. A handsome casket cover, made of 250 cattleyas and 1,000 liy of the valley, was part of a recent, large funeral order.

An office is under construction on the second floor of the Jos. Heacock Co's. store on Mole street. That last big house calls for the dignity of a city bookkeeping department.

S. S. Pennock, commenting on the supply of chrysanthemums, stated that he had never seen the pompons in such quantity or quality as this season.

Jack Duetscher is under the weather, a bad cold keeping him at home. A splendid stock of roses are here, however.

John Berger is proud of his firm's chrysanthemums, and says he has no trouble to handle the choice stock.

K.

GUST. RUSCH & CO.
Wholesale Florists
Jobbers in FLORISTS' SUPPLIES.
Phone Main 1245. P. O. Box 206
444-446 Milwaukee St., Milwaukee, Wis.

Wholesale Flower Markets

PHILADELPHIA, Nov. 5. Per 100

Roses, Beauty, special	40.00@	50.00
" " fancy	20.00@	30.00
" Mrs. Chas. Russell	6.00@	20.00
" Killarney	2.00@	6.00
" Hadley	6.00@	15.00
" Sunburst	4.00@	10.00
" Wards	3.00@	6.00
" Ophelia	4.00@	12.00
" Columbia	6.00@	20.00
Easter Lilies	20.00@	25.00
Snapdragons	4.00@	6.00
Calendulas	2.00@	3.00
Adiantum	1.00@	1.50
Smilax		.25
Asparagus Strings	.50@	.75
Asparagus bunches		.50
Dagger and Fancy Ferns, per 1,000	3.00@	4.00
Gladioli	2.00@	6.00
Dahlias	2.00@	10.00
Tritomas	4.00@	6.00
Chrysanthemums, large	20.00@	35.00
" Pompons, bunch	.16@	.35
Violets	.75@	1.00
Cattleyas	75.00@	100.00

MILWAUKEE, Nov. 5. Per 100

Rose, Killarney, W. Killarney	4.00@	8.00
" Ward	4.00@	8.00
" Mrs. Chas. Russell	6.00@	20.00
" Ophelia	4.00@	12.00
" Columbia	6.00@	20.00
" Premier	8.00@	25.00
" Hoosier Beauty	6.00@	12.00
Carnations, assorted	3.00@	6.00
Cattleyas, per doz.	9.00@	12.00
Chrysanthemums, per doz.	2.00@	6.00
Cypripedium, per doz.		4.00

PITTSBURGH, Nov. 5. Per 100

Roses, Beauty, special	35.00@	40.00
" " fancy	20.00@	25.00
" " extra	10.00@	20.00
" " No. 1	3.00@	6.00
" Hadley	4.00@	15.00
" Killarney	4.00@	15.00
" Maryland	4.00@	15.00
" Scott Key	10.00@	20.00
" Sunburst	4.00@	15.00
" Mrs. Aaron Ward	4.00@	10.00
" Russell	4.00@	20.00
" Columbia	4.00@	25.00
" Ophelia	4.00@	15.00
" Hilda	3.00@	12.00
Carnations	3.00@	4.00
Cattleyas		100.00
Ferns, per 1,000	2.50	
Sweet Peas	1.00@	2.00
Daisies	1.00@	2.00
Chrysanthemums, per doz.	2.50@	4.00
Galax	1.50@	2.00
Plumosus	.35@	.50
Sprengeri	.35@	.50
Smilax, per doz.		3.00
Mexican Ivy, per doz.	1.00@	7.50
Calendulas		2.00
Pompons, per bunch	.50@	.75

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Leave us your order for regular shipments.
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All Seasonable Cut Flowers | Mfr. and Dealer in "Florists" (Brand) Supplies
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Mention the American Florist when writing

McCALLUM CO
Florists' Supplies
PITTSBURGH, PA.
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Philadelphia Wholesale Florists' Exchange
CHRYSANTHEMUMS, ROSES, VIOLETS, CARNATIONS.
Up-to-the-Minute Service. Satisfaction Guaranteed.
1615 Ranstead St., Philadelphia, Pa.

MINNEAPOLIS, MINN.
RICE BROTHERS
Wholesale Florists and Supplies
218 North Fifth St.
Send list in for quotations.

ST. LOUIS, Nov. 5. Per 100

Roses, Hadley	2.00@	8.00
" Killarney	2.00@	5.00
" White Killarney	2.00@	6.00
" Hoosier Beauty	3.00@	8.00
" Russell	2.00@	15.00
" Ward	2.00@	4.00
" Sunburst	3.00@	10.00
Ferns	2.50	
Carnations	2.00@	8.00

ORCHIDS
We handle Orchids grown by Carillo & Co., of Mamaroneck, N. Y. We fully guarantee the quality of every Orchid sold by us.
TRAVELING WHOLESALE FLORIST, Inc., 133 West 28th St., Telephone Chelsea 9760. New York

New York.

WARM WEATHER CURTAILS DEMAND.

There has been no improvement in business since our last notes were written, and at the week end, November 1, there was less activity in the wholesale district than on October 25. Warm weather in part accounts for this, and the temperature has been unseasonable and sultry. On October 28, the mercury climbed to 81, the highest October temperature since the weather bureau started in business 48 years ago. This not only has a bad effect on stock, but also brings it in too fast. Chrysanthemums cannot be held back, and many roses fly open in a short time. Carnations, as a commercial factor, are in a sorry plight. When they come in fresh, they are hard to move at $1 to $2 per 100, and they do not keep in the ice boxes. It is hoped that when better weather sets in, they will improve. The pompon chrysanthemums are another drug on the market, and the dahlias that arrive seem to meet with as much favor as the pompons. Throughout the past week, prices on special American Beauty roses fluctuated between $25 and $45 per 100, which is a fair indication of the unsettled condition of the market. Orchids took a fall, and good stock can now be bought for $1 per flower, wholesale. While tea roses are moving, and good, fresh stock brings fair prices, left overs go cheap. Good serviceable yellow chrysanthemums move fairly well at $3 to $5 per dozen; small and inferior stock at 50 cents to $2 per dozen. As showing how fast chrysanthemum stock is coming on, yellow Bonnaffons have been on the market since the last days of October. Chrysalora, McNiece and other early varieties are about cut out. While some of the wholesalers have ordered their growers to stop shipping dahlias, they are finding their way to the department stores, one of which, November 1, was advertising "50,000 dahlias at three cents each" and "50,000 at five cents each." Cosmos, zinnias and other outdoor stock is yet hanging on. Lily of the valley is not active, but if fairly good, brings $10 to $15 per 100. Quite an important branch of the business at present, is the trade in oak foliage, it being almost exclusively used with chrysanthemums. The supply of Paper White narcissus is not greatly on the increase, and the best brings 75 cents per dozen.

November 3.—Business continues dull, but as the weather is much cooler, and the elections are expected to bring many people back to the city, there are hopes for an early improvement.

Add Hort Society of N. Y. Show.....

Mills & Co., Mamaroneck, N. Y., were awarded a special prize for an exhibit of dahlias.

NOTES.

David Clarke's Sons arranged a handsome wedding decoration in the Central Presbyterian church, November 1. In flowering stock, white chrysanthemums were exclusively used. The chancel was banked with tall palms and large cibotium ferns, with a tasteful arrangement of chrysanthemums on oak foliage in front and on the pews. The balconies were covered with southern smilax and oak foliage.

A delegation of florist club members attended the Morristown, N. J., flower show October 29, including Frank H. Traendly and Eugene Dailledouze, who acted as judges. The others were: W. C. Rickards, Jr., W. A. Sperling, A. F. Faulkner, J. S. Fenrich, J. H. Pepper, John Miessem, Elmhurst, L. I., John Donaldson, Patchogue, L. I., and the Reimels, brothers, Woodhaven, L. I.

Peter Theopine, the moving spirit of the Boulevard Floral Company, has returned from a stay of four months in Greece and other European countries, and is looking well. He says that in Greece, business is in good condition. He thinks that it will take France a long time to recover from the effects of the war.

A. F. F.

Painesville, O.

The weather here has been exceptionally fine this fall, giving the florists and nurserymen an opportunity of getting their orders out on time. Never before was there such a great demand for trees, shrubs, perennials and greenhouse stock, and the man of the hour, is the one who used foresight and put on more steam during the business depression, and now has the stock to offer on the market.

The Storrs & Harrison Co. are shipping several cars of nursery stock daily. This does not include express orders which is also a large amount. This firm has installed some new up-to-date tractors, which can be used for many purposes besides tilling the ground.

Wilson, the Florist, is cutting some very fine chrysanthemums, and has a very attractive window display at his St. Clair street store.

Martin Kohankie, leading perennial grower in this section, says the demand surpasses that of all previous years.

Fred Endress & Son are shipping a carload of roses east this week.

T. J. M.

THERE'S a growing tendency toward a closer contact—toward a better understanding of man with man in every line of endeavor today, two essentials which make for a sound and lasting prosperity. I want to be on such terms with every florist; I solicit new business on such a basis.
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FUTTERMAN BROS.
Wholesale Florists, 102 West 28th St., New York.
Telephones: Farragut 159 and 9761.
The Right People to Deal With. Consignments Solicited.

C. Lecakes & Co.
Evergreens and Florists' Supplies
Ferns, Galax, Laurel, Leucothoe Sprays, and Moss, Our Specialties.
116 W. 28th St., New York
Telephone Farragut 2315
No connection with any other concern.
Prompt and careful attention to Mail, Telegrah and Telephone Orders.

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55 and 57 West 26th St. N.Y.

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WHOLESALE FLORIST
Telephone Call: 3532-3533 Farragut 133 W. 28th St., New York
All the NEW ROSES, CARNATIONS and Seasonable Flowers.

HORACE E. FROMENT
WHOLESALE COMMISSION
All the New and Standard Varieties of Roses, Violets, Carnations, Valley, Lilies, Etc.
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Telephones: Farragut 300 and 301
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Geo. C. Siebrecht
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Prompt and careful attention to your interests. Consignments solicited.

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25 years' experience. Consignments solicited.
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Phone 4024 and 4025 Madison Square.
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Wholesale Flower Markets

NEW YORK, Nov. 5. Per 100

Roses, Beauty, special	40.00@	50.00
" " extra and fancy	30.00@	35.00
" Hadley	3.00@	15.00
" Francis Scott Key	6.00@	35.00
" Columbia	3.00@	15.00
" Prima Donna		12.00
" Alice Stanley	2.50@	10.00
" Double White Killarney	4.00@	12.00
" White Killarney	2.00@	8.00
" Aaron Ward	3.00@	8.00
" Ophelia	2.00@	10.00
" Sunburst	2.00@	8.00
" J. L. Mock	3.00@	12.00
" Mrs. Chas. Russell	2.00@	10.00
" Premier	4.00@	15.00
Cattleya orchids, special	50.00@	100.00
Carnations	1.00@	2.00
Carnations, Mrs. Ward	2.50@	3.00
Adiantum Croweanum and Hybridum	.50@	.75
Asparagus Plumosus, doz. bchs.		2.00
Smilax, doz. strings	1.50@	2.00
Bouvardia, white, per doz.	.50@	.75
Chrysanthemums, per doz.	1.00@	5.00
Chrysanthemums, ex. var., doz.	6.00@	12.00
Lilies, white	35.00@	40.00
Gardenias, per doz.	6.00@	9.00
Callas, per doz.	2.00@	2.50
Paper White Narcissus	.50@	.75
Lilies, Rubrums	3.00@	5.00
Sweet Peas	2.00@	2.50
Lily of the Valley	8.00@	20.00
Violets	.40@	.75

Frank H. Traendly Charles Schenck
Traendly & Schenck
Wholesale Florists and Cut Flower Exchange
436 Sixth Avenue, NEW YORK
Between 26th and 27th Sts.
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PHONE 2335 2336 FARRAGUT
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WHOLESALE FLORIST
113 W. 28TH STREET
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J. K. ALLEN
Wholesale Commission Dealer in
CUT FLOWERS
118 W. 28th St., NEW YORK
West of 6th Ave. Open 6 a. m. every morning.

N. Y. Cut Flower Exchange
Coogan Bldg., 6th Av. and W. 26th, New York.
Desirable wall space to rent for advertising.
Open for Cut Flower Sales at 6 o'clock every morning.
V. S. DORVAL, Secretary
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The Kervan Co.
Fresh Cut Decorative Evergreens
Highest Standard of Quality.
Largest stock in America. Send for illustrated catalog of Greens and Florists' Supplies.
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WHOLESALE FLORIST
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M. C. FORD
121 WEST 28TH STREET
NEW YORK
Tel. 3870-3871 Farragut
THE LARGEST RECEIVER OF CUT FLOWERS IN THE CITY.
A complete assortment of the best in the market can always be relied upon.
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Bellevue Avenue, NEWPORT, R. I.
Summer Season.

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16 and 18 W. 3rd St.
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Established in 1883.
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ESTABLISHED 1847
F. T. D.
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Steamers are Again Sailing on Schedule
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THE NORTH SHORE FLORAL CO. Not Inc.)
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CHICAGO

Toledo.

BUSINESS LIVELY FOR ALL SOULS' DAY.

The first flower day of the fall season, All Souls' day, found the florists of this city splendidly prepared, both as regards quantity and variety of stock. The weather, however, up to Saturday afternoon, was very discouraging, being very warm and very wet; but it grew much colder by that time, and cleared up in fine shape, with the result that florists experienced the biggest demand of the season. There were plenty of fine chrysanthemums and pompons on the local market, and the call for these flowers was heavy. Chrysanthemums sold for from $2.40 to $8 per dozen in the shops. Pompons brought $1 and $1.50 a bunch. Roses were plentiful, and in excellent color and quality. Russell retailed for from $3 to $6 per dozen, with Milady priced the same. Violets brought 75 cents a bunch. They were not very plentiful. Carnations are not yet of high grade quality but sold well. Many chrysanthemum plants were seen in the flower shops, retailing anywhere from $1.50 to $4, and these enjoyed a brisk sale. Primroses, pepper plants, begonias and cherry plants were on display in fair quantities. Wreaths of various kinds always are in demand on this day for cemetery use, and they moved nicely. By special agreement, the flower shops were open on Sunday to take care of the big demand on this Catholic memorial day. They will be closed again next Sunday.

NOTES.

Schramm Brothers had a splendid stock of chrysanthemum plants, grown in their own houses by Albert Lehmann; also, a fine lot of begonias, primroses and pepper plants. They took advantage of All Souls' day by advertising liberally, in both daily papers, and enjoyed a substantial increase over last year's sales for this day.

Max Spanner had a fine display of chrysanthemums for All Souls' day, including some of the first Bonnaffon seen here this season, and states that business was very encouraging. His excellent window display created much interest and many sales for him.

Otto Krueger is distributor in northwestern Ohio for a fine line and good variety of all florists' supplies, and is working up a good business in these necessities. His business in East Toledo, organized but a few months, is making rapid progress.

There will be a big celebration here on Armistice day, November 11, as well as a memorial tribute to those who gave their lives for America in the war, but florists do not know as yet whether this day will develop into another big flower day.

The decorator at Freeman's Flower Shop is certainly to be congratulated on the clever and unusual baskets of chrysanthemums that he is arranging for that florist's display window. They are excellent drawing cards.

S. N. Peck is using a miniature aeroplane made of flowers as an added feature in his display windows to attract attention, which it does admirably. He reports a heavy demand for funeral work during the past week.

A. C. K.

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Do You Want Flowers in New York?
We furnish the best artistically arranged

TERRE HAUTE, IND.
THINK OF **HEINL'S**

FROM NEW YORK EXCEPT AS NOTED.

November 10.

FROM PHILADELPHIA, Cunard-Anchor, (London).
FROM NEWPORT NEWS, Westerdyk, Holland-America (Rotterdam).
FROM SAVANNAH, Zyldyk, Holland-America, Rotterdam).
FROM PHILADELPHIA, Defender, American Line, (Rotterdam).
FROM BOSTON, Worcester, Atlantic Transport, (London).

November 11.

FROM PHILADELPHIA, Nameaug, Atlantic Transport, (London).

November 12.

Carmania, Cunard-Anchor Line (Liverpool).
FROM BOSTON, Oakland, American Line, (Liverpool).
FROM PHILADELPHIA, Mackinaw, Atlantic Transport, (London).
Waubesa, Red Star Line, (Antwerp).

November 13.

Cretic, White Star Line, (Naples-Genoa).

November 14.

Vasconia, Cunard-Anchor, (Antwerp).
FROM BALTIMORE, Yseldyk, Holland-America, (Rotterdam).
FROM PHILADELPHIA, Regina, American Line, (Liverpool).
FROM BOSTON, Scythian, Leyland Line, (London).

November 15.

Valacia, Cunard-Anchor, (Rotterdam).
New Amsterdam, Holland-America, (Rotterdam).
Saluda, American Line, (Avonmouth).
FROM BALTIMORE, Mississippi, Atlantic Transport, (London).
Aledo, Red Star Line, (Antwerp).
FROM BALTIMORE, West Pool, Red Star, (Antwerp).
Baltic, White Star Line, (Liverpool).
Phidas, White Star, (Manchester).

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Boston, Mass.—Penn, The Florist.
Brooklyn, N. Y.—Hugo H. Jahn.
Brooklyn, N. Y.—Joseph Trepel.
Brooklyn, N. Y.—James Weir, Inc.
Brooklyn, N. Y.—The Long Island Floral Co.
Buffalo, N. Y.—S. A. Anderson, 440 Main St.
Chicago—Alpha Floral Co., 146 S. Wabash.
Chicago—Central Floral Co., 132 N. State St.
Chicago—Friedman, 522 S. Michigan Blvd.
Chicago—C. Frauenfelder, 3343 W. Madison St.
Chicago—Fleischman, Railway Exchange Bld.
Chicago—A. Lange, 77-79 E. Madison St.
Chicago—Mangel, 17 E. Monroe St.
Chicago—North Shore Floral Co.
Chicago—Schiller, The Florist, 2221 W. Madison.
Chicago—G. Wittbold Co., 745 Buckingham Pl.
Cincinnati, O.—Julius Baer.
Cincinnati, O.—Hardesty & Co.
Cincinnati, O.—H. W. Sheppard.
Cleveland, O.—Bramley & Son.
Cleveland, O.—Smith & Fetters Co.
Cleveland, O.—The J. M. Gasser Co.
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Dallas, Tex.—Lang Floral & Nursery Co.
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Dayton, O.—J. W. Rodgers.
Denver, Colo.—The Park Floral Co.
Detroit, Mich.—Central Floral Co., 35 Broadway
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El Paso, Tex.—Potter Floral Co.
Galesburg, Ill.—I. L. Pillsbury.
Grand Rapids, Mich.—Grand Rapids Floral Co.
Grand Rapids, Mich.—Henry Smith.
Harrisburg, Pa.—Charles L. Schmidt.
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Kansas City, Mo.—Samuel Murray.
Kansas City, Mo.—A. Newell.
Kansas City, Mo.—Wm. L. Rock Flower Co.
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Los Angeles—Wolfskill Bros. & M. Goldenson.
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Newark, N. J.—The Rosery Floral Co.
Newark, N. J.—Philips Bros.
Newburyport, Mass.—E. W. Pearson.
New Orleans, La.—Metairie Ridge Nursery Co.
New Orleans, La.—Chas. Eble.
New Orleans, La.—The Avenue Floral Co.
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New York—Broadway Florist, 2094 Broadway.
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Mail or telegraphic orders promptly and most carefully executed.

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Exceptional Service

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We Solicit Telegraph Orders.
Regular Trade Discount.
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GRAND RAPIDS FLORAL CO.
ALFRED HANNA & SONS will fill your orders for Designs and Cut Flowers in Michigan.

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Malandre Brothers
2077 Broadway, near 72nd St.
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The name "Malandre Brothers" on a box of flowers is a Guarantee of Quality.
Orders from other cities receive our personal attention.

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Order Your Flowers for delivery in this section from the
LEADING FLORISTS OF THE NORTHWEST

LOUISVILLE, KY.
AUGUST R. BAUMER,
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Member of Florists' Telegraph Delivery.

IN THE HEART OF Newark, N. J.
The Rosery Floral Co.,
167 Market St., at Broad St.
Everything in Flowers
Prompt Deliveries to any town or city within 150 miles of Newark. Telephone Market 494

"WE NEVER SLEEP"
IDLEWILD GREENHOUSES Memphis, Tenn.
89 South Main St.
"Up-to-the-Minute" Service and Execution.
Every Flower in Season

Kansas City, Mo.
Samuel Murray,
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CHICAGO
Mangel
The Palmer House Florist
17 E. MONROE ST.
Member of Florists' Telegraph Delivery.

For St. Louis.
WIRE
Grimm & Gorly

The Seed Trade

American Seed Trade Association.

E. C. Dungan, Philadelphia, Pa., President; Wm. G. Scarlett, Baltimore, Md., First Vice-President; David Burpee, Philadelphia, Pa., Second Vice-President; C. E. Kendel, 216 Prospect Avenue, S. E., Cleveland, O., Secretary-Treasurer.

The thirty-eighth annual meeting will be held June, 1920.

THE price of bags at Chicago, December 3, was $60.

MRS. J. C. VAUGHAN, Chicago, left for Miami, Fla., November 4.

THE first report of bulbs frozen in transit comes from Dakota.

C. F. WOOD, Chicago, seed broker, has returned from Europe and is now making an extended tour of the home trade.

LILY importers and jobbers in New York are having their own troubles in reaching a uniform scale on giganteum prices.

VISITED CHICAGO: A. E. McKenzie, of E. E. McKenzie Co., Ltd., Brandon, Man.; C. O. Wilcox, representing Wood, Stubbs & Co., Louisville, Ky.

BOUQUET GREEN picking in Wisconsin has been checked by two recent snow falls. First hand prices are about nine cents per pound, where available at all.

ONION SETS in the Chicago district remain about the same as last week, $2.75 for reds and yellows, and $3.25 for whites, for spot shipment. Talk of the short supply continues.

VILMORIN-ANDRIEUX & Co. Paris, France, have been awarded the White medal of honor for distinguished services to horticulture, by the Massachusetts Horticultural Society.

GRASS SEED.—Prices for grass seed on the Chicago Board of Trade November 5, were as follows: Timothy, $9.50 $11.25 per 100 pounds; $12.70 bid for March; $12.85 sellers; $12.15 for year; $12.50 sellers.

EUGENE SCHAETTEL, of Vilmorin Andrieux & Co., Paris, France, sailed for the United States, October 25, on the S. S. France. His address while in this country will be care of John Munroe & Co., 30 Pine street, New York.

TOLEDO, O.—Cash clover opened 25 to 30 cents higher and December and January steady, December 3, with cash offered at $30.50. Timothy was steady, cash being offered at $5.35, December, $5.65, March, $5.77½, and April, $5.75.

THE price of German lily of the valley pips made by one Hamburg concern is $25 per thousand f. o. b. German ports, cash in advance. The Dutch growers say their product is being denied inspection certificates by their home authorities.

EVANSVILLE, IND.—At the centennial exposition last month, one of the biggest events in the history of this city, W. H. Small & Co., the Ohio Valley Seed Co., and the Ben Peck Seed Co., had extensive exhibits in the agricultural building. The seed trade generally has been good, both wholesale and retail. Sol Boyer, well known representative of the Ohio Valley Seed Co., who has been under the weather, is again on the road.—W. B. C.

Telegraph Liability.

The Illinois supreme court handed down a decision October 31, holding as void provisions in Postal and Western Union blanks, which exempted telegraph companies from liabilities for their errors, unless the message is repeated or insured. The sender can therefore recover damage he sustains by errors made by telegraph companies.

Dutch Bulbs in N. Y. Strike.

Nothing on press day (Nov. 5) to indicate release of the Dutch bulbs delayed by strikes for a month on unloaded steamers at New York. Of two Holland importers, one admits having 800 cases, the other 300 cases, held on one boat with plenty of cancellations from customers, which they decline to accept. The average value of these cases is said to be about $100 each, all of which means increasing demand for footwarmers!

The steamers Anglo Chilean (Cunarder), and the Andre Luckenback (Luckenback Line), have been diverted to Philadelphia for unloading. Both have some bulbs, which they brought from Rotterdam.

The strike, so far as it affected the Cunard S. S. Glensanda, carrying a considerable quantity of bulbs, was broken November 5, much of the stock being moved on the 5th and 6th.

Washington Rulings and Regulations.

SHIPPING RATES TO EUROPE REVISED.

New rates on seeds, bark and roots, from North Atlantic ports to ports in northern Europe, have just been published by the United States shipping board. A rate of $2.25 per 100 pounds has been made on seeds of all kinds to Trondhjem, Bergen and Malmo; $2 to Helsinfors, Christiania, Gothenberg and Copenhagen, and $1.65 to Stockholm. On roots and bark, in bags and bales, the rates are $3 per 100 pounds to Helsingfors; $2.50 to Stockholm, Trondhjem, Bergen and Malmo, and $2.35 to Christiania, Copenhagen and Gothenburg. A minimum charge of $7.50 has been set by the board.

Rates have also been announced on cargo to Hamburg, Bremen and Danzig, Germany. The freight on seeds of all kinds is $1.50 per 100 pounds to the first two ports, and $2 per hundred to the last named. Bark and roots, in bales and bags, carries a rate of $2.25 and $2.70.

SEED AND BULB IMPORT REGULATIONS.

American importers of bulbs, seeds, etc., will be greatly benefited by new regulations soon to be approved by the secretary of the treasury. Existing customs regulations are to be modified so as to permit the statement of actual values of shipments, and so simplify invoices covering goods shipped from countries where the currency is held to be depreciated. Existing regulations do not meet the present emergency conditions brought about by the war, and have been the subject of much protest by importers and others.

It is proposed to permit consular officers in the country of exportation, to show on the invoice a comparison of the unit of currency of the country with our own money, and so take account of any depreciation that may exist with respect to the former, and afford a basis for computing actual values. As it is now, the consul must certify to the value of shipments in the depreciated currency, the importer later being forced to pay duties based on the inflated amount so stated, and then waiting a long time for a refund to be made to him. Present methods of computing foreign currency values

Pieters-Wheeler Seed Company
Growers of High Grade SEED
Gilroy, California
Beet, Carrot, Lettuce, Onion, Radish.
Correspondence Solicited.

THE W. C. PRESSING SEED COMPANY
NORWALK, OHIO.
Growers Exclusively of
Sweet Corn Seed

Alfred J. Brown Seed Co.
Growers of
Peas and Beans
Grand Rapids, Mich.

Mention the American Florist when writing

The Best Color Chart
For Florists, Seedsmen and Nurserymen
PRICE $1.00 POSTPAID.
AMERICAN FLORIST CO.
440 S. Dearborn St., CHICAGO

Braslan Seed Growers Company
Grower for the Wholesale Trade Only. ONION, LETTUCE, CARROT, PARSNIP, PARSLEY, CELERY, ENDIVE, SALSIFY, NAMED AND MIXED GRANDIFLORA AND SPENCER SWEET PEAS AND SUNFLOWER.
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We are headquarters for the BEST OF EVERYTHING in

VEGETABLE SEEDS

With our Stock Seed Farms at Grass Lake, Mich., and our growing stations in every part of the United States where seeds are grown successfully, all in charge of capable and experienced men, we are equipped for and are producing

PEAS, BEANS, CORN and VEGETABLE SEEDS

of all kinds in quantity and of highest quality.

Glad to quote for present delivery or on growing contract for future delivery.

JEROME B. RICE SEED CO., CAMBRIDGE, N. Y.

are uncertain and varying. Importers have often faced conditions resulting from the operation of the French and German laws, requiring that no account be taken of a depreciated state of the currency, and that all invoices give the value in actual depreciated currency, while in Italy, it has been the practice to show any depreciation that may exist. In French and German invoices, the difference often runs into large figures, and importers must pay duty based thereon when the merchandise is entered in this country.

Importers and custom house brokers have been urging treasury department officials to announce that the currency of the various countries is depreciated; that the German mark is worth only five cents as compared to 23.8 before the war, and that there is a considerable variance between present and past values of the currency of other European countries. This will probably be done under the new regulations, or action taken that will bring about similar results.

B. F. L.

Cucumber Seed Verdict.

F. P. Fleming, a truck farmer of Charlestown, S. C., has been awarded a verdict of $8,704.75 against the Landreth Seed Co. in the court of common pleas in that city. The plaintiff alleged that in December, 1918, he bought 50 bushels of seed from the Landreth company which were represented to him as White Spine cucumber seed. Mr. Fleming claimed that these seed were planted on a ten-acre tract and produced 4,000 baskets of cucumbers which he sold for the sum of $1,295.25. He alleged that the seed sold him were not of the White Spine variety but of an inferior quality of cucumber, and that as a result he was forced to sell at a lower price, losing $8,704.75.

Madson Seed Co's New Store.

The Madson Seed Co., Manitowoc, Wis., opened its fine new retail seed and flower store November 1, celebrating the occasion by distributing several thousand carnations to visitors. The store is up-to-date and complete with every modern detail, the flower store being equipped with Lipman refrigerator and the seed store fitted with Heller fixtures. As a feeder for the store, three greenhouses, each 25x100 feet, are being completed by the John C. Moninger Co., of Chicago, on the outskirts of the town. Also a considerable acreage is devoted to nursery stock, including perennials. Morris S. Smith is in charge of the new store.

PEACOCK BRAND SEEDS — STANDARD OF QUALITY

Quality Seed

PEACOCK BRAND SEEDS — STANDARD OF QUALITY

FOR THE

MARKET GARDENERS

OF

AMERICA

EVERETTE R. PEACOCK CO.

4013 Milwaukee Ave., (Near Irving Park Blvd.) CHICAGO

C. C. MORSE & CO. Seed Growers San Francisco, Calif.

GROWERS OF SELECTED STOCKS OF

Onion, Lettuce, Radish, Carrot, Sweet Peas, Etc.

Atascadero Seed Company

ATASCADERO, CALIF.,

Wholesale Growers of

HIGH GRADE SEEDS

We specialize in Beans, Carrots, Lettuce, Onions, Parsnip, Radish, Salsify, Spinach, and Named and Mixed Nasturtiums, and Grandiflora and Spencer Sweet Peas.

Write for Our Growing Contract Price List.

JUST OUT

BOLGIANO'S 1919 SUMMER AND FALL CATALOG OF "BIG CROP" SEEDS

Special prices for Florists and Market Gardeners. Write for a copy at once—It will save you money.

J. BOLGIANO & SON, Baltimore, Md.

Catalogues Received.

D. Hill Nursery Co., Dundee, Ill., evergreens; McCallum Company, Pittsburgh, Pa., florist supplies; Pittsburgh Cut Flower Co., Pittsburgh, Pa., florist supplies.

Peter Lambert, Trier, Germany, roses.

I. N. Simon & Son

Garden Seeds

438 MARKET STREET

Philadelphia - - Pa.

THE

J. C. ROBINSON SEED CO.

WATERLOO, NEBRASKA

ROCKY FORD, COLORADO.

Contract growers of Cucumber, Cantaloupe, Watermelon, Squash and Pumpkin Seed; Sugar, Flint and Field Seed Corn.

Western Seed & Irrigation Co.

Seed Growers and Dealers

FREMONT, NEBRASKA

SPECIALTIES:

Cucumber, Muskmelon, Watermelon; Pumpkin and Squash; Sweet, Flint and Field Corn.

Write for special contract and spot prices.

MICHELL'S BULBS

HYACINTHS

First Size, Named. Single and double.
Second Size. Named, single.
Third Size, Named. Single.
Unnamed. Single and Double.

TULIPS

Single Early, Double Early, Cottage Garden and **Darwin.** In named varieties and mixtures.

NARCISSI

Single and **Double.** A large variety.

New Giant Colored Freesias

Blue, Lavender, Pink. Per dozen, $1.25; $8.00 per 100; Per 1000, $75.00.
Mixed Colors. Per dozen, 75c; $5.00 per 100; per 1000, $40.00.

Write us your requirements on any of the above, or any other Seasonable Bulbs.

Our Wholesale Price List of Bulbs, Seeds and Florists' Supplies, Free.

Henry F. Michell Co.
518 Market St., Philadelphia, Pa.

Mention the American Florist when writing

Waldo Rohnert

GILROY, CAL.
WHOLESALE SEED GROWER
Specialties:
Beet, Carrot, Endive, Lettuce, Onion and Radish.
Correspondence Solicited.

The General Bulb Company

Established 1883.

VOGELENZANG, HOLLAND

AMERICAN BRANCH

110 Water Street, NEW YORK CITY

BURPEE'S SEEDS

Philadelphia
Wholesale Price List for Florists and Market Gardeners.

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JAMES VICK'S SONS
Growers of
Flower and Vegetable Seeds

Get the benefit of our 69 years' experience. All seasonable varieties.
Our stocks are very complete.
ROCHESTER, N. Y. The Flower City

BRITISH SEEDS

KELWAY'S

LEADING HOUSE FOR
IMPROVED FARM ROOT SEEDS
IMPROVED VEGETABLE SEEDS
IMPROVED FLOWER SEEDS
Write for Our SPECIAL PRICES, stating, if possible, quantities required. Illustrated Catalogue Free

KELWAY & SON, Wholesale Seed GROWERS **LANGPORT, Eng.**
Cable Address: "KELWAY, LANGPORT."

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R. C. McGILL & CO.

WHOLESALE SEED GROWERS

SPECIALTIES IN VARIETY
ONION - CARROT - BEET - RADISH - PARSNIP
CONTRACT PRICES MAILED ON REQUEST

SAN FRANCISCO CABLE ADDRESS, "McGILL-SEED" SAN FRANCISCO **CALIFORNIA**

NARCISSUS PAPER WHITE GRANDIFLORA

1300 to a case. **READY FOR IMMEDIATE DELIVERY.** **WRITE FOR PRICES.**

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For SEEDS

Flower, Vegetable and Farm
Send your inquiries to
HURST & SON
152 Houndsditch
LONDON, - - ENGLAND
The Premier British Wholesale and Exporting Seed House.
75 YEARS UNRIVALLED REPUTATION

TOMATO SEED

Grown for the Wholesale Seed Trade

HAVEN SEED CO.
SANTA ANA, CALIFORNIA

R. & M. GODINEAU
SEED GROWERS

Angers, - - France

Specialties: Beets, Mangoes, Carrots, Cabbages, Celeries, Parsleys, Parsnips, Turnips.
Growing Crops Given Personal Attention.

Just Received
HOLLAND BULBS

FREESIA PURITY, ¾ in. and up.
Prices on application.

J. M. THORBURN & CO.
53 Barclay Street, thru to 54 Park Place
NEW YORK CITY

BULBS

Paper Whites and Dutch Stock
Write for Prices
Try us for Quick Supply.

The W. W. BARNARD CO.
231-235 W. Madison St., Chicago

Seed Packets

FLOWER SEED SIZES TO CATALOGUE
ENVELOPES—RETURN ENVELOPES
Brown Bag Filling Machine Co.
FITCHBURG, MASS., U. S. A.

NEW CROP ASTER AND ZINNIA SEED

Now ready for delivery. Send orders now. Also Flower and Vegetable Seeds.

JOHN BODGER & SONS CO., Wholesale Seed Growers, **LOS ANGELES, CALIF.**

Yokohama Nursery Co.
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Woolworth Building,
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IMPORTERS
Japanese Bulbs, Plants and Seeds
Mention the American Florist when writing

GARDEN SEED

Beet, Sweet Corn, Garden Beans, Onion Sets and Sweet Potatoes in variety. Also other items of the short crop of this past season, as well as a full line of Garden Seeds, will be quoted you upon application to

S. D. WOODRUFF & SONS, 82 Dey St., NEW YORK
and ORANGE, CONN.
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Get Quotations From

LANDRETH
SEEDS WHICH SUCCEED

Bloomsdale Farm. **Bristol, Pa.**
Mention the American Florist when writing

EDGAR F. HURFF
SWEDESBORO, N. J.
Grower of High-Grade Seed.
TOMATO, Pepper, Eggplant, Squash, Pumpkin, Cucumber and Watermelon Seed and Field Corn on contract.
CORRESPONDENCE SOLICITED
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ROUTZAHN SEED CO.
Arroyo Grande, Calif.
Sweet Pea and Nasturtium Specialists.
Wholesale Growers of full list of
FLOWER and GARDEN SEEDS
Mention the American Florist when writing

GEORGE R. PEDRICK & SON
PEDRICKTOWN, N. J.
Pepper, Egg Plant, Tomato, Okra, Asparagus, Rhubarb, Celery, Spinach, Beet, Onion, Beans, Cabbage, Cauliflower, Sweet Corn and Vine Seeds.
Correspondence Solicited.
WHOLESALE SEED GROWERS
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THE C. HERBERT COY SEED CO.
VALLEY, Douglas County, NEB.
Contract Growers of
HIGH GRADE SEEDS
Cucumber, Muskmelon, Squash and Pumpkin, Sweet, Flint and Dent Seed Corn.
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The Everett B. Clark Seed Co.
GROWERS FOR THE TRADE
Beans, Peas, Sweet Corn, Onion, Turnip, Radish, Beet, Carrot, Spinach, Etc.
Branches: Wisconsin, Colorado, Montana, Idaho, Washington. **Milford, Conn.**
Mention the American Florist when writing

GRASS SEEDS
H. A. PETERSEN, Limited
SEED MERCHANTS
Brisbane, Queensland, Australia,
are Exporters of **Rhodes Grass, Paspalum Grass, Soudan Grass, Couch, Prairie Grass, Red Top Grass.** Correspondence Invited.

Market Gardeners

Vegetable Growers' Association of America.

E. A. Dunbar, Ashtabula, O., President; Louis F. Miller, Toledo, O., Vice-President; S. W. Severance, Loui ville, Ky., Secretary; H. J. Cheney, Grand Rapids Mich., Treas. Next annual convention September 1920.

Prices of Indoor Fruits and Vegetables.

Chicago, Nov. 4.—Cucumbers, 2-dozen box, $3.00 to $4.00; celery, Michigan, box, $1.00 to $1.25; leaf lettuce, per tomato box, 25 cents; radishes, per 100 bunches, $2.50; tomatoes, per box, 50 to 75 cents.

New York, Nov. 3.—Celery, per doz. roots, 10 to 50 cents; cucumbers, basket or crate, $5.00 to $6.50; mushrooms, 50 cents to $1.75 per three-pound basket; tomatoes, per pound, 15 to 27½ cents; lettuce, per package, 50 cents to $5.00; radishes, per 100 bunches, 50 cents to $1.50.

Celery Storage.

October proved one of the wettest months on record in our vicinity, (Ohio), it having actually rained 16 days out of 31, and in that length of time some six inches of water fell. This was accompanied by high temperature, and slow air movements; making conditions for plant-growth very unfavorable. Most celery fields suffered from blight to a great extent; and the growth to date is very unsatisfactory—tall, thin and lacking substance. Hilling machinery could not be used, owing to the excessive moisture, and hand labor was unavailable. All these circumstances have put the celery crop in bad shape; the early crop unfinished and unsold, the late crop too soft and unsound for long storage. To save any part of the crop now, there is nothing left but trenching, provided we get weather favorable for that operation. We have had no frost to date—not even as much as to touch a bean or tomato vine. If severe weather does not freeze this unprotected celery, storage can be attempted any time now. We aim to have all celery packed away by Thanksgiving. Some frost does not hurt green celery much; we have always made it a rule to figure that any celery that resumes erect positions after a severe frost is all right, but when the leaves drop and do not come back after a thaw, we consider it worthless for storage. We have for many years practiced storage in trenches, digging those two spades wide, and deep enough to take the entire celery plant; pack close and erect, and use no earth around roots. Strip the plants in the field of all surplus leaves to relieve crowding in the trenches. We roof as fast as the work progresses by using boards on "A" shaped frames. Generally we use bleaching boards, and nail them lightly, leaving one upper board loose for airing. These roofs are at once banked to keep air currents and frost out, and we are careful also to keep rain out. Ventilate as much as possible. While this entails a great deal of work, the extra price received later on is a consideration. Besides this method has often saved part of our crop, even if grass green, as it will bleach in the trenches.

MARKETMAN.

Lancaster County Florists' Association.

Thursday, October 30, opened up threatening rain, and little prospect of that lost art "seeing the sun," but in spite of this, we gathered at the home of President Elmer Weaver, via trolley and automobile, and after seeing that all were provided with accommodations, the start was made to West Grove, Chester county, picking up members and machines along the route, until we numbered 48 at our last stop, Christiana. This is the home of M. J. Brinton, our Lancaster county "lily king," and we spent a short time looking over his place, but found many of the lily houses empty, as bulbs were not to be had to fill them. They will be planted as fast as possible with narcissi, freesias and other bulbs, as well as lilies, as the the latter are beginning to arrive. The carnation range is filled in good shape, and part of the space is up with stevia, snapdragons and chrysanthemums.

Reaching West Grove at 10:30 a. m., the Conard & Jones Co's. establishment was our destination, and a full hour was spent here inspecting what was new to many of our party, house after house being filled with mail order stock, that will pay dividends to the buyer, and sent out under a system that makes errors a rare occurence, all of which accounts for the large trade they have built up in this line. With Antoine Wintzer connected with the firm, one, of course, expects to see cannas, and we were not disappointed. The large number in the fields were, of course, about over their beauty, although they were still presentable, but a number of his seedlings were in boxes inside, and they plainly show his untiring effort and great skill in hybridizing. There were some 20 or more, all good, but among them are several that will make the name of Wintzer revered for some generations to come.

Robert Pyle is, of course, the foundation head of this business, and as an organization, he can be almost as proud of it as Mr. Wintzer is of his cannas. It was through Mr. Pyle that we were invited to make this trip as a delegation, and for the remainder of the day, he was our host with the assistance of Mr. Yeatman and Mr. Carey.

They piloted us to the immense new house built, by Richards Bros. This is in its second year, and is filled with the best carnation plants we have seen this season, and proves that a new house, and new soil, will produce results that the man with an older house, and soil that has been growing carnations for a number of years, cannot obtain, unless his place is big enough that he can get soil that is practically virgin for each season.

Howard Thompson's establishment was next in line, and here carnations were just a trifle behind the Richards Bros.; in fact, if it were not for the unfair comparison, all of the stock we saw was in what one would call fine shape. Vieing with the greenhouses as an attraction to our party, was the fine old Chester county homestead here, making a perfect picture on the side of the hill.

Lawrence Thompson had the usual number of carnation houses, a few houses of sweet peas, and mushroom houses galore, all of which promise a revenue for the coming winter, with the mushrooms abut 30 laps ahead of the greenhouses at the present time.

One of the lasting impressions of this trip, will be the few varieties of carnations that are grown in Chester county of the places we visited. Matchless, Mrs. C. W. Ward, Benora, Aviator and a few Sagamore were on the list. In my boyhood days, I remember a trip through this section, when from 12 to 20 varieties of carnation were to be found growing on a moderate sized place. Now, one sees whole houses of one or two of the above varieties, showing the commercial trend of this business.

It was now getting close to one o'clock, and appetites were keen, so a quick run was made to Kennett Square, and 72 of us partook of dinner at the hotel, our 48 as guests of the Chester County Florists' Club. We also had with us S. S. Pennock and wife, Arthur Niessen, and Messrs. Connor and Bates of the Lord & Burnham Co., of Philadelphia. Grouped at round tables, with a Chester county host or two to each visitor, the dinner became a social event. After the coffee, Robert Pyle acted as toastmaster, proving himself no novice in this position. After welcoming us as guests, in a manner that left no doubt as to its sincerity, he called on Mrs. Albert M. Herr for a few remarks as a representative of the ladies auxilliary. She in a few trite words, expressed our appreciation of the hospitality shown, and asked every one present to boost the S. A. F. convention for Baltimore in 1921. M. J. Brinton, in his usual eloquent style, voiced the sentiments of the men of our association, and short addresses were given by Arthur Niessen, Elmer Weaver and S. S. Pennock, followed by Mr. Wilkinson, who bade us God Speed for the Chester County Club.

Before leaving Kennett Square, we visited the establishment of Wm. Swayne, who has the largest assortment of chrysanthemums in the state and whose houses are always a treat to lovers of this flower at this particular season of the year. A house of radishes, planted between his snapdragons, as a catch crop, shows that greenhouse room has some value in his estimation. Yeatman & Way had a wonderful house of tomatoes, heavily set with fruit, and the foliage good and healthy top to bottom. They also grow sweet peas and mushrooms in quantity, a number of new hollow tile houses being added to their already large space given to mushrooms. T. K. Larkins is in the same line of business, and as he is a member of the state senate, and has to spend considerable time in Harrisburg, he has adopted a unique way of handling his establishment by giving 50 per cent of the net returns to his employes, instead of the usual weekly wage, and retains the other 50 per cent for running expenses and his own end of the business. This worked out very well last season.

Turning in our tracks, we went back to Brandywine Summit and visited the establishment of A. Harvey & Sons. Here we found the old houses torn down, and replaced by modern structures along the lines of their large house built several years ago for sweet pea growing. Everything now is planted to roses, and they will have 46,000 bloming plants this winter. Not having seen any other rose establishments for comparison, we can not say that they are the best in the country, but there certainly could not be any much better. They are timed for a heavy holiday crop, and unless I miss my guess, their cut this season, will run beyond the 800,000 they disposed of last winter.

ALBERT M. HERR.

New Roses For 1920

Frank W. Dunlop

(Dunlop) **THE IMPROVED RUSSELL**

Dunlop, is a seedling of Russell with Mrs. Shawyer as the pollen parent and combines all the good points of Russell with the quick, free growth of Shawyer, so noticeable in Columbia, the other Shawyer off-spring.

Madame Butterfly

(Hill) **THE GLORIFIED OPHELIA**

Butterfly, is a glorified sport of the popular Ophelia, and originated with the E. G. Hill Co. It is even freer in growth than its parent and the flower is a glorious combination of pink, apricot and gold.

Quantity	OWN ROOT STOCK	Price
100	- - - - -	$ 35.00
250	- - - - -	82.50
500	- - - - -	150.00
1,000	- - - - -	300.00
2,500	- - - - -	725.00
5,000	- - - - -	1,375.00
10,000	- - - - -	2,600.00

GRAFTED

$7.50 per 100, additional to own root price.

Come and see these varieties growing any time and you will be always welcome.

E. G. HILL CO.
Richmond, Ind.

JOS. H. HILL CO.
Richmond, Ind.

CHARLES H. TOTTY CO.

MADISON, NEW JERSEY

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Paper Whites (Grandiflora)

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HYACINTHS

	1000
First size (our selection vars.)	$100.00
Second size " "	80.00
Forcing grade, sep. colors	50.00
Bedding grade, " "	38.00

EARLY TULIPS

	1000
Cramoise Brilliant	$30.00
Prince of Austria	33.00
Thos. Moore	29.00
La Reine	31.00
Flamingo	52.00
Yellow Prince	29.00
Keizerskroon	29.00
Coronne d' Or	40.00
Murillo	32.00

DARWINS

	1000
Clara Butt	$22.00
May Queen	25.00
Madam Krelage	31.00
Nauticus	25.00
Pride of Haarlem	32.00
Painted Lady	24.00
Rev. Eubank	30.00
Finest Mixed	20.00

NARCISSUS

	1000
Golden Spur	$30.00
Princeps	26.00
Poeticus Ornatus	18.00
Vaughan's Xmas Glory (earliest forcing variety)	40.00

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New Crop Gladiolus Bulbs Ready Soon.
Immortelles due by November 10.
Fresh Bouquet Green in Stock.
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2¼-inch Pot Plants, Except Noted.

Asparagus Plumosus and **Sprengerii**, $5.00 per 100, $45.00 per 1,000.

Fern Dish Ferns—Pteris, Mayi, Victoria Variegata, Critica Alba, Wimmsetti, etc., $6.00 per 100, $50.00 per 1,000. (very heavy.)

Thumbergia Erecta—Splendid plants from 3-in. pots, $35.00 per 100.

Bougainvillea—Heavy 4-in. pot plants, $4.50 per doz., $35.00 per 100.

Dracena Sanderii, $20.00 per 100.

Euonymus Japonica, "Silver Edged," 3-in. pot plants, $15.00 per 100, 4-in. pot plants, $30.00 per 100; 5-in. bushy, 15 to 18 inches high, $60.00 per 100.

Lantanas, Dwarf—Two wonderful varieties in red, Jacob Schulz and Michiel Schmidt, $5.00 per 100; $45.00 per 1,000.

Kentia Forsteriana—Decorating Palms of good value, well rooted single specimen plants, 42 inches high, $7.50 each; 48 inches high, $8.50 each, 54 inches high, $10.00 each.

Phoenix Canariensis, Heavy plants, 48 inches high, $10.00 each.

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DUTCH AND OTHER BULBS

Of the following stock the **DUTCH BULBS** can be shipped at once—the others as they arrive. All prices are understood packed and F. O. B. cars or steamer New York.

U. S. GROWN BULBS

NARCISSUS EMPEROR, double nosed, XXX sel. for forcing.....$36.00 per 1000
NARCISSUS EMPRESS, double nosed, XXX sel. for forcing..... 36.00 per 1000
In lots of 10,000 or more, both varieties..... 35.00 per 1000

DUTCH BULBS

"D. N." means double nosed. Tulips are sold only in multiples of 250. Hyacinths in multiples of 50. Miniature Hyacinths in multiples of 100—as they come that way in bags and we cannot break bags.

SINGLE EARLY TULIPS

	Per 1000		Per 1000
Rose Gris de Lin	$24.00	Vermillion Brilliant	$47.50
Yellow Prince	32.00	Proserpine	46.75
White Swan (True)	30.00	Mon Tresor	46.75
White Hawk	30.00	Coleur Cardinal	48.50
Duchess de Parma	30.00	Flamingo	50.00
Prince of Austria	35.00		

DOUBLE EARLY TULIPS

	Per 1000		Per 1000
Snow Ball	$24.00	Couronne d'Or	$47.00
Murillo	30.00	Imperatur Rubrorum	50.00

DARWIN TULIPS

	Per 1000		Per 1000
La Candeur	$26.00	Massachusetts	$31.00
Glow	37.00	Baron de la Tonnaye	25.25
Madam Krelage	33.00	Suzon	30.00
Erguste	33.00	William Copeland	59.00
Gretchen	29.00		

NARCISSUS

	Per 1000		Per 1000
Empress (D. N.)	$42.50	Poetaz Louise	$30.00
Victoria (D. N.)	50.00	Sir Watkin (D. N.)	35.50
Emperor (D. N.)	42.50	Dbl. Von Sion (D. N.)	42.50
Poetaz Alsace	26.50	Glory of Leiden	39.00
Poetaz Irene	42.00	Barii Conspicuous	24.00

HYACINTHS

La Victoire, Queen of the Blues, 1st size 17-18 c/m.....$85.00 per 1000

MINIATURE HYACINTHS

Your selection of following varieties, 12-14 c/m.....$35.00 per 1000

Johan	Ruby	Gr. Vainqueur	Lord Balfour
Heroine	Roi des Belges	Alida Jacoba	Lord Macauley

CAN ALSO OFFER FOR later delivery:—**BEGONIA** and **GLOXINIA BULBS. JAP LILY BULBS.** Write for prices, stating specifically what you require.

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Rooted Cuttings, Jan. 1st, 1920, Delivery.
$10.00 per 100; $90.00 per 1000. Order now
A. F. LONGREN,
4249 West Monroe St., CHICAGO, ILL.

ABUNDANCE OF STOCK

	Per 100	Per 1000
2¼-inch Smilax plants	$ 2.75	$25.00
2¼-inch Snapdragons, white, pink and yellow	5.00	48.00
4-inch Marquerites, white and yellow	15.00	
25,000 Vincas, field grown	8.00	75.00

10,000 Bench Ferns, 5 varieties, $25.00 and $30.00 per 100.

Packing free of charge. Liberal extras.

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Wholesale Florist
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Case No.		Single Hyacinths	Per 1000
861	500	**Gertrude,** First Size	$85.00
861	500	**Queen of Blues,** First Size	85.00
861	250	**Grand Maitre,** First Size	85.00
862	250	**Grand Maitre,** First Size	85.00
862	250	**King of Blues,** First Size	85.00
862	700	**L'Innocence,** First Size	85.00
863	300	**L'Innocence,** First Size	85.00
863	1000	**Gertrude Miniature**	30.00
863	1000	**Queen of Blues,** First Size	30.00
863	500	**Grand Maitre,** First Size	30.00
864	500	**Grand Maitre,** First Size	30.00

Case No.		Double Tulips	Per 1000
864	3000	**Murillo**	30.00
864	2000	**Dark Red** (Rubra Maxima)	34.00
864	500	**Tournesoll Yellow**	40.00
865	1000	**Tournesoll Yellow**	40.00

Case No.		Single Tulips	Per 1000
865	2000	**Belle Alliance**	29.00

Case No.		Single Narcissus	Per 1000
865	1000	**Trumpet Major** (D. N.)	25.00
865	500	**Bicolor Victoria** (D. N.)	40.00

Case No.		Double Narcissus	Per 1000
866	1000	**Von Sion,** (D. N.)	42.50

Case lots only 10% from this price for cash with order.

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If you want Orchids for any purpose whatever, we solicit your inquiries and orders for same. We do not grow or handle anything else but orchids. Special lists on application.

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and four and five inch

BOSTON FERNS

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Extra Good, Well-Rooted Plants.
From 2-in. pots, $2.00 per 100; $18.00 per 1000.

BOSTON YELLOW DAISIES.
A special good strain; from 2-in. pots, $3.50 per 100.

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Elmer Rawlings, Wholesale Grower, ALLEGANY, N. Y.

Geraniums Rooted Cuttings.

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S. A. Nutt and Buchner..at $18.00 per 1000
Poitevine and Ricard....at 22.00 per 1000

Parcel post or express delivery.
Parcel post charged at cost.

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R. C., Feby. and March Delivery,

$10.00 per 100; $90.00 per 1000.

The demand for this Carnation will far exceed the supply.

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HIGHEST GRADE BULBS For Immediate Delivery.

HYACINTHS

Single, First Size, 17 to 19 c-m

Named Varieties

		100	1000
5000	**Grand Maitre,** porcelain blue	$7.50	$60.00
2000	**Perle Brilliante Improved Grand Maitre**	7.50	60.00
8000	**Gertrude,** bright pink	7.50	60.00
6000	**L'Innocence,** pure white	7.50	60.00

Hyacinths, Third Size, 15 to 16 c-m

Named Varieties

		Per case	100	1000
1000	**Grand Maitre**	$20.00	$5.00	$45.00
1000	**Queen of the Blues**	20.00	5.00	45.00
1000	**Gertrude**	20.00	5.00	45.00

TULIPS

Double Early Tulips

		1000
5000	**Couronne D'Or,** orange yellow	$32.00
5000	**Tournesoll,** red and yellow	34.00

Single Early Tulips

		1000
5000	**Artus,** bright scarlet	$20.00
5000	**Belle Alliance,** scarlet	25.00
5000	**Chrysolora,** finest yellow	22.00
5000	**Cottage Maid,** soft pink	22.00
5000	**Cramoisi,** brilliant extra red	22.00
5000	**Gold Finch,** pure yellow	22.00
2500	**Lord Kitchner (Kaiser Kroon)**	22.00
5000	**La Reine,** pure white, shaded pink	22.00
2500	**Rose Grisdelin,** delicate pink	22.00
2000	**Vermilion Brilliant**	35.00
2000	**Prince of Austria,** orange scarlet	28.00

NARCISSUS

Guernsey Stock

Blooms earlier than Holland bulbs.

5000	**Narcissus, Emperor,** large size	$30.00
7000	**Narcissus, Sir Watkins,** first size	30.00
3000	**Grand Primo**	28.00

FISCHER'S IMPROVED FREESIA PURITY

	1000
Freesia Purity, ⅜ to ½	$ 6.00
Freesia Purity, ½ and up	8.00
Freesia Purity, ½ to ⅝	10.00
Freesia Purity, ⅝ to ¾	12.00
Freesia Purity, Mammoth	18.00

5000 lots $1.00 per 1000 less.

LILIES

Giganteum Lilies are probably more scarce than any other item used in the florists' trade. We expect, however ,to receive at least the greater portion of our stock.

Size	Giganteums	Per case
7 to 9 inch,	300 to case	$45.00
8 to 10 inch,	250 to case	48.00
9 to 10 inch,	200 to case, selected	50.00

Godfrey Callas

	100
2½ to 3 inch Circ	$20.00

Yellow Callas

	100	1000
Yellow Callas, size 1½ to 1¾ inches	$20.00	$175.00
Yellow Callas, size 1¾ to 2¼ inches	25.00	200.00

PACKING AND BOXES WILL BE CHARGED FOR AT COST

C. U. LIGGIT, Office: 303 Bulletin Building, **Philadelphia, Pa.**

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READY FOR IMMEDIATE SHIPMENT

NAMED HYACINTHS

	Per 100	Per 1000
Blue, Grand Maitre, King of Blues, Queen of Blues.		
Red and Pink, Cardinal Wiseman, Gen. De Wet, Lady Derby.		
Second size named varieties	$8.50	$80.00
Forcing grade in separate colors	6.00	55.00
Bedding grade in separate colors	4.50	40.00

SINGLE TULIPS

	Per 100	Per 1000
Artus, scarlet	$2.25	$20.00
Cardinal's Hat, red	4.75	45.00
Chrysolora, yellow	3.00	27.00
Dusart, scarlet	2.40	21.50
Keizerskroon, red and gold	3.30	30.00
Mon Tresor, yellow	4.90	46.00
Prince of Austria, orange scarlet	3.60	33.00
Rosamundi, rose pink	2.40	21.50
Rose Grisdelin, soft rose	2.75	24.00
Thos. Moore, orange yellow	3.00	27.00
White Hawk	3.25	29.50
Yellow Prince	3.30	30.00
Extra Fine Mixed	2.00	18.00

DOUBLE TULIPS

	Per 100	Per 1000
La Candeur, white	$2.75	$24.00
Murillo, pink	3.75	35.00
Salvator Rosa, deep rose	3.85	35.00
Schoonord, pure white	3.00	25.00
Vuurbaak, scarlet	4.85	45.50
Extra Fine Mixed	2.50	21.00

LATE FLOWERING TULIPS

	Per 100	Per 1000
Bouton d'Or, yellow	$2.30	$20.00
Picotee (Maiden's Blush), white margined rose	2.40	21.00
Inglescombe Pink	2.60	23.00
Inglescombe Yellow	2.60	23.00

SINGLE HARDY NARCISSI OR DAFFODILS

	Per 100	Per 1000
Empress, double nose bulbs	$4.85	$46.00
Emperor, double nose bulbs	4.85	46.00
Golden Spur, double nose bulbs	5.00	48.00
Golden Spur, round bulbs	3.75	35.00
Sir Watkin, double nose bulbs	4.75	45.50
Victoria, double nose bulbs	5.25	49.50

DOUBLE HARDY NARCISSI OR DAFFODILS

	Per 100	Per 1000
Von Sion, double nose bulbs	5.25	49.50
Von Sion, round bulbs, 1st size	4.25	40.00

CROCUS

	Per 100	Per 1000
White, mixed	$1.50	$12.00
Blue, mixed	1.50	12.00
Yellow, mixed	1.50	12.00
Striped, mixed	1.50	12.00

A. HENDERSON & CO., 166 N. Wabash Ave., CHICAGO

The Nursery Trade

American Association of Nurserymen.

J. Edward Moon, Morrisville, Pa., President; Lloyd C. Stark, Louisiana, Mo., Vice-President; John Watson, 400 Nassau Street, Princeton, N. J., Secretary; J. W. Hill, Des Moines, Iowa, Treasurer.

Forty-fifth annual convention will be held at Chicago, June, 1920.

THE Peterson Nursery, 30 North La Salle street, Chicago, issues the following guarantee: "We will replace with three, every peony or iris plant blooming untrue to description."

CHILLIWACK, B. C.—Manager Trotter, of the British Columbia Nurseries Company, has announced the removal of the company's headquarters from Vancouver to Sardis, where the largest holdings are. He will move there shortly himself, and take charge. Forty acres are in use already, and 60 more have been leased.—H. M.

Peony Bulletin.

We are in receipt of the American Peony Society's Bulletin No. 9, which contains the proceedings at the annual meeting, held at Detroit, Mich., June 17, 1919, also an exhaustive account of the exhibition. To most of our readers, however, the most interesting features will be found in J. C. Wister's account of visits to the establishments of Auguste Dessert, at Chenonceaux, and Emile Lemoine, at Nancy, France, last May and June respectively.

Sassafras in Autumn.

In good years and bad years, the sassafras never fails to become a conspicuous object of beauty in October when its dark green leaves turn yellow and orange color, more or less tinged with red. This statement gives little idea of the warmth of color which the sassafras produces when it grows, as it often does, on the border of a forest of oak trees on which the leaves are still green. The sassafras is a handsome tree at other seasons of the year. In winter, it is conspicuous by its deeply furrowed, dark cinnamon-gray bark and bright green branchlets, which in early spring are covered before the leaves appear with innumerable clusters of small bright yellow flowers. The leaves, which are sometimes deeply three-lobed and sometimes entire on the same branch, are not attacked by insects. The fruit is a bright blue berry, surrounded at the base by the much enlarged and thickened calyx of the flower raised on a long bright red stalk. Among northern trees, only magnolias produce such bright-colored fruits. There is little time, however, to enjoy the fruit of the sassafras for birds eagerly seek it as it ripens.—Arnold Arboretum Bulletin.

Vick's Prophecy and Gould Bill.

Referring to the communication of Secretary John Watson of the American Association of Nurserymen calling attention to the Gould bill, sent to all members of the organization, October 15, and which was published in our issue of October 25, page 736, E. C. Vick, manager of the farm and garden department of the New York Sun, in a letter to Mr. Watson, dated October 28, 1919, says in part:

"In June, 1918, I made a prophecy at the conventions of the nurserymen and seedmen at Chicago. It was right along the line of the bill to which your letter refers.

"I cannot see why the nursery trade, as a trade, cannot take care of itself, without being fostered by the government. Regarding the department of agriculture establishing a nursery to help the nurserymen, if the government must run the nursery business, the shortest cut to that position is desirable. Why not have the department of agriculture establish a nursery in each state of the Union? This would save unnecessary shipping, placing all stock within a short radius of where it is grown."

ROSES

For Easter and Memorial Day Forcing

Order now for delivery when ready, about November 5th to 10th. Strong field grown plants, plenty of canes for training.

VARIETIES

Tausendschon, XXX forcing grade.....$35.00 per 100

Dorthy Perkins — **White Dorothy Perkins**

Lady Gay — **Crimson Rambler**

Excelsa (Red Dorothy Perkins)

All XXX forcing grade.....$30.00 per 100

Jackson & Perkins Company, Newark, New York

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Natural Habit.

Ibolium THE NEW HYBRID **Hardy Privet**

(L. Ibota x Ovalifolium)

Now sent out for the first time. Inquire for further information. One-year field-grown plants, $5.00 each. Summer rooted, frame-grown, $3.00 each. Nov. 25th. delivery.

Introducers of **Box-Barberry,** well rooted summer frame cuttings, $65.00 per 1000.

The Elm City Nursery Co.,
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When Trimmed.

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SNOW QUEEN CANNA

Awarded Certificate of Merit at S. A. F. & O. H. New York Convention. And 100 other notable kinds. Always ask for

SWASTIKA BRAND CANNAS.

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BEST FOR OVER HALF A CENTURY

Small, medium and large sizes supplied. Price list now ready.

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Box 404. DUNDEE, ILL.

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Boston Ivy
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Perennials
California Privet Hedge
Japan Barberry

Prices on request.

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Fruit Trees Budded from Bearing Orchards. Peach, apple, pear, plum, cherry, quince, grape-vines, strawberry plants, raspberries, blackberries, evergreens and shade trees. Catalog free.

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Now Is the Time to Push Plants

Our stock contains the best finished and largest assortment of foliage and flowering plants in this country. Quicken your sales with a sample order of **Craig Quality Ferns, Dracaenas, Areca, Crotons, Pandanus** and **Ficus.** They will bring you profitable business. Order now.

ROBT. CRAIG CO., Branch: Norwood, Pa., **4900 Market St., Philadelphia, Pa.**

Columbus, O.

INCLEMENT WEATHER BUT TRADE FAIR.

Although it has rained the greater part of the week, trade has been quite brisk. It is believed that the inclement weather of the latter part of the period cut into the volume, however, as conditions are good for a still further increase in demand. One of the best features is the call for party and reception work. Weddings, also, have been quite numerous. With the opening of the social season, still better sales for all kinds of flowers are anticipated, and retailers have made preparations to take care of this. A good supply is coming into the local market, with roses and chrysanthemums the leaders. Sweet peas are also plentiful, and the quality is improving as the season advances. Carnations are also selling well at former prices. Rose offerings are principally Premier, Ward, Russell, Sunburst and Ophelia. Pompons are now coming in, and find ready sale. Stocks of all kinds continue to clear up each day, and there is little carried over. This makes the market most satisfactory, and gives the largest margin of profit to the dealers.

NOTE.

Stephens, the Florist, near Green Lawn cemetery, is advertising tulip, hyacinth and narcissus bulbs and urging planting now on home grounds.

J. W. L.

Morristown, N. J.

This city is one of the oldest and most attractive towns of the eastern states. A house containing numerous relics, in which General Washington for a time made his headquarters, is to the citizens and visitors an object of much interest. The town has a large public square, which contains many fine old trees. Numerous fine churches and private residences are other marks of progressive civilization. It has a number of commercial florists, and all seem prosperous.

David Francis, formerly a private gardener, combines the business of landscape gardening with that of florist. At his place, we met an old friend in the person of Harold B. Vyse, formerly a well known private gardener and prize winner at the shows. He is greatly afflicted with rheumatism, but keeps bravely at work.

John M. Barker is a noted grower of sweet peas. This is not the season for prize sweet peas, but in the recent show, he had an attractive display of various features, including a trophy awarded him several years ago for an exhibit of these flowers.

R. A. Elliott has a considerable area of glass, and an attractive store. In chrysanthemums, he has a house of the variety Golden Chadwick just coming in.

E. C. Holmes has a neat range and store near the railroad station.

E. A. Holton has a considerable glass area and an attractive store.

A. F. F.

RUGOWSKI'S NEW ASTERS

Read the Following Strong Endorsement of Men Well Qualified to Judge:

MR. J. K. RUGOWSKI, Manitowoc, Wis.: September 15th, 1919.

"Dear Sir—In the name of the Wisconsin State Florists' Association, I wish to thank you for your exhibit of both Pink and White Asters at our annual meeting held at Milwaukee September 12.

"I am transmitting herewith the resolution passed at that meeting, endorsing these Asters as being very meritorious flowers. It was the sense of the resolution that these Asters be endorsed by the Association as **having the largest flower and longest stems and in every way being superior to any Aster thus far seen in the market.** It is with pleasure, indeed, that I am permitted to send this message.

"With best wishes for the future success of this flower, I am, Yours very truly,
"WISCONSIN STATE FLORISTS' ASS'N, H. J. Seal, Secretary."

Here's Another Proof of Merit:

"The sample flowers of Asters shown were **the finest type of Ostrich Plume of Crego that I have seen in 32 years' experience."** C. LITTLEFIELD, of Peter Henderson & Co., New York.

This Seed Will Be on the Market the Coming Season in Original Packages Only. Price, $1.50 Per Package.

JOHN K. RUGOWSKI, Grower and Importer of Pure Seeds, Manitowoc, Wis.

Dutch Bulbs

Ready for Immediate Shipment

C. J. SPEELMAN & SONS

38 Murray Street, New York City

PANSIES

200,000 Fine Plants, Giant Strain, $3.00 per 1000,

ALYSSUM, Double Giant, 2-in., $2.00 per 100; $18.00 per 1000.
ASPARAGUS Sprengeri, 2½-in., $4.00 per 100.
BELLIS DAISY, White and Pink, $3.00 per 1000.
CALENDULA Orange King, 2-in., $2.00 per 100; Seedlings, $1.00 per 100.
GERANIUM Madame Salleroi, 2-in., $2.50 per 100.
PRIMULA Malacoides, Lavender, 2-in., $3 per 100.
SMILAX, 2-in., $2.50 per 100.
SNAPDRAGON, Giant White, Pink and Yellow, 2-in. pots, $3.00 per 100.
TABLE FERNS, Assorted, 2-in., $4.00 per 100.
R. C. DAISIES, Sanders and Giant White, $1.50 per 100; Boston Yellow, $2.00 per 100.
CUPHEA, 90c per 100.
DBL. PETUNIA, as fine a strain as any, $1.50 per 100.
ROSE GERANIUMS, 2-in., $2.50 per 100.

R. C. LIST:

FEVERFEW, Gem, $1.50 per 100
WEEPING LANTANA, $1.00 per 100
GENISTA, $1.50 per 100.
HELIOTROPE, $1.50 per 100.
FUCHSIA, $1.50 per 100.
ALTERNANTHERA, red and yellow, $8.00 per 1000.
BRILLIANTISSIMA, $10.00 per 1000.

—Cash.—

BYER BROS., Chambersburg, Pa.

Bailey's New Standard Cyclopedia o Horticulture

Six Splendid Volumes

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440 S. Dearborn St., CHICAGO

Ready Reference Section.

12 CENTS, NET, PER LINE.

ALYSSUM.

Alyssum, Double Giant, 2-inch, $2.00 per 100. Elmer Rawlings, Allegany, N. Y.

Alyssum, Double Giant, 2-in., $2.00 per 100; $18.00 per 1,000. Byer Bros., Chambersburg, Pa.

ASPARAGUS.

Asparagus plumosus, 2¼-in., 3½c; 3-in., 7½c; 4-in., 12½c. Sprengeri, 3-in., 7c. Cash. L. J. ROWE, Titusville, Pa.

Asparagus Sprengeri, 2½-in., $4.00 per 100, Byer Bros., Chambersburg, Pa.

ASPIDISTRAS.

Aspidistra, green, 10-in. tubs, 20 to 24-in. high, $5 to $8; 12-in. tubs, 22 to 28-in. high, $8 to $10 each. Vaughan's Seed Store, Chicago and New York.

BEGONIAS.

Begonia (pink) in bloom. Fine for Xmas, 4-in., 15c. Cash. L. J. ROWE, Titusville, Pa.

BOXWOOD.

CHOICE BOXWOOD SPRAYS

Write us today for prices on Fall and Winter deliveries. Best merchantable fancy tips Dwarf variety. Quality guaranteed. Satisfactory delivery assured to all parts of U. S. A. and Canada.

PITTSBURGH CUT FLOWER CO.,
116-118 Seventh St. Pittsburgh, Pa.

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Bulbs. Hyacinths, early and Darwin Tulips and Narcissus. For varieties and prices see display advertisement elsewhere in this issue. Vaughan's Seed Store, Chicago and New York.

Dutch Bulbs, for immediate shipment. For varieties and prices see display advertisement elsewhere in this issue. A. Henderson & Co., 166 N. Wabash Ave., Chicago.

Dutch Bulbs. For varieties and prices see display advertisement elsewhere in this issue. S. S. Skidelsky, 50 Park Place, New York.

Dutch Bulbs. Ready for immediate shipment. C. J. Speelman & Sons, 38 Murray St., New York.

Bulbs, Holland and French. Ask for our quotations. General Bulb Co., 110 Water St., New York.

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Calendula Orange King, 2-inch., $2.00 per 100. Seedlings, $1.00 per 100. Byer Bros., Chambersburg, Pa.

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YOUR LAST CHANCE!!
SPECIAL OFFER.
ORDER TODAY!!!

FIELD-GROWN CARNATION PLANTS.
Plant Carnations NOW for Mother's Day.

	100	1000
White—		
White Enchantress	$7.50	$70.00
Matchless	7.50	70.00
Pink—		
Rosette	7.50	70.00
Miss Theo	7.50	70.00
Roper	7.50	70.00
Enchantress Supreme	7.50	70.00
Red—		
Aviator	7.50	70.00
Thenanthos	7.50	70.00

M. C. GUNTERBERG
Wholesale Florist
Randolph & State Sts. Chicago, Ill.

Carnation Laddie, rooted cuttings June 1st. delivery. $10.00 per 100; $90.00 per 1,000. A. F. Longren, 4249 W. Monroe St., Chicago.

Carnations; rooted cuttings. Laddie, $90.00 per 1000. F. Dorner & Sons Co., Lafayette, Ind.

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Chrysanthemum stock plants now ready. White Smith's Advance, Oct. Frost, Opa, Rosea, Unaka and Chrysolora, $5.00 per 100; yellow Smith's Advance, $10.00 per 100. ELI CROSS, Grand Rapids, Mich.

Chrysanthemums in all leading varieties. Write for list. Elmer D. Smith & Co., Adrian, Mich.

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Cyclamen Seedings. We are booking orders for cyclamen seedings, assorted varieties. Will be ready soon. $8.00 per 100, $75.00 per 1,000. Add 5% for packing. THE GEO. WITTBOLD CO., 745 Buckingham Place, Chicago.

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Daisies, Bellis Monstrosa, pink or white; also Longfellow and Snowball; fine strong plants; $3.00 per 1,000; $8 25 per 3,000. Cash. BRILL CELERY GARDENS, Kalamazoo, Mich.

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Ferns. Pot grown; shipped without pots. Boston and Scottii, 4-in., $3.00 per doz.; $20.00 per 100. 5-in., $4.80 per doz.; $35.00 per 100. E. Vincent, Jr. & Sons Co., White Marsh, Md.

Ferns. Victory. A new and valuable variety of Nephrolepis. For sizes and prices see advertisement on front cover page of this issue. F. R. Pierson, Tarrytown, N. Y.

Boston ferns out of the bench ready for 6 and 8-inch pots. Come and see the stock and for prices. J. H. FIESSER, North Bergen, N. J.

Ferns. Boston 4-in., 20c and 25c. Bench grown, ready for 6-in. Strong, 50c. Cash. L. J. ROWE, Titusville, Pa.

FERNS.

Fancy Ferns, special picked. C. A. Kuehn, 1312 Pine St., St. Louis, Mo.

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Freesias. Imp. Purity, ⅜-½-in., $6.00; ½-in. Plump, $8.00 per 1000. Colored (Fardel's), separate colors, $4.00 per 100; $35.00 per 1000. Mixed, $3.50 per 100; $30.00 per 1000. Vaughan's Seed Store, Chicago and New York.

GERANIUMS.

Geraniums. Rooted cuttings, S. A. Nutt and Buchner, $18.00 per 1,000. Poitevine and Ricard, $22.00 per 1,000. Albert M. Herr, Lancaster, Pa.

Geraniums. Poitevine, 3½-in., $10.00 per 100; Madame Salleroi, 3-in., $7.00 per 100. Strong plants. GEO. P. DREW, Hyannis, Mass.

Geraniums. Nutt and Castellaine, 2¼-in., 3½c, $30 per 1000; 3-in., 4½c, $40 per 1000. Cash. L. J. ROWE, Titusville, Pa.

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Hydrangea Otaksa, field-grown, strong, well ripened plants with three to six branches, at 5c a bud. MADSEN & CHRISTENSEN, Wood-Ridge, N. J.

Hydrangea, Otaska and French, pot grown, 5-in., 30c; 6-in., 35c. Cash. L. J. ROWE, Titusville, Pa.

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Kentia Belmoreana. Average in 3 and 4 leaves, good strong plants out of 2¼-in. pots at $15.00 per 100. Prices on larger quantities on application. J. H. FIESSER, 711-741 Hamilton Ave., North Bergen, N. J.

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Narcissus. Paper White grandiflora. 13 ctms. (1250 to case), $3 per 100; $28 per 1000. 14 ctms., (1000 to case), $3.50 per 100; $30 per 1000. A. Henderson & Co., 166 N. Wabash Ave., Chicago.

Narcissus. Emperor, double nose, $45.00; Victoria, $30.00; Vaughan's Xmas Glory, $40.00; Trumpet Major, $25.00 per 1000. Vaughan's Seed Store, Chicago and New York.

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HASSALL & CO., orchid growers and raisers, Southgate, London, England. Cattleyas, Laelio-Cattleyas our specialty. One trial order solicited.

Orchids of all kinds, established and semi-established. Lager & Hurrell, Summit, N. J.

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Palms, high class, and novelties in decorative plants. Robert Craig Co., Market and 49th Sts., Philadelphia, Pa.

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PANSIES

Ready NOW for planting, 500,000 strong heavily rooted, August sown Pansy seedlings, ready for immediate shipment.

	Parcel Post 100	500	Express 1,000
Exhibition Giants	$1.75	$3.25	$5.50
Steele's Private Stock	1.50	3.00	5.00
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Jos. H. Cunningham's Giant Flowering	1.25	2.25	4.00

Cash with order. No charge for packing.

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Delaware "The Primrose Man." Ohio.

Pansy Plants, strong and stocky. "Superb Strain." $4.00 per 1,000; 3,000 for $11.25; 5,000 for $17.50. Cash. These plants and strain will please you. BRILL CELERY GARDENS, Kalamazoo, Mich.

Pansy Plants. Vaughan's Giant Mixture; also separate colors and varieties. September sown, out-door grown. $4.00 per 1,000. ODOR GREENHOUSES, Iola, Kans.

Pansies. 200,000 fine plants. Giant strain, $3.00 per 1,000. Byer Bros., Chambersburg, Pa.

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Primula Obconicas. Rosea, Apple Blossom, Kermesina. Good, strong stock from 2¼-in. pots at $6.00 per 100; $55.00 per 1000. J. H. FIESSER, North Bergen, N. J.

PRIVET.

Privet. Box-Barberry, well rooted summer frame cuttings, $65.00 per 1000. The Elm City Nursery Co., Woodmont Nurseries, Inc., New Haven, Conn.

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Roses. For Easter and Memorial day forcing. Ready for delivery October 10. Order now. Strong field-grown plants. For varieties and prices see display advertisement elsewhere in this issue. Jackson & Perkins Co., Newark, New York.

Roses. New for 1920. Pilgrim, Crusader and Mrs. John Cook. For further particulars write. A. N. Pierson, Inc., Cromwell, Conn.

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Seeds, High Grade. We specialize in beans, carrot, lettuce, onion, parsnip, radish, salsify, spinach, named and mixed nasturtiums, and Grandiflora and Spencer Sweet Peas. Atascadero Seed Company, Atascadero, Calif.

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The new plant quarantine gives greatly increased value to many kinds of surplus stock heretofore considered of little account, especially bulbs and plants.

You can quickly turn such surpluses into cash by advertising here.

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Smilax. Extra good strong, well-rooted plants. From 2-in. pots, $2.00 per 100; $18.00 per 1000. Elmer Rawlings, Allegany, N. Y.

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Tulips. All high grade stock. For varieties and prices see display advertisement elsewhere in this issue. Vaughan's Seed Store, Chicago and New York.

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Grand Rapids lettuce seedingls, strong, $1.50 per 1,000. Postpaid. ODOR GREENHOUSES, Iola, Kans.

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Vincas. Variegata, good, strong, field rooted layers, $1.50 per 100; $12.50 per 1,000. THE REESER PLANT CO., Springfield, Ohio.

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Zenke's New Plant Life. A concentrated chemical compound containing all of the elements of plant fertilization. Per gal., $3.00. The Excell Laboratories, 115 E. South Water St., Department A, Chicago.

For results use "Master Brand" prepared concentrated manures. Are perfectly adapted for both outside and inside growing conditions. The Proto-Feed and Guano Co., 4121 S. LaSalle St., Chicago.

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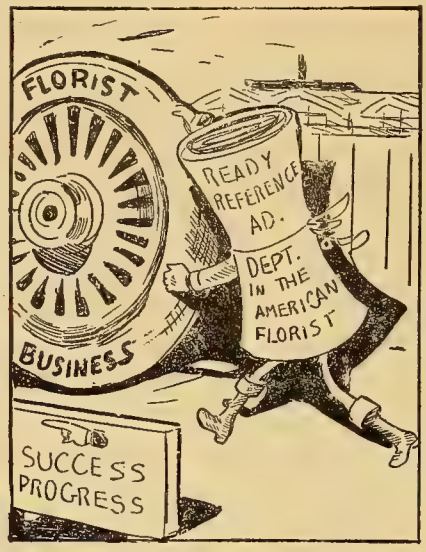

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Everything the best in florists' supplies. H. Bayersdorfer & Co., 1127 Arch St., Philadelphia.

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Nebraska red pots. Made of high grade material by skilled workmen in a modern plant. Write for prices. Kahler Pottery Co., Omaha, Neb.

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Had you any trouble with the MARCH WIND coming through crack and crevice in the greenhouses

Gold Never Loses Its Value—USE

TWEMLOW'S

Old English **Glazing Putty**

SEMI-LIQUID and ELASTIC

Will stop the trouble. Put up in 16-pound cans, 50 and 80-pound buckets, or barrels.

HAMMOND'S GREENHOUSE WHITE, A SUPERB PAINT, with 35 years' record to back it up, for wear and tear and looks on either wood or iron greenhouses. It stays where you put it. In 5, 10, 15, 20, 25 or 30 gallons.

PEERLESS BLACK GLAZING CEMENT
IN GALLONS AND UPWARDS

Hammond's Paint and Slug Shot Works, Beacon, N.Y.

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Only the Best of Material Is Used.

In designing your house, we always consider the use for which the house is intended—thereby assuring you of proper design and bench arrangement—not forgetting the importance of an efficient heating system.

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FOR RESULTS USE **MASTER BRAND** Prepared Concentrated Manures

They are Nature's Master Soil Builders

They will give lasting results and are perfectly adaptable for both outside and inside growing conditions.

MASTER BRAND

	Guaranteed Analysis		
	Ammonia	Phos. Acid	Potash
PULVERIZED SHEEP MANURE	2½%	1½%	1½%
VINE and PLANT MANURE	5½%	2%	1%

Quotations on any quantity and all information furnished upon application.

The Proto-Feed and Guano Company, "Manufacturers and Distributors of Master Brand Products"
4121 S. LaSalle Street, CHICAGO, ILL.

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TRADE BRAND MARK
PULVERIZED SHEEP—PULVERIZED CATTLE
SHREDDED CATTLE
MANURE
PROTECTS YOUR CROP

It is direct heat dried and sterilized, weed seeds, grass seeds, fungus and disease germs destroyed in a direct heat rotary drying process that does not change or destroy any of the valuable elements in crude manure.

Air dried manures cannot be sterilized and usually carry excess moisture that actually makes them cost more per ton than WIZARD BRAND even at the same or a lower price.

Look for the WIZARD BRAND Trade Mark tagged or printed on every bag. If it is not there you are not getting WIZARD BRAND protection for your crop and pocket book.

Your dealer can get WIZARD BRAND for you if you insist or we will quote with freight rate on any quantity from a bag to a carload promptly.

THE PULVERIZED MANURE CO., No. 32 Union Stock Yards. Chicago, Ill.

Evansville, Ind.

Florists report that business the past few weeks has not been brisk, due to the warm weather, there being too many outdoor flowers on the market. October showed a big falling off in trade over the corresponding month of last year, when the influenza was epidemic here. With the coming of colder weather, it is believed that business in this territory will show considerable improvement. Prices are reported satisfactory, and out-of-town trade is considered excellent, in view of the backward weather conditions. About 60 per cent of the business of some of the local florists is from out of town sources, the trade extending to towns in southern Indiana, southern Illinois and western and northern Kentucky for a radius of about 100 miles.

A flower show will be held at the East Side Library next May, which it is hoped, will be the first of a series of annual shows. The show will be patterned after the annual Louisville event, which has been given by the libraries there for the past five or six years. Ribbon prizes will be offered for bouquets and table decorations, and only amateur gardeners will compete. Florists are to be judges.

Thomas C. Rusten, for many years engaged in the floral business in this city and Chicago, who now is in charge of the public land department in the state auditor's office at Indianapolis, was here a few days ago, attending the centennial exposition and visiting relatives and friends. He was accompanied by his wife.

George Blackman, of the William Blackman Floral Co., attended the state meeting of the florists at Richmond, Ind., recently. Mr. Blackman and wife, also Theodore Kuebler, will attend the Indianapolis show, November 13-14.

W. B. C.

ELGIN, ILL.—Souster's annual flower show will open at the greenhouses, November 9, continuing a week. Manager George Mattison says this is one of the best forms of advertising for florists in small towns. He has a fine display of chrysanthemum plants in 42 varieties, for the occasion.

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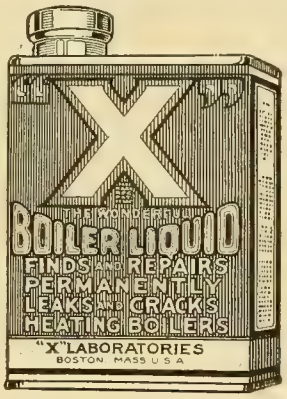

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BUSINESS UNUSUALLY GOOD.

An unusually satisfactory demand has been reported during the past week, with the supply plentiful. Chrysanthemums are of excellent quality and pompons are also showing improvement. Carnations are of good form and meet with ready sale. Violets also have a good call. Roses are excellent and some of the growers are making extra heavy cuts at this time, but have no difficulty in disposing of their supply locally. Pot plants are making their appearance and the demand for them is unusually good.

NOTES.

All indications point to a good meeting of the Rhode Island Horticultural Society in the Hotel Narragansett. There will be a good exhibition of chrysanthemums in connection.

A. Davis, of the Riverside Greenhouses, is showing fine cyclamens in 8-inch pots, stock well grown. He also has some excellent Boston ferns.

Wm. Hoffman, of Pawtucket, is cutting excellent chrysanthemums. The demand far exceeds the supply.

H. A. T.

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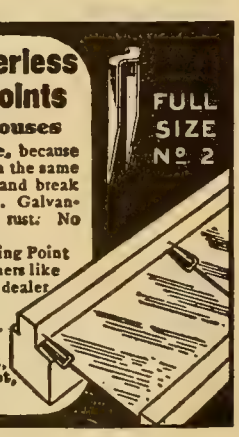

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Vol. LIII. CHICAGO AND NEW YORK, NOVEMBER 15, 1919. No. 1641

THE AMERICAN FLORIST

ESTABLISHED 1885

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Entered as Second Class Matter Nov. 11, 1891 at the Post Office at Chicago, Illinois, under act of March 3, 1879.

PUBLISHED EVERY SATURDAY BY

AMERICAN FLORIST COMPANY,
440 S. Dearborn St., Chicago.
Long Distance Phone: Harrison 7465.
Registered Cable Address: Ameflo, Chicago.

Subscription, United States and Mexico, $1.50 a year; Canada, $2.00; Europe and Countries in Postal Union, $2.50. Volumes Half Yearly From August 3, 1901. Single Copies, 10 cents.

Address all correspondence, subscriptions, etc., American Florist Co., 440 S. Dearborn St., Chicago

SOCIETY OF AMERICAN FLORISTS AND ORNAMENTAL HORTICULTURISTS.

OFFICERS—J. F. AMMANN, Edwardsville, Ill., President; E. A. FETTERS, Detroit, Mich., Vice-President; JOHN YOUNG, 1170 Broadway, New York, Secretary; J. J. HESS, Omaha, Neb., Treas.
OFFICERS-ELECT—A. L. MILLER, Jamaica, N.Y., President; F. C. W. BROWN, Cleveland, O., Vice-President; JOHN YOUNG, New York, Secretary; J. J. HESS, Omaha, Neb., Treasurer.
The thirty-sixth annual convention will be held at Cleveland, O., August, 1920.

AMERICAN CARNATION SOCIETY.

Next annual meeting and exhibition, Chicago, January 21-22, 1920. OFFICERS: THEO. DORNER, Lafayette, Ind., President; C. W. JOHNSON, Morgan Park, Chicago, Vice-President; A. F. J. BAUR, Thirty-eighth St. and Rockwood Ave., Indianapolis, Ind., Secretary.

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CHRYSANTHEMUM SOCIETY OF AMERICA.

Next annual convention and exhibition, Washington, D. C., November 1920. OFFICERS: THOMAS W. HEAD, Lake Forest, Ill., President; C. W. JOHNSON, 2242 W. 109th Street, Chicago, Secretary.

AMERICAN SWEET PEA SOCIETY.

Next annual exhibition, June 1920. OFFICERS —G. W. KERR Doylestown, Pa., President; WM. GRAY, Bellevue Rd., Newport, R.I., Secretary.

FLORISTS' TELEGRAPH DELIVERY.

Next annual meeting, Indianapolis, Ind., October, 1920. OFFICERS — PHILIP BREITMEYER, Detroit, Mich., President; IRWIN BERTERMANN, Indianapolis, Ind., Vice-President; ALBERT POCHELON, Detroit, Mich., Secretary; WM. L. ROCK, Kansas City, Mo., Treasurer.

CHRYSANTHEMUM SOCIETY OF AMERICA.

Annual Meeting and Exhibition Held at New York, November, 5-7, 1919.

OFFICERS ELECTED:

Thomas W. Head, Lake Forest, Ill., Pres. | **C. W. Johnson, Chicago, Sec'y.**
Z. D. Blackistone, Washington, D. C., Vice-Pres. | **C. H. Totty, Madison, N. J., Treas.**

Splendid Exhibition of Fine Stock.

The cooperation of the Chrysanthemum Society of America with the American Institute of the City of New York in connection with the eighty-eighth annual fair of the latter organization, held in the Engineering building, November 5-7, resulted in a successful exhibition. The stock was good and well arranged and the promoters, managers, exhibitors and visitors were all apparently well pleased. In some former years, commercial exhibitors have been more prominent, but those that did exhibit on this occasion, deserve much credit for greatly adding to the attractiveness of the show. Noteworthy were the Chas. H. Totty Co., Madison, N. J., A. N. Pierson, Inc., Cromwell, Conn., and Charles W. Johnson, Morgan Park, Chicago. In addition to its prize-winning chrysanthemums and carnations, the Chas. H. Totty Co., covered over 100 square feet of space with a collection of many varieties of pompons and singles and fine displays of the roses Frank W. Dunlop, Madame Butterfly, Columbia and Premier. A. N. Pierson, Inc., staged a fine exhibit of pompons and singles, and also their roses, Pilgrim and Crusader. Charles W. Johnson's new seedling chrysanthemum, Mrs. C. W. Johnson, may yet displace William Turner as the premier white.

A number of private gardeners that for years have been faithful supporters of the fall exhibitions, were again prominent this year. Among them were James Fraser, many years with Otto H. Kahn; Thomas Proctor, now with W. R. Coe; George Ferguson, with Mrs. Payne Whitney; J. T. Bevans, with Miss S. D. Bliss; Adam Paterson, with Miss Cockcroft; J. W. Everitt, with J. T. Pratt, and a number of others whose names appear in the awards.

Relating to the prize winning varieties of chrysanthemums among the "big fellows," some of the old ones, William Turner, for instance, continue to come up smiling. Other good varieties that have been seen in former years, were Louisa Pockett, one of which, exhibited by James Fraser, took the prize as the largest bloom in the show; Mrs. G. Drabble, Mrs. Firestone, Lady Hopetown, W. H. Waite, Gertrude Peers, William Rigby, Elberon, H. E. Converse, and Glenview. In the C. H. Totty Company's collection, in addition to a number named above, Vermont, a pink, and Corporal Piper, a yellow, were fine productions. The Japanese anemones were attractive features of the exhibition, noteworthy being the varieties Surprise, light pink; Titian Beauty, bronze; Mrs. Geo. Hawkins, yellow; Clemenceau, pink, and Queen Elizabeth, white.

Again referring to the large and well known varieties, the following were noticed in good form: William Duckham, Pockett's Crimson, David Synse, Beatrice May, A. F. Baldwin, Yellow Turner, R. C. Pulling, Nagirroc and Nerissa. Both the commercial and private growers exhibited pompons and singles in such great variety that it would take a large catalogue to enumerate them. Enough to say that there were many good varieties. Elmer D. Smith & Co., Adrian, Mich., exhibited several of their latest productions in disbudded pompons. Noteworthy were Miami, Juliana and Baby Doll, 1918 productions.

Special prizes were awarded Robert Cluett, (Edgar Osborne, Gr.) Williamstown, Mass., for vases of carnations and single chrysanthemums. W. A. Eagleson, secretary to the board of managers of the American Institute, efficiently cared for the clerical work of the exhibition. W. C. Rickards, Jr.,

Chas. H. Totty, Madison, N. J.
Treas.-Elect Chrysanthemum Society of America

Thomas W. Head, Lake Forest, Ill.
Pres.-Elect Chrysanthemum Society of America.

Z. D. Blackistone, Washington, D. C.
Vice-Pres.-Elect Chrysanthemum Society.

who wears the smile that won't come off, was superintendent. The judges were: Wm. Duckham, Madison, N. J.; Peter Duff, Orange, N. J.; John MacNicoll, Cedarhurst, N. Y.; Wm. Turner, Rumson, N. J.; Geo. Middleton, Tarrytown, N. Y., and Eugene Dailledouze, Brooklyn, N. Y.

The Annual Meeting.

The annual meeting of the society was held in the Engineering building on the afternoon of November 5. The session was harmonious, and the members were well pleased with the condition of the society and the success of the exhibition. President Vert made his annual address and the report of the treasurer was presented. A letter from Treasurer John N. May was read asking that for good and sufficient reasons of a personal nature, he be relieved of the duties of that office. There followed a general discussion of matters pertaining to the welfare of the society in which President Vert, Secretary Johnson, Vice-President Turner, Arthur Herrington, Charles H. Totty and Eugene Dailledouze took part.

Election of Officers.

The election of officers resulted as follows: Thomas W. Head, Lake Forest, Ill., president; Z. D. Blackistone, Washington, D. C., vice-president; Charles W. Johnson, Morgan Park, Chicago, secretary; Charles H. Totty, Madison, N. J., treasurer. It was decided to hold the 1920 annual meeting and exhibition at Washington, D. C., the date to be hereafter announced, of which ample notice will be published and sent to members.

President Vert's Address.

Another year has rolled around, and we find ourselves once again attending the annual meeting of this society. It will be recalled at the last session that no invitation was extended to hold the exhibition in any other city, so the management of the American Institute, very kindly volunteered to give us this building again. It was very gratefully accepted.

We have experienced a most peculiar fall season, such as we have never had before, to the best of my recollection. The warm, muggy weather, seems to have injured blooms in many sections, and some of our finest flowers will, I am afraid, be missing from the exhibitions this year. The exceedingly warm fall has also operated to the disadvantage of the commercial growers, because we still have in excellent condition, dahlias, gladioli, and other fall-blooming plants, which come in competition with the chrysanthemums in the demand and which have made a very poor market for the earliest flowers, this year. The influenza epidemic, which created considerable demand for chrysanthemums last season, is also missing this year; but for this we are thankful.

It is a matter of regret that a larger interest cannot be created in this society to make our annual meeting better attended. If any member has suggestions to offer along this line, we will be happy to receive them. I should like at this time to say a good word for the secretary, who has been so instrumental in keeping the society together. I feel some recognition should be given him, since the salary he receives at the present time can only be considered more as a "joke" than anything else. I hope this suggestion will prevail, and he will be compensated in some reasonable degree for his valuable services.

The action of the federal horticultural board, in shutting off all imports from foreign countries, will possibly limit, to some extent, the number of new varieties distributed in America. I hope this will be the means of getting more members interested in hybridizing for new varieties. I do not feel that enough work is being done along these lines.

In closing, I want to particularly thank the members of the committee who have done, and are doing, their work, without any recompense, in the different large cities, in judging the new varieties.

I am also greatly obliged to the members for their support in the past, and will say at this time, that I am no longer a candidate for re-election, on account of the nature of my business, as I do not now grow chrysanthemums to any extent. I trust you will find a worthy successor for my place, and one able to carry the work of the society along better than I have done in the past. Thank you.

Secretary Johnson's Report.

The society, having decided at its last annual session to hold the eighteenth annual meeting and exhibition in conjunction with the American Institute of the City of New York, the first work of the secretary for the year was the solicitation of the special premiums, and the arrangement of the special premium schedule, which, through the courtesy of Wm. A. Eagleson, secretary of the board of managers of the American Institute, was mailed to all members of the society.

During the season of 1918, there were submitted to the examining committees, 40 varieties, of which 34 were seedlings, and six were sports of existing varieties. Four varieties were offered for registration as follows:

November 11, 1918—Victory, seedling, white Japanese incurved, by Elmer D. Smith & Co., Adrian, Mich.

November 22, 1918—Marie Louise, Bronze sport of variety Patty, by the Davis Floral Co., Davenport, Ia.

February 7, 1919—January Gold, golden yellow sport of variety Mistletoe, by the L. M. Smith Quality Flower Company, Laurel, Del.

February 7, 1919—Dr. Hitch, white and lavender pink, shading to yellow, sport of variety January Gold, by the L. M. Smith Quality Flower Company, Laurel, Del.

The season of 1919 has been a good growing season for chrysanthemums planted for commercial and exhibition purposes, and many more have been planted than heretofore. The ravishes of the insect pests is a difficult problem for the growers to overcome, and is a subject that should receive consideration by the members, and the society should have the support of all growers of chrysanthemums to help find out the best methods of combating the many insects that now attack the plants. If the numerous chrysanthemum growers of the country, who have these difficulties to overcome, will only co-operate with the society, their assistance will be of mutual benefit to themselves, as well as to the members of the society.

The routine work of the secretary's office, consisting of sending out statements to the members, recording the varieties disseminated, getting out the report of the seventeenth annual meet-

John N. May, Summit, N. J.
Treasurer Chrysanthemum Society of America.

Wm. W. Vert, Madison, N. J.
President Chrysanthemum Society of America.

Charles W. Johnson, Chicago.
Secretary Chrysanthemum Society of America.

ing, and the solicitation of special premiums, was attended to in due season.

Your secretary wishes to acknowledge the kindness of Elmer D. Smith in furnishing him with a complete list of varieties disseminated in 1918, which was a great help in getting up the annual report.

To the examining committees is due the appreciation of the society for their very efficient work in the judging of the new varieties submitted to them.

The trade papers, as heretofore, very generously published all notices sent to them from time to time during the year, for which we owe to them a vote of thanks.

Since our last meeting, we have suffered a great loss through the death of Frank A. Friedley, of Cleveland, Ohio. Mr. Friedley was a leader in all the trade activities of Cleveland, and was in charge of much important work at the shows held at the time of our meetings there. He was also formerly vice president of the Chrysanthemum Society of America.

A detailed report of all money received, and paid over to the treasurer, accompanies this.

Treasurer May's Report.

The report of Treasurer John N. May, Summit, N. J., showed the society's finances to be in excellent condition, the expenditures during the year being $272.52, and balance on hand, November 1, $500.01, of which $200 is represented by special savings account, and the difference in open accounts.

The Awards.

Special Prizes.

Chrysanthemum Society of America silver cup for the best seedling chrysanthemum not disseminated; six blooms, one variety on long stems—Charles W. Johnson, Morgan Park, Chicago. Variety, Mrs. C. W. Johnson.

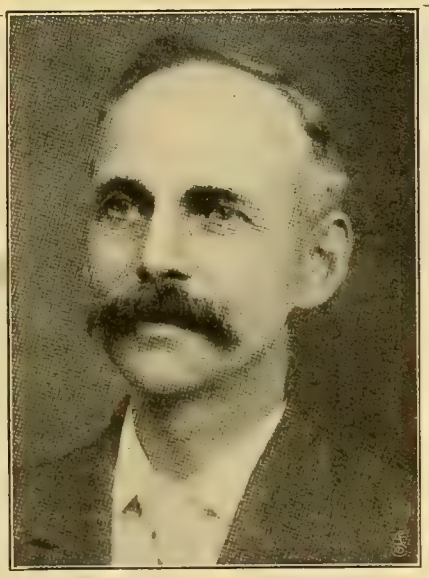
Chrysanthemum Society of America silver cup for best six vases pompon chrysanthemums; six varieties, 12 sprays not less than 18 inches long to a vase—Mrs. Charles Mallory, Port Chester, N. Y., (W. J. Sealey, Gr.)

Lord & Burnham Company prize for 12 blooms, 12 varieties on short stems—Otto H. Kahn, Woodbury, L. I., (James Fraser, Gr.).

The E. G. Hill Company prizes for six blooms, variety Delight—Charles H. Totty Co., Madison, N. J.

Elmer D. Smith & Company prizes for four vases disbudded chrysanthemums, four varieties, 12 blooms each—Mrs. Payne Whitney, Manhasset, N. Y., (George Ferguson, Gr.).

Charles H. Totty Company prizes for three vases of single chrysanthemums, 10 sprays to a vase, yellow, white and pink—Miss S. D. Bliss, New Canaan, Conn., (John T. Burns, Gr.), first; E. C. Converse, Greenwich, Conn., (Wm. Graham, Gr.), second.



Wm. Turner, Oceanic, N. J.
Vice-Pres. Chrysanthemum Society of America

H. E. Converse silver cup for best 10 blooms, bronze chrysanthemums, one variety, on long stems—Mrs. Redmond Cross, Morristown, N. J., (A. Sailer, Gr.).

A. M. Pierson, Inc., prize for best 10 blooms white, one variety on long stems—Mrs. Whitney, first.

Stumpp & Walter Company silver cup for 18 blooms, three varieties, six blooms each, on long stems—Mrs. Neustadt, (J. D. Gordon, Gr.).

Weeber & Don prize for largest bloom of chrysanthemums, any variety, on long stems without artificial support—Otto H. Kahn, first.

National Association of Gardeners prize: silver medal for best six blooms, six varieties, on long stems—Mrs. H. B. Plant, Groton, Conn., (Wm. Milne, Gr.).

President's cup for best 10 blooms crimson, long stems—Chas. H. Totty Co.

Hitchings & Co. silver cup for 10 best blooms yellow—Mrs. Neustadt.

Commercial Growers Only.

Twenty-four blooms one variety, long stems—Charles H. Totty Co., first.

Twenty-four blooms in 24 distinct varieties, one bloom of each, 10-inch stems—Charles H. Totty Co., first.

Private Gardeners Only.

Twenty-four blooms, one variety, long stems—W. R. Coe, Oyster Bay, N. Y., (Thos. Proctor, Gr.), first; Mrs. S. Neustadt, Chappaqua, N. Y., (David Gordon, Gr.), second.

Twenty-four blooms in 24 distinct varieties, one bloom each on 10-inch stems—Otto H. Kahn, Twelve varieties, one bloom each, 10-inch stems—Walter Jennings, Cold Spring Harbor, N. Y., (Frank W. Sargeant, Gr.), first; Mrs. Percy Chubb, Glen Cove, N. Y., (Peter Smith, Gr.), second.

Six varieties, one bloom each, 10-inch stems—Walter Jennings, first; Mrs. Percy Chubb, second.

Open to All.

Eighteen blooms, six varieties, three flowers each—Mrs. Percy Chubb, first; Mrs. H. B. Plant, second.

Eighteen blooms, three varieties, six flowers each—Mrs. Plant, first; Mrs. Chubb, second.

add Chrysanthemum Meeting. .....

Ten blooms, any white—Mrs. Plant, first; Otto H. Kahn, second.

Ten blooms, any pink—W. R. Coe, first; Mrs. Chubb, second.

Ten blooms, any yellow—Mrs. Chubb.

Ten blooms, any crimson—Mrs. Chubb.

Ten blooms, any bronze—W. R. Coe, first; Mrs. Chubb, second.

Ten blooms in variety—Mrs. Chubb, first; Miss M. T. Cockcroft, Saugatuck, Conn., (Adam Paterson, Gr.) second.

Six blooms, any white—Walter Jennings, first; Mrs. Plant, second.

Six blooms, any pink—Otto H. Kahn, first; Mrs. Chubb, second.

Six blooms, any crimson—Mrs. Chubb, first.

Six blooms, any bronze—Mrs. Chubb, first.

Six blooms, Japanese incurved, any white—W. R. Coe, first; Mrs. Plant, second.

Six blooms, Japanese incurved, any yellow—W. R. Coe, first; Mrs. Payne Whitney, second.

Six blooms, Japanese incurved, any pink—Otto H. Kahn, first; Mrs. Whitney, second.

Six blooms, Japanese incurved, any bronze—Mrs. Plant, first; Mrs. Redmond Cross, second.

Six blooms, Japanese reflexed, any white—Peter Hauck, Jr., East Orange, N. J., (Max. Schneider, Gr.) first.

Six blooms, Japanese reflexed, any pink—Miss Cockcroft, first.

Six blooms, Japanese reflexed, any bronze—W. R. Coe, first.

Six blooms, Japanese anemone, any white—Miss Cockcroft, first; Peter Hauck, Jr., second.

Six blooms, Japanese anemone, any yellow—Miss Cockcroft, first; Mrs. Whitney, second.

Six blooms, Japanese anemone, any pink—Miss Cockcroft, first; Mrs. Whitney, second.

Six blooms, Japanese anemone, any bronze—W. R. Coe, first; Mrs. Whitney, second.

Vase of single varieties, 10 sprays, white—Miss S. D. Bliss, first; Mrs. Whitney, second.

Vase of singles, 10 sprays, pink—Mrs. Whitney, first; E. C. Converse, second.

Vase of singles, 10 sprays, yellow—Walter Jennings, first; C. C. Converse, second.

New Varieties.

Six blooms, any white—Chas. H. Totty Co., first.

Six blooms, any pink—Chas. H. Totty Co., first.

Vase of anemone flowered—Chas. H. Totty Co., first; Peter Hauck, Jr., second.

Vase of hairy or plume variety—B. Meyer, Englewood, N. J., first.

Vase of single varieties—C. C. Converse, first; Chas. H. Totty Co., second.

Hardy Chrysanthemums.

Best collection of 20 vases—Mrs. Whitney, first; John T. Pratt, Glen Cove, N. Y. (J. W. Everitt, Gr.), second.

Best collection of pompons, 10 vases—Mrs. Charles Mallory, first; Mrs. Whitney, second.

Chrysanthemum Plants.

One specimen bush plant, white—Mrs. Whitney, first.

One specimen standard plant, white, not less than 24-inch stem—Peter Hauck, Jr., first.

One specimen standard plant, pink—Peter Hauck, Jr., first; Mrs. Whitney, second.

Twelve plants in variety grown to single stem in pots, not to exceed six inches—W. R. Coe, first; Mrs. Whitney, second.

Six plants of one variety grown to single stem in pots—Mrs. Chubb, first; W. R. Coe, second.

Twelve bush plants as grown for market in pots, not to exceed eight inches—Mrs. Whitney, first.

Roses—Commercial Growers.

Best 25 blooms, pink—C. H. Totty Co., first.

Cut Blooms—Private Growers Only.

Best 15 blooms, pink—Mrs. L. N. Skidmore, first.

Best 15 blooms, yellow—Mrs. L. N. Skidmore, first.

Best 15 blooms, crimson—Mrs. L. N. Skidmore, first.

Best 15 blooms, any other color—Mrs. L. P. Childs, first; Mrs. Percy Chubb, second; Mrs. Wright, third.

Carnation Cut Blooms—Commercial Growers.

Best six varieties, 25 blooms of each—C. H. Totty Co., first.

Best three varieties, 25 blooms each—C. H. Totty Co., first.

Best vase, one variety, 25 blooms—C. H. Totty Co., first.

Carnation Cut Blooms—Private Gardeners.

Best three varieties, 12 blooms each—Mrs. Whitney, first.

Best vase, one variety, 12 blooms—Mrs. Chubb, first; W. R. Coe, second.

Violets.

Best bunch of 100 blooms, single—Mrs. Whitney, first.

A. F. E.

Tarrytown Horticultural Society Show.

The twenty-first annual floral display of the Tarrytown Horticultural Society was held in Music hall, Tarrytown, N. Y., November 5-7. Notwithstanding the unfavorable conditions, owing to the coal situation of the past year or more, the hall was well filled with choice plants and flowers, equal in quality to any previous exhibition held by this society. The chrysanthemum blooms were gorgeous and equal to those staged at any exhibition in the vicinity of New York.

Practically all of the exhibits were from private estates. Among the exhibitors were John D. Rockefeller, Finley J. Shepard, Dr. C. C. Brace, Emil Berolzheimer, David L. Luke, Thomas Luke, William B. Thompson, H. L. Tilford, Mrs. E. S. Bayer, Mrs. E. C. Converse, H. M. Sidenberg, Mrs. F. E. Lewis, S. M. Lehman, Mrs. F. H. Allen, and others.

The largest chrysanthemum bloom in the exhibition was Louisa Pockett, exhibited by Mrs. E. S. Bayer.

Certificate of merit was awarded to vase of Premier roses in F. R. Pierson's exhibit. He was also awarded cultural certificate for his entire display, which consisted of Columbia and Francis Scott Key roses, ferns, etc.

Cultural certificate was awarded Mrs. E. C. Converse for specimen ferns, also for vase of single chrysanthemums and vase of seedling chrysanthemums. Mrs. Converse also received honorable mention for vase of bouvardia. A. L. Gifford received honorable mention for exhibit of chrysanthemums in tubs, and vase of cut blooms; Mrs. H. Ollesheimer for exhibit of double flowering cosmos; and Mrs. Stanley McCormick for exhibit of vegetable marrow and for exhibit of Squash Cocozelle de Napoli. Finley J. Shepard exhibited a very beautiful specimen of Dracena Victoria and was awarded a special prize on the plant.

The judges the first day were Alexander MacKenzie and Thomas Proctor, of Oyster Bay, and Robert Angus, of Rye; the second day, P. W. Popp, of Mamaroneck, Arthur Griffin, of Yonkers, and Thomas Wilson, of Tarrytown.

THE AWARDS.

Special Prizes.

For best vase of 25 blooms of anemone flowered chrysanthemums, assorted, disbudded, grown to single stems 24 inches in length—H. M. Sidenberg, (John Mair, Gr.) first.

Best 12 blooms chrysanthemums, distinct varieties, stems of uniform length, not less than 15 inches—Wm. B. Thompson, (Andrew Strachan, Gr.) first; Mrs. E. S. Bayer, (Alex. Thompson, Gr.) second.

Best 18 blooms, distinct varieties, stems of uniform length of 15 inches—E. Berolzheimer, (Wm. Jamieson, Gr.), first; Finley J. Shepard, (Chas. H. Russell, Gr.) second.

Best six blooms chrysanthemums, distinct varieties, stems of uniform length of 15 inches—H. M. Sidenberg, first.

Most effectively arranged vases of 18 blooms chrysanthemums; any foliage may be used—Wm. B. Thompson, first; S. M. Lehman, (John W. Dowlen, Gr.) second.

Largest chrysanthemum bloom selected from all the exhibits—Mrs. E. S. Bayer.

Best three blooms chrysanthemums, one each, white, pink and yellow—S. M. Lehman, first; H. M. Sidenberg, second.

Best six blooms chrysanthemums, distinct varieties; 12 roses, one variety other than American Beauty, and 12 carnations, one variety—Wm. B. Thompson, first.

Best 25 blooms chrysanthemums, five varieties, five of each; stems to be 30 inches long—Mrs. E. S. Bayer, first; Mrs. F. E. Lewis, (J. W. Smith, Gr.) second.

Best 18 blooms chrysanthemums, six varieties, three of each; stems to be 24 inches long—Mrs. E. S. Bayer, first; Wm. B. Thompson, second.

Best 12 blooms chrysanthemums, four varieties, three of each—S. M. Lehman, first; H. M. Sidenberg, second.

Best 24 blooms chrysanthemums, 12 varieties, two of each—Mrs. E. S. Bayer, first.

Best 18 blooms chrysanthemums, three varieties, six of each; stems 30 inches long—Wm. B. Thompson, first; Mrs. F. E. Lewis, second.

Best 12 blooms chrysanthemums, any one variety—Finley J. Shepard, first.

Best six vases pompons, six varieties, five sprays each—Mrs. F. E. Lewis, first; H. M. Sidenberg, second.

Best six vases single chrysanthemums, disbudded, six varieties—Mrs. F. E. Lewis, first.

Best 12 blooms chrysanthemums, three varieties, four of each—Wm. B. Thompson, first; Mrs. E. S. Bayer, second.

Most effectively arranged table of decorative plants, 3½x12 feet. Pots not to exceed six inches—Wm. B. Thompson, first.

Most attractively arranged group of plants and flowering and foliage plants, 100 square feet—Wm. B. Thompson, first; John D. Rockefeller, (Geo. Wittlinger, Gr.) second.

Best flowering plant—Finley J. Shepard, first; H. M. Sidenberg, second.

Most effectively arranged basket of pompons—H. M. Sidenberg, first; Wm. B. Thompson, second; George Wittlinger, Jr., third.

Best six plants of chrysanthemums, one or more varieties, grown to single stem—J. E. McKinney, (Frank Barcino, Gr.) first; Finley J. Shepard, second.

Best three plants of Begonia Gloire de Lorraine, one plant to a pot, not to exceed eight inches—Mrs. A. A. Anderson, (Robt. Williamson, Gr.) first; Wm. B. Thompson, second.

Best specimen kentia—Finley J. Shepard, first; John D. Rockefeller, second.

Best 12 vases single chrysanthemums, 12 varieties, disbudded—D. G. Reid, (E. J. Morris, Gr.) first; Mrs. A. A. Anderson, second.

Best arranged floral decoration of chrysanthemums for circular dinner table, six feet in diameter; artistic arrangement to count more than flowers—H. H. Tilford, (J. Tansy, Gr.) first; Wm. B. Thompson, second; Mrs. Thos. Luke, third.

Best vase 12 blooms Premier rose—H. M. Tilford.

Best 12 blooms of roses, one variety, other than American Beauty—Wm. B. Thompson, first; H. B. Tilford, second.

Best vase of 25 blooms assorted roses—H. M. Tilford, first; Wm. B. Thompson, second.

Best 18 roses, other than American Beauty, three varieties, six of each—H. M. Tilford, first; Mrs. E. C. Converse, (Wm. Graham, Gr.) second.

Best vase of 12 blooms Mrs. Chas. Russell rose—Wm. B. Thompson, first.

Best basket of cut flowers—D. G. Reid, first; Wm. B. Thompson, second.

Best center piece for table—Wm. B. Thompson, first; Mrs. Thos. Luke, second.

Best vase of 25 blooms Enchantress Supreme carnations—Mrs. E. C. Converse, first; H. M. Sidenberg, second; H. M. Tilford, third.

Best 36 blooms carnations, three varieties, 12 of each—Mrs. E. C. Converse, first; H. M. Tilford, second.

NEW ROSE FRANK H. DUNLOP.

Grown at Toronto, Ont., and Exhibited Before the Florists' Club of Philadelphia, Pa.

Best 36 blooms, carnations, assorted— Robert Mallery, (Wm. Smith, Gr.) first; Mrs. E. C. Converse, second.

Best vase of 12 blooms carnations, assorted; private gardeners only—Dr. C. C. Brace, first.

Chrysanthemums—Cut Blooms.

Best six blooms, white—Wm. B. Thompson, first; Mrs. E. S. Bayer, second.

Best vase six blooms, yellow—Wm. B. Thompson, first; Mrs. E. S. Bayer, second.

Best six blooms, any other color—Wm. B. Thompson, first; Dr. C. C. Brace, second.

Chrysanthemums in Pots.

Best specimen bush plant, white—Mrs. A. A. Anderson, first.

Plants in Pots.

Best six plants suitable for table decoration; pots not to exceed fixe inches—Finley J. Shepard.

Best six ferns for table decoration; pots not to exceed six inches—Finley J. Shepard, first; Mrs. Stanley McCormick, second.

Best specimen fern—Wm. B. Thompson, first; John D. Rockefeller, second.

Best pair adiantum other than Farleyense—Finley J. Shepard, first; H. M. Sidenberg, second.

Best specimen Adiantum Farleyense—Wm. B. Thompson, first.

Carnations—Cut Blooms.

Best 18 blooms, three varieties, six of each—John L. Downey, (Thos. Ryan, Gr.) first.

Best 12 blooms, white—E. Berolzheimer, first; S. M. Lehman, second.

Best 12 blooms, scarlet—S. M. Lehman, first; H. M. Tilford, second.

Best 12 blooms, dark pink—H. M. Tilford, first.

Best 12 blooms, light pink—Robt. Mallory, first; J. E. McKinney, second.

Best 12 blooms, streaked—H. M. Tilford, first.

Best 12 blooms, crimson—S. M. Lehman, first.

Roses—Cut Blooms.

Best vase of 25 blooms roses, one variety—F. R. Pierson, Tarrytown, N. Y.

Best 12, pink—Wm. B. Thompson, first.

Best 12, crimson—Wm. B. Thompson, first.

Best 12, any other color—Wm. B. Thompson, first.

Special Prizes.

E. C. Converse—Vase of seedling chrysanthemums, certificate of merit; vase of bouvardia, honorable mention; vase of chrysanthemums, singles, cultural certificate.

Wm. B. Thompson—Specimen fern, cultural certificate.

F. R. Pierson—Vases of Columbia, Francis Scott Key roses, cultural certificate.

Joseph Manda—Exhibit of Cypripedium Insigne Sanderae, honorable mention.

A. L. Gifford—Exhibit of chrysanthemums in tubs, honorable cention; vase of chrysanthemums, honorable mention.

Elmer D. Smith—Exhibit of pompon chrysanthemums, honorable mention.

Mrs. H. Gilesheimer—Exhibit of double flowering cosmos, honorable mention.

Mrs. Stanley McCormick—Exhibit of vegetable marrow, honorable mention; exhibit of Squash Cocozelle De Napoli, honorable mention.

Finley J. Shepard—Exhibit of Dracena Victoria, special prize.

F. R. Pierson—Exhibit, vase of Premier roses, certificate of merit.

Fruit.

Three varieties of apples—Dr. C. C. Brace, first; Mrs. Stanley McCormick, second.

Six of any one variety of apples—Mrs. McCormick, first; Dr. C. C. Brace, second.

Six of any one variety of pears—Mrs. H. H. Pullan, first; Mrs. McCormick, second.

Two bunches greenhouse grapes, black—C. Whitman, (Wm. Wile, Gr.) first.

Two bunches greenhouse grapes, white—C. Whitman, first.

Best six varieties of apples, six of each—Dr. C. C. Brace, first; Mrs. McCormick, second.

Vegetables.

Best six heads lettuce, three heads cauliflower, six leeks and six onions—Mrs. F. H. Allen, first; Stanley G. Mortimer, second.

Best collection of vegetables—John C. Cooke, first; Marshall Cooke, second.

Best three heads celery, three heads cauliflower and six onions—Stanley C. Mortimer, first; Wm. B. Thompson, second.

Best collection of 12 distinct species of vegetables—Mrs. F. H. Allen, first; J. I. D. Bristol, second.

Best collection of 12 distinct species of vegetables grown out of doors—Mrs. F. H. Allen.

Best collection of six vegetables arranged for effect—Mrs. F. H. Allen, silver cup.

Best collection of vegetables, open to amateurs only—John C. Cooke, first; Marshall Cooke, second.

Best plate of 12 potatoes—Mrs. Thos. Luke, first; J. I. D. Bristol, second.

Best six heads celery—Wm. B. Thompson, first; J. I. D. Bristol, second.

Best 12 onions, one variety—Mrs. F. H. Allen, first; Mrs. H. Gilscheimer, second.

Best six leeks—Wm. B. Thompson, first; Stanley Mortimer, second.

Best two heads cabbage—D. G. Reid, first; W. H. Brown, second.

Best two heads cauliflower—D. G. Reid, first; Mrs. F. H. Allen, second.

Best three heads lettuce—Mrs. F. H. Allen, second.

NEW ROSE FRANK H. DUNLOP.
An Open Flower, Three-Fourths Natural Size.

Pennsylvania Hort. Society Show.

The chrysanthemum show of the Pennsylvania Horticultural Society was held November 4-5 in Masonic hall, Ardmore, Pa., there being no available building to be had in Philadelphia. It was a beautiful little show, small as compared with those held in the city, but lacking nothing in quality, some of the plants and cut blooms being exceptionally fine. A week later would have been better, as some plants were only half open.

The large specimen plants were staged in the center of the hall, with the cut flowers on low tables next the walls. Several groups of choice foliage plants, exhibited by Geo. H. McFadden, (D. Aitken, Gr.), across one end of the hall, made a good background, while either side of the entrance, the W. Atlee Burpee Co. staged a fine display of choice single and cactus dahlias. These were arranged in G. W. Kerr's best style. Considering the late date, they were very fine.

The large specimen chrysanthemum plants were nearly all tied down, making half-globes. They were the best specimens ever shown before the society, and with the fine cut blooms, were a credit to Gardeners M. J. Flynn, David Aitken, Alex. Lindroth, O. A. Muller, Wm. Fowler, Wm. Comfort, George Annand, Henry Fowler, John Macindoc and the Movilla Gardens.

Wm. Klienheinz carried off first in every class in which he entered, but one, that of the hardy varieties. His entries of nearly 100 choice blooms were enormous in size and finish; some were 10 inches in diameter. His specimen, single stem plants, in six-inch pots, were fine, as were most of the other entries in this class. He also won out with several entries of cut carnations, a vase of 150 blooms being beautifully arranged.

The collection of cut pompons and anemone flowered varieties was quite equal to any previous showing in these classes. A specimen plant of a double yellow tuberous rooted begonia, of the Sheeper's hanging basket strain, called Golden Shower, was wonderful in its wealth of flowers. This was exhibited by A. B. Johnson, (Wm. Comfort, Gr.).

A pink sport of Turner, a huge, but finished flower, blush pink in color, was exhibited by and named in honor of Mrs. J. L. Davis. The stock has been secured by Charles H. Totty.

A good showing of vegetables was displayed in a tent adjoining the hall. There were a number of entries of splendid stock. A well arranged exhibit was staged by Alex. MacLeod, gardener to S. T. Bodine.

There was a display of cut roses on Wednesday, including vases of fine Columbia, from J. H. Bartram, Lansdowne, and the new rose, Cornelia, from Robert Scott & Son, Sharon Hill, as well as the new varieties, Crusader, Pilgrim, Madame Butterfly and Frank W. Dunlop, from the exhibition of the Florists' Club of Philadelphia the night before. The outside front of the hall was beau-

OFFICERS CHICAGO RETAIL FLORISTS' ASSOCIATION.

August Lange, Vice-President.

George Asmus, President.

W. J. Smyth, Treasurer.

tifully decorated with a display of tubbed evergreens in variety, from the DeKalb Nurseries of Adolph Muller, Morristown, Pa.

There was a very good attendance, and much favorable comment was heard on the excellence of the exhibits. K.

New York Botanical Garden Show.

The New York botanical garden, in cooperation with the Horticultural Society of New York, gave a flower show, November 8-10, in the new conservatories given to the botanical garden by Daniel and Murray Guggenheim. On November 8, the conservatories were formally opened to the public, a number of invited guests being present. The conservatories are of substantial construction, have a considerable area, and will greatly add to the housing facilities of the garden. They now contain large palms and ferns and a great variety of other stock.

THE EXHIBITS.

F. R. Pierson, Tarrytown, N. Y., group of conifers, first prize; display of nephrolepis, first; also vase of Columbia roses, first.

Julius Roehrs Co., Rutherford, N. J., collection of orchids, many varieties, first; Lager & Hurrell, Summit, N. J., collection of orchids, many varieties, second.

G. E. Baldwin & Co., Marmaroneck, N. Y., collection of orchids, special prize.

Jos. A. Manda, West Orange, N. J., display of Cypripedium insigne Sanderæ, special prize.

CHRYSANTHEMUMS.

Six white chrysanthemums—Mrs. F. A. Constable, Mamaroneck, N. Y., (Jas. Stewart, Gr.) first, with Turner; Mrs. Payne Whitney, Manhasset, N. Y., (Geo. Ferguson, Gr.) second.

Twenty blooms, different varieties—Mrs. Whitney, first. Also first for six yellow, with Francis Joliffe; special for six Pockett's Crimson, special for vase of Elberon, special for vase of Glen View, and special for vase of anemones.

Twelve varieties pompons — Mrs. Charles Mallory, Port Chester, N. Y., (W. J. Sealey, Gr.), first

Twelve varieties singles—Mrs. F. A. Constable, first; odd shaped plant, Mrs. Payne Whitney, first.

Geo. Wienhoeber, Chairman Board of Governors.

ROSES.

Mrs. L. V. Skidmore, Great Neck, N. Y., (Louis Prastius, Gr.) vase of 50 assorted roses, arranged with foliage, first; 18 red, first, with Hoosier Beauty; 18 pink, first, with Columbia; 18 Francis Scott Key, first.

Mrs. J. Hood Wright, New York, (Chas. Thomas, Gr.), 18 dark pink, first, and Mrs. Ed. Holbrook, four second prizes in above competition.

CARNATIONS.

Mrs. Payne Whitney took six first prizes in carnations, viz., for white, yellow, scarlet, crimson, variegated and Enchantress shade, 18 blooms of each, and one second for 18 blooms of Lawson shade.

Mrs. Ed. Holbrook, Stamford, Conn., (Fred Whittemer, Gr.) was first for 18 blooms Lawson shade.

Mrs. J. Hood Wright was second for 18 white, and second for 18 Enchantress shade.

MISCELLANEOUS.

Mills & Co., Mamaroneck, N. Y., display of dahlias, special prize; also for vase of double cosmos.

Mrs. Payne Whitney, 12 plants begonia, first.

Julius Roehrs Co., six plants begonia, first; Mrs. Ed Holbrook, second.

Mrs. Holbrook also took special prizes for winter flowering begonias, pansies and forget-me-nots. A. F. F.

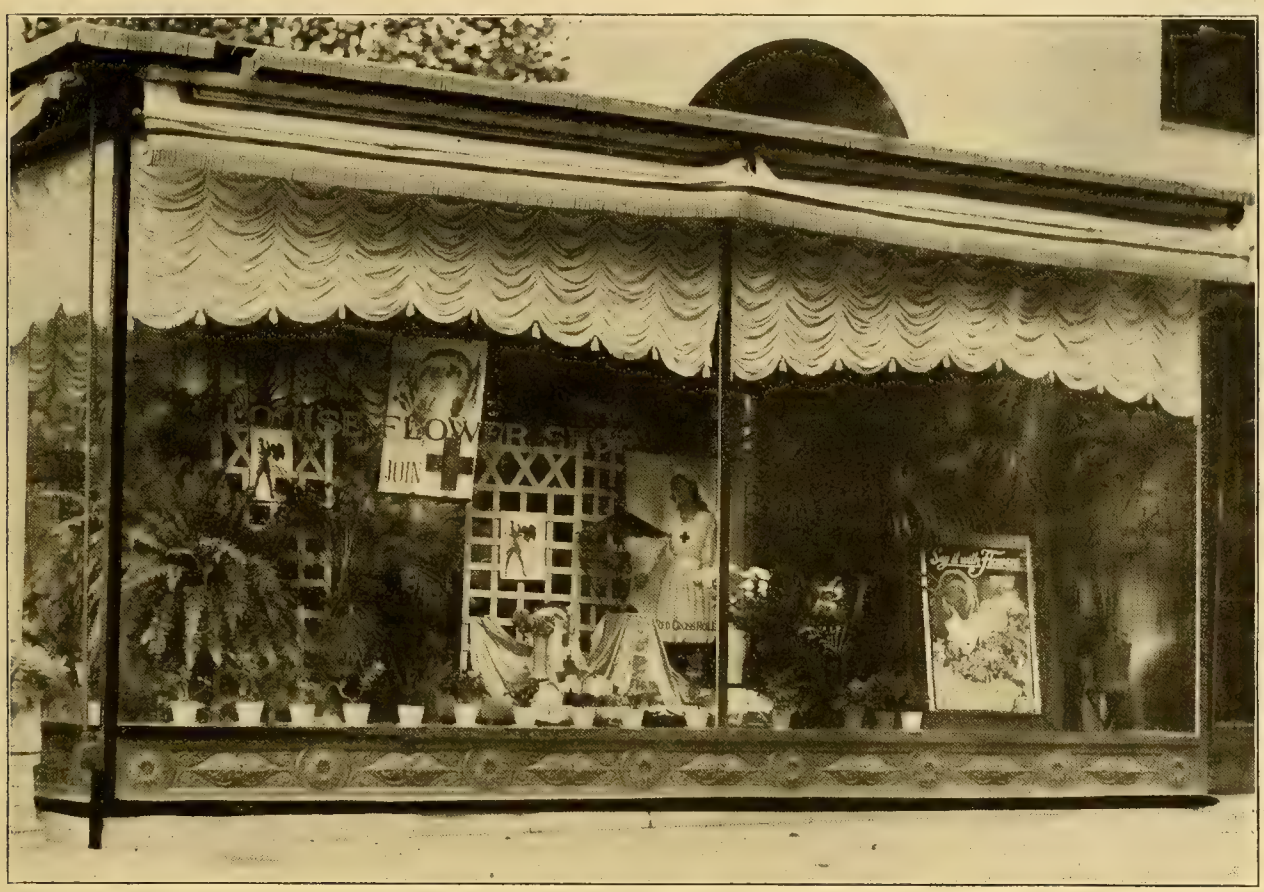
Mid-West Horticultural Exposition.

The second annual Mid-West Horticultural Exposition opened in the Coliseum, Des Moines, Ia., November 11, 20 states being well represented with excellent exhibits of apples, potatoes and other horticultural products. With fine weather prevailing, the attendance was large and the large hall, well filled with flowers, fruits and vegetables in excellent arrangement, was a center of interest. One of the best displays was that of Iowa State College, at Ames, and boys' and girls' clubs were well represented. The show, which will continue until November 15, is pronounced by all, the largest exhibition of its kind ever staged in the middle-west. President S. A. Beach and other officials of the state horticultural society are enthusiastic over the growth of the exposition and the possibilities offered for the development of the horticultural interests in general. L. N. H.

Chicago Retail Florists' Association.

The Chicago Retail Florists' Association held a meeting at the Morrison Hotel, Tuesday, November 11, at 4 p. m., when the officers for the ensuing year were elected as follows: George Asmus, president; A. Lange, vice-president; John Wittbold, secretary, and W. J. Smyth, treasurer. George Wienhoeber, George Walther, J. L. Raske, Peter Duris, Andrew Chronis, L. R. Bohannon and John Canger were elected to the board of governors. The meeting was very enthusiastic and largely attended, with publicity the principal subject discussed. George Asmus gave a very interesting talk on this subject.

KANSAS CITY, MO.—Mrs. Maude Swanson and associates and William L. Rock and associates are holding a flower and fashion show here this week, November 12-14, at 1106-1108 Grand avenue.



LOUISE FLOWER SHOP, WASHINGTON, D. C.
"Say It With Flowers" and Red Cross Week.

THE RETAIL TRADE

Conducted by Robt. Kift, Phila., Pa.

F. T. D. Clearing House Warning.

At the recent business meeting held in Buffalo, N. Y., it was unanimously decided at the annual meeting of the board of directors, which immediately follows the final adjournment of the regular session, that it was the sense of the meeting that more drastic action was necessary to bring habitual, slow-paying members to the realization that payment must be made according to our constitution and by-laws, Article 11, Sections 6-10, inclusive, which fully explains the duty of the secretary relative to past due bills. Disputed bills, of which many are received at the clearing house, shall be disposed of either by the secretary or through the regular arbitration committee.

The association has grown too large, and its responsibilities too great, to allow some members to have their names perpetually on the clearing house records. It is bad business, and should be overcome. Always keep this slogan in mind: "Say it With Flowers," and at the end of 30 days—"Say it with a Check."

The secretary does not care to use his official prerogative unless it is absolutely necessary. Leniency has always been practiced to those who have shown any tendency toward bettering or improving their business standing. The truly unfortunate one will always receive courteous treatment, providing they can and will prove to this office that their case is one of misfortune. We have been bitterly criticised many times for not exercising and fulfilling the exact meaning of the by-laws. The time has come when the provisions of the by-laws relating to the clearing house will be executed.

All members who have been officially warned to settle all delinquent bills, and have failed to do so, will find that their names will not appear on the Christmas membership list, which will be issued on or about December 10.

ALBERT POCHELON, Sec'y.

"Say it With Flowers" Week in Wash'n

"Say it With Flowers" week in Washington, D. C., surpassed all expectations as far as benefit from an advertising standpoint is considered. In addition to the many features embodied in the preliminary programme, which included sending flowers to the churches, having flower week proclaimed by the ministers, and similar gifts to hospitals and other benevolent institutions, the climax was reached on the evening of November 2, when in the presence of 5,000 Red Cross workers, with General Pershing, Mrs. Baker and other prominent persons seated on the stage, the florists of the capital presented to the executive committee of the Red Cross a six-foot basket, tied with a red, white and blue ribbon, upon which, "Say it With Flowers," was inscribed, amid tumultuous applause. The basket was afterward sent to the Walter Reed general hospital. William F. Gude made the presentation speech, and Z. D. Blackistone and George C. Shaffer carried the basket to the stage. During the evening, General Pershing stooped and kissed little Wilhelmine Gude, when she shook hands with him.

On Tuesday, through invitation, the large Curtiss "Eagle" three-motor biplane, carrying the slogan, "Say it With Flowers," was used in scattering tens of thousands of blooms, with a suitable card attached to each, over the nation's capital and vicinity. In the plane were William F. Gude, Miss Amelia Gude, Miss Virginia Blackistone, Miss Florence Kramer, Kirk Miller, publicity agent, and two Curtiss managers. In commenting on the uniqueness of this feature of the programme, the following is quoted from one of the Washington papers: "You may have seen it rain cats and dogs, but never before, Nature's smiles and God's gifts—lovely flowers." Two planes followed with cameras, photographing the flowers as they fell, the white cards to which they were attached, shimmering in the sunlight, and making them easily seen from far and near. The airplane in which Z. D. Blackistone was a passenger, after circling the city, developed engine trouble on its return to Bollingfield, necessitating a descent to the ground in the monument lot, the machine being wrecked by coming in contact with trees. Fortunately the occupants were not hurt.

From every point of view Washington's "Say it With Flowers" week was exceptionally successful, stimulated to no small extent by much favorable newspaper comment.

Thursday was Red Cross day, and a flower was furnished to every one who enrolled as a member. Some thirty thousand flowers were used for this.

On Friday, a handsome basket was sent to Mrs. Wilson from the florists of Washington with a suitable note.

SOCIETY OF AMERICAN FLORISTS' SLOGAN BILLBOARD.

National Publicity for Flowers.

"THE SLOGAN BILLBOARD."

At last, the arrangements for the issuance of the proposed billboard, carrying the slogan "Say it With Flowers," have been completed, and our promotion bureau is ready to take orders. A sample billboard was set up at the recent meeting in Buffalo of the Florists' Telegraph Delivery Association, and it appeared to meet the approval of all present, so much so that, altogether, orders are in for 87 of these beautiful signs.

The contract, which the publicity committee has been able to place, makes it possible to deliver a billboard at any railroad station in the United States for $50, freight paid to destination. A similar billboard ordinarily would cost at factory $90, so the great saving effected through our contract is obvious. Any florist, who has, or can control, a site suitable for the display of one of these boards, is urged to place an order for one at once. Besides helping the campaign, he will be helping himself, for he will be permitted, should he so desire, to hang a supplementary sign beneath the regulation billboard calling attention to his own establishment.

The sign is 20 feet long, and 7½ feet wide, and is in appearance similar to the sign shown in our illustration. The construction is of 26 gauge galvanized iron, on wood frame, and shipped in four 5 feet sections, with face bands. The board weighs, approximately, 250 to 300 pounds. The slogan will be painted to conform in design and color to the regular glass and transfer signs supplied by our promotion bureau. Three coats of paint are used, with one coat of heavy outside wearing varnish applied after the last coat of paint is dry. The back of the board is painted with one coat of pure oil black. The wooden supports, as shown in our picture, are not supplied, but they are of a nature to be easily procured locally. A blue print, or drawing, detailing the construction and method of setting up is to be furnished with each billboard. As sent out, a sign should remain in good condition for many years.

Without doubt, a large number of florists will wish to take advantage of this opportunity to bring our industry prominently before the public. As has been pointed out frequently, the florists are fortunate in that so many of them are provided with sites that cost them practically nothing for a display of this kind—along much traveled highways, railroad tracks, against potting sheds and outbuildings which are in public view, and often in cities on tops of buildings, in connection with their store structures, or on adjacent vacant lots. If a small body of men could, extemporaneously, as at the meeting in Buffalo, offer to take 87 billboards, to cover so many sites, what numbers of locations must be generally available? The publicity committee is confident that orders will quickly be forthcoming which will insure the erection and display of a thousand billboards. The price is a mere bagatelle when the value of the material and service is considered. There is much to be said in favor of outdoor publicity, especially when applicable to the subject of our campaign. One thing is certain—never was an opportunity for helpful and direct publicity ever presented at such little expense as that now presented to the florists. The secretary would be pleased to hear from all those who can take advantage of the offer here made. Simply send in the order for a sign, accompanied by a cheque for $50, and the sign will be promptly delivered at any designated railroad station.

NEW KIND OF PUBLICITY.

The value of our slogan, "Say It with Flowers," has been recognized in a direction quite apart from the course of our campaign. Just as the writers of fiction and sentimental prose are frequently using it in their work, when they wish to convey a thought as to an easy method of expressing feeling, the song writers have seized upon the line as a title for a song. All who were at the Detroit convention had the pleasure of hearing one such song, but it does not seem to have got into the realm of publicity. Now a prominent song publisher of New York is introducing to the public a similar song, of great merit, in fox trot measure, and is employing singers of high order to introduce it. The first exploitation was in Detroit during the past week. Harry Breitmeyer, of John Breitmeyer's Sons, writes the secretary as follows, in regard to it: "This week, Miss Grace LaRue is featuring the song at our Temple theatre. The Detroit florists have each taken one day to send Miss LaRue flowers, as well as to place vases of flowers in the theatre lobbies. I assure you it has made a hit with the theatre goers, and 'Say It with Flowers' is the talk of the public. The song is a wonder. If New York and other cities have the opportunity to receive these benefits, I would recommend your hearty co-operation." It is understood that the song is to be a feature in the prominent theatres of Chicago, Cleveland, Cincinnati and other large cities upon the circuits of the singers, with suitable stage settings, and it is expected that phonograph records of it, carrying the voice of a leading concert artist, will shortly be available. Wherever the song is to be featured, the florists situated locally, are urged to co-operate with the theatre management in the making of an appropriate floral setting. It is also suggested that special window trims in the florists' stores be made during the continuance of the feature.

SUPPORT THE CAMPAIGN NOW.

Subscriptions to the campaign fund are now most urgently needed. Our publicity committee has accomplished much, but it can do more, if supported as it ought to be. Our slogan is an out-and-out success already, and it is absolutely necessary that we build upon this success if we are to make "Say it With Flowers" a household phrase. This attainment is within reach, easily—if the big army of non-subscribers will "come across." It is such a little support we are asking individually that there need be no hardship entailed. A small cheque from the many will make up a goodly aggregate, something we can work with. Many florists every week expend more on unproductive matters than they need contribute to the campaign. Surely, it is not a question of stinginess that stands between the success of our movement and the support which we have a moral right to expect in an industry whose members have always been noted for their generosity and liberal mindedness in all things. Rally, now, chip in and help.

JOHN YOUNG, Sec'y.

Sentimental or Commercial Florists.

We hear a great deal of the sentimental florists who have done and are doing worth while things, developing flowers, etc. We also hear about the commercial florists who are doing their part successfully marketing and selling flowers. Each have their part to do. We also have the type of florist who is wholly independent of any feeling, except his own progress.

To be a successful florist, one must have a combination of all three, sentiment, commercial and progressive. The first two points must be self-developed,

but the third can be helped by joining the "Say it With Flowers" campaign and helping to further one of the best publicity movements that has ever been launched, and which should receive the support of every man connected with flowers.

With your support we can continue our campaign, which is proving its worth, by the manner in which florists throughout this country and Canada are taking up our slogan, "Say it With Flowers," and using it as a force in their local advertising, continually reminding the people of the many uses which flowers may serve.

Those who are using the slogan, know its worth already. To the others who have overlooked its importance, the quicker its adoption, the more general its results. Its benefits are many, and its usefulness is the way you treat it. Support it, and it will help you.

In appreciation, a subscription to Secretary John Young, 1170 Broadway, New York, and the combination is one hard to beat. Our publicity campaign calls for $100,000. We are about 60 per cent subscribed. Will you do your share? We will prove its effectiveness.

HENRY PENN,
Chairman Nat'l Publicity Campaign.

New York Florists' Club.

The New York Florists' Club met in the hall of the Engineering building on the night of November 10, President Kessler in the chair. The meeting was held at that place to give all the members an opportunity of seeing the hall before a final vote should be taken on a re-location. Chairman Henshaw, of the committee, brought the matter before the meeting, and by a standing vote it was decided to take the larger of the two halls.

Secretary Young reported for the national flower show committee. There has been delay in getting out the schedules for the show on account of the printers' strike. Much space has been taken. The programme will appear in an improved form. One new member was installed, and several nominations for membership in the club were handed in.

William Phillips, a member of the club, and a Brooklyn retailer, reported on what was being done in Brooklyn during "Say It With Flowers" week. Secretary Young read a report on what was being done in Boston in the matter. On motion, it was voted to postpone "Say It With Flowers" week until the time of the spring show. A representative of the government loan organization of the second federal district addressed the club on "thrift" as a national necessity, "work and save" being the theme of his discourse. His address was well received and cards were passed around for individual subscriptions, a motion to that effect having carried.

Resolutions of condolence on the death of J. B. Deamud were read and adopted.

The following nominations were read for officers for 1920: For president—P. F. Kessler, present incumbent, who declined renomination; I. S. Hendrickson, A. M. Henshaw. For vice-president—John G. Esler, Roman J. Irwin. For secretary—John Young, present incumbent; Edward C. Vick. For treasurer—Wm. C. Rickards, Jr., present incumbent; Wm. Kather. For trustees—A. T. Bunyard, Emil Schloss, Thomas Booth De Forest, Max Schling.

Secretary Young reported that Patrick O'Mara, the well known seedsman, and a past president of the club, who has had a long spell of illness, is slowly recovering. Secretary Young read a paper on the local publicity fund of the city of Buffalo, N. Y., and advocated a similar movement locally, in keeping with what is being done in other cities. He was followed by Wallace R. Pierson along similar lines. The club voted $100 for the Brooklyn publicity campaign, which must be ratified at the next meeting.

William A. Manda, a new member, son of Joseph A. Manda, was introduced and gave an interesting talk on his experience as a member of the United States Marine Corps, in which he served throughout the late war.

A. N. Pierson, Inc., Cromwell, Conn., made a fine display of single and pompon chrysanthemums; also a large new and beautiful chrysanthemum named Golden Barbara Davis, as well as the roses, Pilgrim and Crusader.

A. F. F.

San Francisco.

BUSINESS MAINTAINS STEADY TONE.

There has been no let up as regards business, and all the stores are reporting a fine trade and good prices. There has been a large amount of decorative and funeral work going on, and it, together with the shipping trade, is keeping the wholesale market cleaned up in good shape every day. The frosts have cut down a lot of soft outdoor stock, but, as yet, has not been severe enough to affect the chrysanthemums. It is likely to come any night, however. All the growers have prepared for it, and it is not expected that much loss will result. The supply of chrysanthemums continues to be heavy and prices are just about the same as last week. First-class stock may be purchased very reasonably. There is a shortage of small white chrysanthemums for funeral work. Turner is still the leading chrysanthemum in the market regardless of color. In pink, May Hunter and Dr. Enguehard are the leading varieties. Bronze colors are not so much in evidence this past week, showing that the season has passed its high water mark. There is plenty of Bonnaffon to be had, but this variety cannot now be classed as a fancy. In red, Amateur Conceit is the best offered. There is a great selection of singles, pompons and anemones to choose from. There is also a good shipping demand for these small flowers. The call for the large, fancy stock has abated somewhat, but it is expected that this is only temporary. When local supplies give out, the shipping trade always increases accordingly. There is a great improvement in the supply of roses. Stock is very good this week, and some fancy blooms are being handled. Mrs. Chas. Russell, just now, is excellent. This is easily the best selling rose when well grown. There is not a sufficient supply of it coming to meet requirements. As yet, we have had no American Beauty. This variety will probably commence to arrive next month, but in small quantities only, as very few of our growers are devoting much space to it. The supply of Ophelia, Columbia and Shawyer is ample for all needs. There is a large cut of red roses. Cecile Brunner is scarce, as is Mrs. Aaron Ward. Irish Fireflame is noted in most of the stores. The violet market is now in good shape again, owing to ideal growing weather conditions. The Princess of Wales is now first-class. There is a large supply, and prices remain unchanged. Shipping trade in this flower is quite heavy. The carnation supply is becoming more plentiful, but stock is selling well. Light colors are in most favor. There is quite a large offering of gardenias. Orchids, such as odontoglossums, oncidiums and cattleyas, are quite plentiful. The steady demand for these makes the prices always firm. The cut of ericas is not enough for the demand. There are no more dahlias or gladioli coming in. Cut cyclamens are in good demand. In pot plants, cyclamens are the only offerings. The stock is very good and finds a ready market. Ferns and asparagus are to be had in quantities to meet all requirements.

NOTES.

The Art Floral Company had the elaborate decoration of the California theatre, this week, on the occasion of the second anniversary of its opening. The foyer and stage were massed with great quantities of chrysanthemums and foliage plants. The work was done under the personal supervision of P. Vincent Matraia.

The firm of J. A. Axell, on Bush street, is now handling the chrysanthemum cut of the Lynch Nursery Company, of Menlo Park. Mr. Axell will also handle the output of their range of carnation houses. They expect to begin shipping smilax in about two weeks.

Shibuya & Tschida have been sending in a fine lot of bronze chrysanthemums this fall. They have won instant favor, owing to their size and finish. Nagaroe and William H. Waite have proved to be among the best of the newer bronze varieties for commercial use.

Plans have been completed for the annual chrysanthemum show, which will be held in Lindsay, November 11-12. Many growers from the peninsula will send exhibits to this show, which always attracts large crowds.

Walter J. Lewis, of the Art Floral Co., is here from Los Angeles on a business visit. He says trade is good in the southern city.

JAMES T. LYNCH.

Rochester, N. Y. Rose Society.

The Rochester Rose Society at its November meeting presented an interesting programme, the principal speaker of the evening being Fred C. Wallace, who had for his topic, "Successful Growing of Hybrid Tea Roses," which he handled in an able manner, dividing his subject into sections on soil, time of planting, stock, labels, cultivation, proper food, treatment of diseases, and at the conclusion, naming a list of varieties best suited for the amateur grower. Rev. Edmund M. Mills, president of the Syracuse Rose Society, sent the following list of hybrid teas which he suggested for outdoor planting: Ophelia, Antoine Revoire, White Killarney and Mme. Jules Bouche. Pink—Lady Stanley, Lady Ashtown, Caroline Testout, Killarney Queen, Joseph Hill, Prince de Bulgarie. Yellow—Hillingdon, Los Angeles, Wellington, Mrs. MacKellar and Sunburst.

CHESTER.

The Late Oscar Hauschild.

Oscar Hauschild, well known in the florist trade of New York, was accidentally shot and killed while on a hunting trip near Denver, Colo., November 7. He was born in Germany 32 years ago. For a number of years he had been connected with the trade of New York, being for a considerable time the Hotel McAlpin florist. He was called in the draft, and spent seven months overseas in the United States army, and was discharged only a few months ago. He is survived by his mother, three sisters and one brother, Otto, now the florist at the McAlpin hotel.

A. F. F.

The Late Thomas Bunyard.

Thomas Bunyard, a retired nurseryman, died at his home in Hellingby, England, October 22, age 83 years. He is survived by his wife and 11 children. Two of the sons, Alfred T. Bunyard, the retail florist of Madison avenue, New York, and Harry A. Bunyard, a well known seedsman, are residents of the United States. Other sons are engaged in the nursery and fruit growing business in England.

A. F. F.

THE AMERICAN FLORIST

ESTABLISHED 1885.

Subscription, United States and Mexico, $1.50 a year; Canada $2.00; Europe and Countries in Postal Union, $2.50.

When sending us change of address always send the old address at the same time.

Advertising rates on application.

From the first issue THE AMERICAN FLORIST has accepted only trade advertisements.

Advertisements must reach us Tuesday (earlier if possible) as we go to press Wednesday.

We do not assume any responsibility for the opinions of our correspondents.

THE AMERICAN FLORIST,
440 S. Dearborn St., CHICAGO

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SPHAGNUM MOSS will be scarce in the west, owing to continuous rains for the past month.

STUYVESANT FISH has brought suit to have himself legally adjudged a farmer, so as to recover $5,000 paid as income tax upon money spent to meet farm expenses, which are claimed to be deductible from income.

THE publishers of our New York contemporary, the Florists' Exchange, who have been unable to issue their publication for several weeks on account of printing trade difficulties, in that city, expect to have their paper printed this week outside the affected district.

Personal.

C. Engelmann, of Saffron Walden, Eng., the well-known carnation specialist, is on a tour of Argentina and the United States.

Gas Damage Verdict.

The Sterling Floral Co., Sterling, Ill., through a decision rendered in the appellate court, October 28, in its suit against the Illinois Northern Utility Co., has been awarded damages in the amount of $2,130 for loss sustained by gas caused by the breaking of a main in the company's range.

Telegraph Liability.

The Illinois supreme court handed down a decision October 31, holding as void provisions in Postal and Western Union blanks, which exempted telegraph companies from liabilities for their errors, unless the message is repeated or insured. The sender can therefore recover damage he sustains by errors made by telegraph companies.

Society of American Florists.

DEPARTMENT OF PLANT REGISTRATION.

Public notice is hereby given, that Frank D. Pelicano, 119 Guttenburg street, San Francisco, Calif., submits for registration the new plant mentioned below:

Adiantum Pelicanii, a seedling of Adiantum Roenbeckii, which it resembles in habit, being very light in color and of vigorous growth; fronds grow erect, and average from 20 to 24 inches in length.

Any person objecting to this registration, or to the use of the proposed name, is requested to communicate with the secretary at once. Failing to receive objection to the registration, the same will be made three weeks from this date.

JOHN YOUNG, Sec'y.
November 8, 1919.

Smith Burnsiana Open to the Public.

William F. Gude, Washington, D. C., in a recent communication, calls attention to the fact that announcement has been made through John H. Cowles, secretary general, supreme council of the Ancient and Accepted Scottish Rite, that the William R. Smith Burnsiana is now accessible to the general public, between the hours of 9 a. m. and 5 p. m., Sundays and holidays excepted, in the Burnsiana room, at the House of the Temple, 16th and S streets northwest, Washington, D. C. The Burnsiana room is located on the south side of the ground floor of the temple, immediately below the offices of the secretary general. Application must be made to the librarian on the main floor for access to the books in the locked cases.

Chrysanthemum Society of America.

EXAMINING COMMITTEES.

President Wm. W. Vert announces the committees to examine new chrysanthemums for the ensuing year as follows:

Boston, Mass.—William Nicholson (chairman), James Wheeler, Alex Montgomery. Ship flowers to chairman, care of W. J. Thurston, manager, Boston Flower Exchange, 1 Winthrop square and Otis street, Boston, Mass.

New York — Eugene Dailledouze (chairman), Wm. H. Duckham, A. Harrington. Ship flowers to New York Cut Flower Co., 55-57 West 26th street, New York, care of chairman.

Philadelphia, Pa.—A. B. Cartledge (chairman), John Westcott, S. S. Pennock. Ship flowers to A. B. Cartledge, 1514 Chestnut street, Philadelphia, Pa.

Cincinnati, Ohio—R. Witterstaetter (chairman), James Allen, J. C. Murphy. Ship flowers to chairman, Jabez Elliott Flower Market, care of janitor.

Chicago—N J. Wietor (chairman), E. A. Kanst, Thomas W. Head. Ship flowers to chairman, 162 North Wabash avenue, Chicago.

Shipments should be made to arrive by 2 p. m. on examination days to receive attention from the committee. Must be prepaid to destination and an entry fee of $2 should be forwarded to the secretary not later than Tuesday of the week they are to be examined, or it may accompany the blooms.

Seedlings and sports are both eligible to be shown before these committees, provided the raiser has given them two years' trial to determine their true character—not less than six blooms of each variety to be shown. Special attention is called to the rule that sports to receive a certificate must pass at least three of the five committees.

The committees will be in session to examine such exhibits as may be submitted on each Saturday during November, the dates of which will be November 15, 22 and 29.

Club Meetings Next Week.

[Secretaries of clubs and societies are requested to send notice of change in time, date and place of meetings.]

Boston, Mass., November 18, 8 p. m.—Gardeners' and Florists' Club of Boston at Horticultural hall. Wm. N. Craig, secretary, Faulkner Farm, Brookline, Mass.

Chicago, November 20, 8 p. m.—Commercial Flower Growers of Chicago at Randolph hotel, Wells and Randolph streets. Otto A. Amling, secretary, Maywood, Ill.

Lake Geneva, Wis., November 15.—Lake Geneva Gardeners' and Foremen's Association at Horticultural hall. F. Brady, secretary, Lake Geneva.

Lancaster, Pa., November 20, 7:30 p. m.—Lancaster County Florists' Association at chamber of commerce. Albert M. Herr, secretary, Lancaster.

Orange, N. J., November 17, 8. p. m.—New Jersey Floricultural Society at J. O. W. A. M. hall. George W. Strange, secretary, 84 Jackson street, Orange.

Grand Rapids, Mich., November 17.—Grand Rapids Florists' and Gardeners' Club at office of member, Edward Freyling, secretary, 1057 Wealthy avenue, Grand Rapids.

Philadelphia, Pa., November 18, 3:30 p. m.—Pennsylvania Horticultural Society at Griffith hall, 1420 Chestnut street. David Rust, secretary, 606 Finance building, Philadelphia.

Portland, Ore., November 18.—Portland Floral Society at Masonic Temple. F. A. VanKirk, secretary, 64 East 50th street, Portland.

Tarrytown, N. Y., November 19, 8 p. m.—Tarrytown Horticultural Society at Corporation building. H. W. Neubrandt, secretary, Tarrytown.

Toronto, Ont., November 18, 8 p. m.—Toronto Florists' Club at Dunlop's hall. A. Simpson, secretary, 309 Merton street, Toronto.

Coming Exhibitions.

[Secretaries are requested to supply any omissions from this list and to correct any dates that have been altered since the last advices.]

November 20-21, Auburn, Ala.—Annual meeting and exhibition of flowers of the Alabama State Horticultural Society. J. J. C. Price, secretary, Auburn.

November 14, Providence, R. I.—Chrysanthemum and fruit show of the Rhode Island Horticultural Society. E. K. Thomas, secretary, Kingston, R. I.

November 11-14, Des Moines, Ia.—Fall show of the Iowa State Horticultural Society. Wesley Green, secretary, State House, Des Moines.

January 21-22, 1920, Chicago.—Annual exhibition of the American Carnation Society. A. F. J. Baur, secretary, 3800 Rockwood avenue, Indianapolis, Ind.

March 15-22, 1920, New York.—Flower show of the New York Florists' Club at Grand Central Palace. John Young, secretary, 1170 Broadway, New York.

March 24-28, 1920, Boston, Mass.—Exhibition of orchids and other plants of the Massachusetts Horticultural Society at Horticultural hall. William T. Rich, secretary, Horticultural hall, Boston.

Wants, For Sale, Etc.

Small Type, 12 Cents Per Line, Each Insertion. Display, $1.50 Per Single Column Inch, Each Insertion. These prices are net, cash with order. For Plant Advs., See Ready Reference Section.

Where answers are to be mailed from this office enclose 10 cents extra to cover postage, etc.

Situation Wanted.—By an experienced, all around grower; single. Please state wages and particulars. Address,
Key 430, care American Florist.

Help Wanted—Girl to work in loop flower store. Apply
M. E. Poletsos,
35 E. Adams St., Chicago.

For Sale.—A retail establishment of 8,000 feet of glass; with store. Everything in first class condition. Address
Key 405, care American Florist.

For Sale—Store and two flats opposite hospital in Chicago. Two greenhouses, winter supply of coal on premises. Good money-maker. Chance of life time. Address
Key 436, care American Florist.

FOR SALE

A good wholesale and retail florist business with 20,000 square feet of glass, well stocked; 35 acres of land, 8-room house, good barns; all in good condition. In New England States. Price $35,000. Address
Key 431, care American Florist.

WANTED

Competent man for high class florist shop.

JOSEPH TREPEL,
334 Lewis Ave., BROOKLYN, N. Y.

Help Wanted

Experienced greenhouseman for growing pot plants. Wages $30 per week. Call at once.

JOSEPH MICHAL,
6416 South Halsted Street, CHICAGO

Help Wanted

Man for retail store in Brooklyn, New York. Good position to right party. Address
A. F. F. care American Florist,
57 West 27th St., New York.

Help Wanted

At once, experienced florist. Man preferred. State wages expected and send references.

Department of Horticulture,
Iowa State College, Ames, Iowa.

Help Wanted.

Leading Chicago wholesale house has openings for several clean-cut young men. Splendid chance for advancement at good starting salary. We pay higher wages than other houses in the city. All replies held strictly confidential.
Key 434, care American Florist.

Help Wanted

Man to take charge of night work. New Bernard boiler. Give reference and what salary in first letter.

BEAUMONT FLORAL CO.
BEAUMONT, TEXAS.

Help Wanted

Two helpers in rose range; $3.50 per day to start. Must be A1 men.

WEISS-SPANDIKAU CO.,
MAYWOOD, ILLINOIS

WANTED

Greenhouse **BUILDERS, GLAZIERS** and **STEAMFITTERS** for jobs near Chicago and elsewhere. Apply by phone or mail.

THE FOLEY GREENHOUSE MFG. CO.
Phone Lawndale 9930
31st Street and Spaulding Avenue, CHICAGO

Situation Wanted

As a foreman in a medium sized florists place. Life experience in the growing of cut flowers, all kinds of potted plants, etc. Can give entire satisfaction with my work and expect good wages. Middle aged, single man. Address
Key 433, care American Florist.

BOILERS — BOILERS

ALL SIZES.

Selected Boiler Tubes, all sizes, for greenhouse piping and **Retubing Boilers.** Thoroughly cleaned like **New** and trimmed. Complete stock of **New** and **Second Hand** Pipe, Valves, Fittings, etc.

LEVINE & CO.
3738 South Halsted Street, CHICAGO, ILL.
Phone Boulevard 9354.

Store Florist Wanted.

Write or wire **Alpha Floral Co., Kansas City, Mo.,** if you can design, sell and decorate. Only good man need apply, as we want man of exceptional ability.

Members of the F. T. D.

Bay Trees for Sale

Two fine specimens which have outgrown their present location; 6 feet 2 inches high, with heads 42 inches wide; now in tubs 28 inches square. A good acquisition for either park or private use. Address

The Bullock Greenhouses, Elkhart, Ind.

FOR SALE

Controlling interest in established pottery; all up-to date machinery; new plant and kilns. Address

Key 435, care American Florist.

FOR SALE

Three ranges of glass near Chicago. One planted with carnations and the other two with roses. Each range is separate and located in different localities. Do not answer this if you have not $50,000 for each or can place $20,000 down. These are bargains.

Key 416, care American Florist.

OFFICIAL S. A. F.

Shipping Labels

Actual size of leaf 2¾x5¼ inches

FOR CUT FLOWERS: in two colors, gummed paper; your card, etc., in black and leaf adopted by the S. A. F. in red. Prices: Per 500, $3.35; per 1000, $5.00. Samples on request. Electro of leaf, postpaid, $2.00. Cash with order.

AMERICAN FLORIST CO.
440 S. Dearborn St., CHICAGO

A HOLLY WREATH

Red and Green

FOR HOLIDAY CIRCULARS AND ADVERTISING.

Plates for printing this fine Holly Wreath in two colors—green leaves and red berries and ribbon—$4.25 per set of two plates. Larger size, 3¾x4 inches, $6.00 per set of two plates.

Plate shown here for one color, $2.15. The large size, one color, $3.50.

Cash with order.

American Florist Co.
440 S. Dearborn St., CHICAGO.

SPECIAL OFFER

DUTCH BULBS

DOUBLE TULIPS—Murillo	$24.00	per 1000
SINGLE TULIPS—Keizerkroon	20.00	"
DARWIN TULIPS—Clara Butt	20.00	"
DOUBLE NARCISSUS—Von Sion (round bulbs)	20.00	"
" " —Golden Spur (round bulbs)	20.00	"
PAPER WHITE NARCISSUS (1,300 to case)	20.00	"

HOGEWONING & SONS, Inc., 32 Broadway, New York

Detroit Florists' Club.

The florists' club members were the guests of Sidney Beard at the greenhouses of Beard Bros., West Fort street, November 4. The visitors assembled at 4 o'clock in the afternoon for the inspection of the stock, which was found in most excellent shape, some of the growers pronouncing it the best in quality ever seen at that place. Attracting the most attention, perhaps, was the immense stock of cyclamens. Closely following in importance were the pans of poinsettias and several houses of Boston and other varieties of ferns. Bedding plants and other miscellaneous stock were also in good condition. The bulb shed and frames outside were well filled with bulbous stock in pans and boxes. A supper was served at 6 o'clock, after which the club meeting was held. Vice-President M. Bloy presided and the proceedings were replete with matters of much interest to the 40 or more present. A vote of thanks was given the host, and the action included hearty congratulations to him for the uniformly good condition of his establishment.

The Twentieth Century Club was represented at the meeting by Mrs. Wm. McGraw and Mrs. E. J. Jeffries, who thanked the club for its cooperation with the school gardens committee of that organization, and gave details of the extension of such work planned for the coming season.

The F. T. D. meeting at Buffalo was discussed in its different phases, following a report of that event by A. Pochelon and M. Bloy, the latter declaring it the most absorbing meeting of the kind he ever attended. So intensive was the work, he said, that members were reluctant to cease the discussion of interesting topics even to eat, and much of the contemplated work was untouched at the close of the meeting. Secretary A. Pochelon was the recipient of the local florists' congratulations for having received the well merited gift presented to him at Buffalo.

Under the management of the club an exhibition of chrysanthemums and other seasonable stock will be given at the Hotel Statler, November 18. It will be non-competitive, and growers at other points are invited to send novelties or well grown specimens of blooms of any varieties for the exhibition. A meeting of the club will be held at the same time and place, and the members of the ladies' auxiliary of the club will be present.

The publicity committee reported to the meeting its cooperation with Albert Von Tilzer, a New York music publisher, who has composed a song with the title "Say it With Flowers," which was introduced for the first time at the Temple theatre here and sung by the artist, Miss Grace LaRue. The florists' windows and delivery autos carrying banners with the announcement and the slogan "Say it With Flowers" are receiving a great impetus.

The announcement of the death recently of Mrs. H. Cassell, wife of one of our new members, was followed by a resolution of condolence to the bereaved husband.

Sidney Beard, who has always been an exhibitor at the state fair association, spoke of this being a great opportunity neglected by the local florists, and on his suggestion a committee will confer with the management of the fair association looking to the improvement of conditions which it is hoped will encourage more extensive exhibits there hereafter.

The following permanent committees will make strenuous efforts to advance the club's activities the coming season: Exhibitions—Chas. H. Plumb, Thomas Browne, Joseph Streit, Peter Papes, Peter Reuss. Essays—M. Bloy, John Carey, Robt. Jean, Harry Taylor, W. C. McLaughlin. Entertainment—J. K. Stock, E. A. Fetters, Thomas Browne, Geo. W. Davis, John Warncke.

Past President E. A. Scribner, who has been in ill health for some time, was able to be present at the meeting, and received the cordial greetings of all.

J. F. S.

Albany, N. Y.

"SAY IT WITH FLOWERS" WEEK.

"Say it With Flowers" week was observed in this city, Troy, and Schenectady, November 3-8. The florists' shops in the three cities were made unusually attractive with displays of seasonable flowers and plants, advertisements were inserted in the newspapers, inviting the public to visit the shops, and gifts of flowers were made to the hospitals. One of the features of the week, was an automobile float prepared by the retailers. The vehicle, handsomely decorated with flowers and foliage plants, went through the streets of this city November 6, Schnectady, November 7, and Troy, November 8.

NOTES.

One of the weddings of local interest took place on the evening of October 22, when Miss Harriet Isabel Eyres, daughter of Harry G. Eyres, florist, 106 State street, was married to F. Leigh Hichman, of Little Falls and Albany. The ceremony was performed in St. Peter's Protestant Episcopal church by the rector, the Rev. Charles C. Harriman. The color scheme was pink and blue, which was carried out in the floral and other decorations. A reception followed at the Ten Eyck hotel, at which about 150 guests were present. After a wedding trip in the west, Mr. and Mrs. Hichman will live at 10 Madison place, Albany.

Arthur Cowee, the gladiolus specialist, of Berlin, Rensselaer county, was elected to the state assembly on the republican ticket, November 4. In a letter to the Women's Civic League, of Troy, which asked Mr. Cowee for a declaration of his principles before the election, the candidate replied in part as follows: "If elected, I shall endeavor to act as I believe will be for the best interests and welfare of the people of my district, as well as of the state at large."

The annual chrysanthemum exhibition of the park department was opened in the lake house, Washington park, November 9, and will continue for two weeks. Philip Bender, superintendent of parks, has for the exhibition this year, 393 varieties, of which 83 are new. A list of the new sorts, with a short description of each, was furnished the newspapers by Superintendent Bender a day or two before the exhibition was opened.

R. D.

MISSOULA, MONT.—The annual meeting of the Montana Horticultural Society will be held in this city, January 21-23.

GOSHEN, IND.—The Colonial Flower Shop has made improvements including the installation of a handsome new refrigerator.

EAST CHICAGO, IND.—The Mann Floral Co., with two stores in Indiana Harbor, has opened a flower shop here under the management of Miss Sweeney.

MT. MORRIS, ILL.—Material has been received for the large greenhouse that will be erected on the college campus to be used in connection with the agricultural department.

AUBURN, ALA.—The Alabama State Horticultural Society will hold its annual meeting in this city, November 20-21. J. J. C. Price, of this city, is secretary of the society.

NEXT WEEK

The American Florist

AUTUMN NUMBER

TO BE ISSUED

November 20th

JUST RIGHT FOR THE

THANKSGIVING AND HOLIDAY TRADE

Many orders for Seeds, Bulbs, Plants and Supplies needed now will be placed during the next 30 days, and Growers, Manufacturers and Dealers can secure a large share of this business by liberal advertising in

The Autumn Number

The price is $1.50 per single column inch, $45.00 per page.
Usual discounts for a series of insertions in consecutive issues.

AMERICAN FLORIST COMPANY
440 S. Dearborn St. :: :: CHICAGO

For 34 years the representative paper of the Florists, Seedsmen and Nurserymen of the United States and Canada.

Please send your copy for this issue as early as possible.

All shipments of tender plants should be made before hard frost, to reduce loss and cost of wrapping

Send for It Today

Our New Thirty-two Page Illustrated

FALL AND XMAS CATALOGUE

FEATURING

Prepared Foliages

Baskets and Flower Stands

Ribbons and Chiffons

Wreaths

Novelties

Artificial Flowers

General Supplies

THE OVE GNATT CO., Inc.

Quality Merchandise. Prompt Service.

No P. & D. Charges.

LA PORTE, INDIANA

SEND THIS COUPON TODAY.

The Ove Gnatt Co., La Porte, Ind.:
Gentlemen: Kindly send me your new Fall and Xmas Catalogue.

Name .....

City .....

State .....

Milwaukee, Wis.

SUPPLY AND DEMAND NEAR BALANCE.

Toward the end of the past week, market conditions again were on the up grade. While the receipts of bunch chrysanthemums were still heavy, there was a greatly reduced amount of really good, large blooms coming in. All in all, the demand appeared to be equal to the supply, and it seems that the worst stage of oversupply has been passed. A good cold spell undoubtedly would regulate matters to the satisfaction of all concerned.

NOTES.

After having carpenters and interior decorators making a muss of their store since July 12, the Emil Welke Co., at 752 Third street, announced the formal opening, combined with a chrysanthemum display, November 7-8. The occasion certainly drew large crowds, who readily commented on fine impressions made as to decorations and display of stock. This firm, as a drawing card, put into use the famous slogan, "Say it With Flowers," by presenting all visitors with a sample. A large basket containing chrysanthemums and roses, with compliments from the Holton & Hunkel Co., was in evidence.

The florists' advertising club has rented a booth at the Auditorium for the food show, which will be held in the near future. It will also furnish the flowers for the dinner tables during that period. This undoubtedly will be the occasion of the "Say it With Flowers" week as carried out by other cities throughout the country.

Due to the bad weather, and with a forecast of a cold wave, which did not materialize, there were not enough members on hand, November 6, for the monthly club meeting to constitute a quorum. This is the first time in more than two years that no regular meeting took place.

E. J. Hamme, of Wauwatosa, Wis., is rapidly recovering from injuries received some time ago, when his auto collided with a large tree, which proved to be the stronger of the two.

Local firms are anxious about some of their Dutch bulbs which are still tied up at the Atlantic ports, due to the strike.

Visitor: L. D. Stratton, Lancaster, Wis. E. O.

Omaha.

OCTOBER SETS VERY GOOD RECORD.

Eliminating that portion of sales last year that must be credited to the influenza epidemic, business during the month just past was above the average. Never before have early chrysanthemums moved so freely at increased prices, sales being made at $6 and $8 per dozen. Roses also brought good returns in October, but good stock in this line is scarce. Columbia is the leader and, with Ophelia, are money makers for grower and retailer alike.

NOTES.

Hess & Swoboda have planted 25,000 carnations which are now showing fine condition. They will also have a fine crop of roses for Christmas and after the holidays. Cyclamens are also looking fine and will be in for the holidays as will Begonia Cincinnati and poinsettias. For Thanksgiving, this firm will be well supplied with choice chrysanthemums, the varieties being Eaton, Chadwick and Golden Wedding. Two houses planted to sweet peas are making a fine showing, now being five feet high.

Thomas Evans, who has returned from service in France, is again connected with Hess & Swoboda. J. J. H.

Providence, R. I.

STRONG CUT FLOWER DEMAND.

Trade during the past week has been good, stock moving freely and a heavy call for cut flowers. Chrysanthemums are selling well and a general daily cleanup is the report in most cases. With a few exceptions, growers in this vicinity are planning to keep their ranges in operation throughout the winter.

NOTES.

Olney Williams, of Pocasset, is filling his houses with vegetable plants at present, and will later replant the range with carnations and other stock formerly grown by him.

The Riverside Greenhouses are showing some of the best cyclamens seen here for some time. These will probably be on exhibition at the flower show next week. H. A. T.

Louisville, Ky.

The demand for flowers, chrysanthemums included, lagged during the first 10 days of November.

Mrs. C. B. Thompson is still on the sick list and is unable to be at the store.

Miss Edith V. Walker & Bros. is the name of a new firm which will commence business, November 15, at 636 South Fourth street, having purchased the establishment of Mrs. M. D. Reimers. Associated with Miss Walker are J. David Walker and William G. Walker, who have severed their connection with the William Walker Co.

H. G. W.

CHAMPAIGN, ILL.—The annual chrysanthemum show of the floricultural department of the University of Illinois is in progress, at the greenhouses this week, November 9-15.

High Grade Lily Bulbs

WRITE FOR PRICES

Giganteum, Album, Rubrum, Magnificum

Can Supply Your Needs Best

American Bulb Co.

172 North Wabash Ave., Chicago

The Cost Of Flowers

It is not the price you pay, but the quality and freshness of the stock which you buy that makes its value. Our flowers are all Home Grown and perfectly fresh. We bring them direct from our greenhouses to our store three and four times per day, a few hours after being cut. On perishable stock like flowers, this is a big item. Regarding Quality, we pay our growers ten to fifteen per cent higher wages than is now paid in the Chicago districts. We have better men and they grow better flowers. We are **Rose Specialists** and are now cutting from 245,000 rose plants all in one range of glass, besides quantities of Chrysanthemums, Carnations and Beauties.

With all these advantages for our stock, our prices are never higher than other houses ask, and in a number of instances lower.

PRICE LIST

RUSSELL, COLUMBIA AND PREMIER		OPHELIA, HOOSIER BEAUTY, WHITE KILLARNEY	
Long	$18.00 to $20.00 per 100	Extra long	$12.00 to $15.00 per 100
Good medium	10.00 to 15.00 per 100	Medium	6.00 to 10.00 per 100
Medium	8.00 per 100	Short	5.00 to 6.00 per 100
Short	6.00 per 100		

CARNATIONS—Red, White, Pink .....$5.00 to $6.00 per 100

CHRYSANTHEMUMS—All colors, Extra large fancy $3.00 to $4.00 per dozen; Large, medium, ...$2.00 per dozen

POMPONS—All colors.....50c to 75c per bunch
AMERICAN BEAUTIES—According to length of stem.....$1.50 to $6.00 per dozen

Extra Fancy Ferns, per 1000, $3.00 | **Adiantum** ..per 100, $1.00 to $1.50 | **Galax**, bronze .....per 1000, 2.00 | **Asp. Sprays** per 100, $2.50 to $3.00 | **Sprengeri** ....per 100. 2.00 to 3.00

BASSETT & WASHBURN

LONG DISTANCE PHONE:
CENTRAL 1457
Greenhouses: Hinsdale, Ill., and Greggs Station, Ill.

OFFICE AND STORE
178 N. Wabash Ave., CHICAGO, ILL.

Chicago.

LARGE SUPPLY AND SLOW SALES.

Business was quiet the past week and the sales as a whole were disappointing to the wholesaler, grower and retailer. Stock was in such large supply owing to the poor demand that it was difficult to move it at bargain prices in quantity lots. Fancy stock in almost all items never sold at such low prices as last week, which were about the same as the old prices that used to be in order before the war. With the employes in the greenhouses demanding a six day week, nine hour day and more pay, the returns for the past week and the week previous will be very disappointing to the grower. The condition that has existed the past two weeks is not unlike that of other years in regard to the supply, with the exception of last year, when the deaths due to the Spanish influenza relieved the market then of its usual chrysanthemum time surplus, but the actual result is more disastrous, owing to the higher cost of production which confronts the average grower today. It is true that the market will stiffen with the passing of the chrysanthemum and pompon crops and it is very noticeable that a turn for the better is already here. It is a question whether high enough prices will be realized during the remainder of the season to offset the poor returns of the past two weeks. In these days of unrest one must look cheerfully ahead for better ones are coming and the future never will be as dark as last winter when for a time it appeared as if many of the growers would have to close down their places in part or entirely owing to the coal shortage, etc. Stock at present is in large supply, especially chrysanthemums and pompons, which are a big factor now. Roses are in heavy supply and the receipts of car-

Strength of FOUNDED BY FLINT KENNICOTT 1st **Years**

"We do as WE SAY"

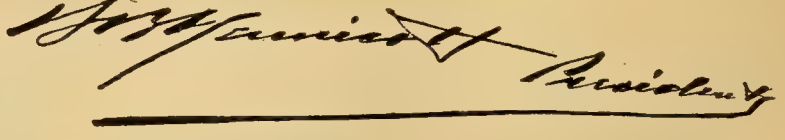
THE MARKET

"THE MARKET" is the BUY-WORD of the Retail Florist who owns no greenhouses and so depends entirely upon Chicago for the Cut Flower Supply.

OUR PART in "THE MARKET" toward supplying the trade last season extended into 269 Cities in 27 States.

Many of our present NEW ACCOUNTS have been brought to us through the recommendation of our OLD CUSTOMERS.

KENNICOTT BROS. CO. AS YOUR SOURCE
OF SUPPLY WILL SERVE YOUR NEEDS
AS YOU WOULD SERVE YOUR OWN.



STRONG in 'Mums
STRONGER in Carnations
STRONGEST in Roses

KENNICOTT BROS. CO.
174 N. Wabash Ave.,
Est. 1881. **CHICAGO**

'MUMS

Largest Crops in the West and Just Right

For Thanksgiving

Orders now being booked. Get yours in early. All the leading varieties in large quantities. Per dozen, $1.50 to $3.00.

Also a Large Supply of Choice Pompons at 35c to 50c per bunch.

Unquestionably the finest and greatest individual collection of varieties grown and offered in Chicago and the west.

ROSES

Russell-Columbia-Premier-White and Pink Killarney
Richmond -- Sunburst -- Killarney Brilliant -- Ophelia.

IN GOOD SUPPLY. QUALITY A1.

We have all the Standard and Best New

CARNATIONS

And Can Supply the Best Grade in Quantity

We can fill your order better than any other house in this market and stand ready to prove it. Order here.

Thanksgiving Price List--

Subject to Change Without Notice.

MRS. CHAS. RUSSELL.	Per 100
Extra Fancy	$25.00
Fancy	$15.00 to 20.00
Good	6.00 to 12.00

PREMIER AND COLUMBIA.	
Extra Fancy	$20.00
Fancy	$15.00 to 18.00
Good	6.00 to 12.00

SUNBURST AND OPHELIA.	Per 100
Extra Special	$8.00
Select	7.00
Fancy	6.00
Good	5.00
Short	4.00

RICHMOND, KILLARNEY BRILLIANT, White—KILLARNEY—Pink.	Per 100
Extra Special	$8.00
Select	7.00
Fancy	6.00
Medium	5.00
Short	4.00

MINIATURE ROSES.	
Baby Doll	$2.00 to $3.00
Elgar	2.00 to 3.00
ROSES, OUR SELECTION	4.00
CARNATIONS	$4.00 to $5.00

MISCELLANEOUS.	Per 100
Chrysanthemums, per dozen	$1.50 to $3.00
Pompons, per bunch	.35 to .50
Ferns, per 1,000	3.00
Smilax, per doz. strings	3.00
Adiantum	$1.00 to 2.00
Galax (bronze and green), per 1,000	2.00
Asparagus Sprengeri, bunch	.35 to .50
Asparagus Plumosus, bunch	.35 to .50
Boxwood, per lb.	.35

Other Green Goods Market Rates.

WIETOR BROS.

30 East Randolph St., L. D. Phone Randolph 2081 **CHICAGO**

A. L. VAUGHAN & Co.
NOT INC.
PHONES:
CENTRAL 2571 - AUTOMATIC 48-734 - CENTRAL 2572
161 North Wabash Ave, Chicago

For Thanksgiving
'MUMS AND POMPONS
All the best commercial varieties at attractive prices. Can fill your order for any amount.
ROSES -- CARNATIONS -- SWEET PEAS
CALENDULAS - DAISIES - ORCHIDS - ETC.
Our shipping trade has been built up by supplying the trade with reliable stock at all times.
Write For Special Thanksgiving Price List.

nations are steadily increasing. Lily of the valley is scarce at $20 per 100, orchids at $15 to $18 per dozen and gardenias $6 per dozen. Paper White narcissus is in good demand at $6 to $8 per 100. Sweet peas, violets, snapdragons, calendulas, pansies and daisies are included in the offerings, together with a few other items not already mentioned, such as lilac, callas, bouvardia, etc. Green goods are plentiful, but higher prices may be expected on all items in this line in the near future if the advance information the writer has secured is correct.

NOTES.

Herbert Hansen and Louis Hoeckner of the Peter Reinberg store force, in company with Peter Showsboe, foreman of the greenhouses, made a tour of inspection of the Reinberg range November 9, to get a line on stock for the holidays. The roses and carnations are in splendid shape and the cuts of chrysanthemums and pompons will be heavy for Thanksgiving. Carnations are doing nicely, but it is expected that the demand will take care of the cuts for some time to come. The new pompon, J. Hamilton Lewis, which originated at the Reinberg greenhouses, will be given more bench space next season.

Charles W. Johnson's new seedling chrysanthemum, Mrs. C. W. Johnson, exhibited at the annual exhibition of the Chrysanthemum Society of America at New York, November 5-7, was awarded the society's silver cup for the best seedling chrysanthemum not disseminated.

The Central Floral Co. had a special window decoration for armistice day that attracted much attention. A mound of earth with the inscription, "In memory of our fallen heroes," was sufficient explanation to the crowd which stopped to inspect it.

John Michelsen, of the E. C. Amling Co., is slightly disfigured but still in the ring. He broke a bone in his right hand as he was trying to open a door at home which accounts for all the bandages.

Ernst Wienhoeber and family have the sincere sympathy of many trade friends in the death of Mrs. Wienhoeber, November 5. Mrs. Wienhoeber had been in ill health a long time.

Henry M. Hirsch, 109 East South Water street, is mailing a November blotter to all his friends. His initials are the same as ever and he is proud of the fact that he is an Elk.

Vaughan's Seed Store is showing samples of remarkably well grown gladiolus bulbs from their Michigan farms, also specimen sprays of Thanksgiving holly.

The Central Refrigerator & Equipment Co., 155 North Clark street, has just installed Frank Ayres' new refrigerator at his East Randolph street store.

Allie Zech, of Zech & Mann, attended the funeral of an uncle at La Porte, Ind., November 11, returning home with his wife the same evening.

Schofield, the North State street florist, had a special window display for armistice day. The designer deserves much credit for the arrangement.

Fine chrysanthemum shows in the Garfield, Lincoln and Washington park conservatories are attracting large crowds of people.

Homer Lange, who has been confined to his home for the past week, threatened with pneumonia, is out again.

The Chicago Flower Growers' Association reports a strong demand for cattleyas at $18 to $24 per dozen.

D. P. Kinsella, superintendent of the Calvary, Mt. Olivet and Mt. Carmel cemeteries, died last week.

O. A. & L. A. Tonner are having a big call for fancy Bonnaffon, which they are handling in quantity.

A. T. Pyfer & Co. are moving large quantities of boxwood this week.

Bonnaffon
Fine Stock. Prices Right.
Pompons and All Other Seasonable Stock. Greens.
O. L. Tonner Wholesale Florists
Dealers in Supplies Chicago Ill.
30 East Randolph Street.
Mention the American Florist when writing

Percy Jones
INC.
Wholesale Florists
30 E. Randolph St., CHICAGO, ILL.
Mention the American Florist when writing

1920 Catalogue
48 Pages for Florists sent free on request.
THE JOHN HENRY CO.
LANSING, MICH.
Mention the American Florist when writing

HEAVY SUPPLY

ROSES

For Thanksgiving

SUPREME QUALITY

Russell, Columbia, Premier, Brilliant, Sunburst, My Maryland, Killarney, White Killarney, Milady, Ophelia and Champ Weiland.

CARNATIONS

Heavy supply of choice stock in all the best new and standard varieties.
Our Quality Carnations are recognized as the best in the Chicago market.

'MUMS--POMPONS

Largest quantity of both that we have ever had for Thanksgiving.
Place your order with us and obtain the best for the least money.

COMPLETE LINE OF GREENS

Buy Direct from the Grower. THANKSGIVING PRICE LIST **Subject to Change Without Notice.**

	Per 100
MRS. CHAS. RUSSELL	
Specials	$20.00 to $25.00
Select	15.00
Medium	10.00 to 12.00
Short	6.00 to 8.00
COLUMBIA	
Special	$20.00
Select	15.00
Medium	$10.00 to 12.00
Short	6.00 to 8.00
MILADY	
Select	$10.00 to $12.00
Medium	6.00 to 8.00
Short	5.00
Camp Weiland... Killarney..... Killarn'y Brillia't White Killarney.. My Maryland....	
Select	$10.00 to $12.00
Medium	6.00 to 8.00
Short	4.00 to 5.00
Sunburst..... Ophelia.....	
Select	$10.00 to $12.00
Medium	6.00 to 8.00
Short	5.00

PREMIER	
Special	$20.00
Select	15.00
Medium	$10.00 to 12.00
Short	6.00 to 8.00
	Per 100
ROSES, OUR SELECTION	$ 5.00
Carnations	$ 3.00 to 6.00
Chrysanthemums, per dozen	3.00 to 5.00
Pompons, per bunch	.35 to .75
Sweet Peas	1.50 to 3.00
Adiantum	1.50 to 2.00
Asparagus, per bunch.....50 to 75c	
Boxwood .....per bunch, 35c	
Ferns .....per 1,000, $3.00	
Galax, bronze and green, per 1.000, $2.00	
Leucothoe Sprays	1.00
Smilax .....per doz. strings, $3.00	

PETER REINBERG

Wholesale Florist

30 East Randolph St., LONG DISTANCE PHONES CENTRAL 601 and 2846 **CHICAGO**

CHICAGO'S FIRST-QUALITY HOUSE

The Chicago Flower Growers Association

WHOLESALE GROWERS of CUT FLOWERS and PLANTS

182 North Wabash Avenue L. D. Phone, Randolph 631 CHICAGO

We Lead--Quantity and Quality

Positively the best buys in Chicago.

	Per 100		Per 100	
Rose Premier	$ 6.00 to $25.00	Killarney Brilliant	$ 4.00 to $12.00	
Russell	6.00 to 25.00	White Killarney	5.00 to 12.00	
Extra special	30.00	Maryland	5.00 to 12.00	
Columbia	6.00 to 20.00	Sunburst	6.00 to 12.00	
Milady	6.00 to 20.00	Ward	4.00 to 8.00	
Ophelia	5.00 to 12.00			
Cattleyas, per dozen	$18.00 to $24.00	Sweet Peas	2.00 to 3.00	
Calendulas, Extra Fancy, per 100	6.00	Paper Whites	6.00 to 8.00	
Cypripedium, per dozen	4.00 to 5.00	Yellow Narcissus	10.00 to 12.00	
Oncidium Sprays	6.00 to 8.00	Valley	20.00	
Single Violets, per 1,000	10.00	Plumosus, per bunch	.35 to .50	
Double Violets, per 1,000	7.50	Sprengeri, per bunch	.25 to .50	
Chrysanthemums, per dozen	2.00 to 4.00	Adiantum, per 100	1.00 to 2.00	
" Fancy, per dozen	5.00	Ferns, per 1,000	3.00	
Pompons, per bunch	.35 to .75	Leucothoe, per 1,000	7.50	
Carnations, per 100	3.00 to 5.00	Smilax, per dozen	3.00	
Pansies, per doz. bunches	$ 1.50 to $ 2.00	Boxwood, per bunch	.35	

EXTRA SPECIAL ROSES BILLED ACCORDINGLY. ALL GREENS AT MARKET PRICES.

Mention the American Florist when writing

BOXWOOD BOXWOOD

Choice Dwarf Baby Boxwood arriving in quantity. Special wholesale prices for immediate and future delivery. Place your orders now. All stock guaranteed clean and green, with no coarse, waste wood.

Per lb., - - -	30c	Per bag, 100 lbs., -	$26.00
Per box, 33 lbs., -	$9.00	500 lb. lots or over, per lb.,	25c

	Per 1000		Per Case
Long Green LEUCOTHOE, -	$7.50	GALAX, Bronze, choice XXX,	$10.00
FERNS, - - - - -	3.00	GALAX, Green, choice XXX,	15.00

A. T. PYFER & CO., Wholesale Florists, 164 N. Wabash Ave., Chicago

Mention the American Florist when writing

Frances Kennedy will be the bright particular star at the Majestic theatre Thanksgiving week in the new song, "Say It With Flowers," and the trade is preparing a big ovation for her Tuesday evening, November 25. Get your tickets early.

Poehlmann Bros. Co. is cutting from a splendid crop of chrysanthemums, which are good property this week. The supply department is busy filling orders and is experiencing a strong demand for baskets.

George Bishop, of Fort Wayne, Ind., is a frequent visitor in this market. He reports business as good with the outlook very encouraging for the holiday period.

J. A. Budlong Co. is doing a good shipping business, which has improved wonderfully the past week. The city demand is also good and Phil Schupp is looking for a stronger market from now on.

Erne & Co. are offering a late supply of indoor asters in addition to a full line of other seasonable stock.

Armistice Anniversary

THANKSGIVING

while perhaps not so publicly demonstrative, will be celebrated more sincerely and widely in the homes than ever before—and what is more expressive of gratitude and happiness than large glorious Chrysanthemums or dainty Pompons tastily arranged.

Golden and White Chadwick Chrysanthemums and Pompons in all colors and leading varieties—"Flowers of Superior Quality," will be available in large quantities from now until Thanksgiving but as we anticipate an extraordinary demand we suggest placing your orders early.

Our home-grown Smilax, fresh, clean, heavy strings, will answer the decorative green question for you.

Per dozen.....$2.50

Weekly Price List of Flowers and Greens of every commercial variety sent on request.

"The Nation's Most Expressive Flowers"

POEHLMANN BROTHERS COMPANY

66-74 East Randolph Street,
Chicago, U. S. A.

The Largest Growers of Flowers in the World.

The very best is what you receive when you place your order for Cut Flowers and Greens with us.

JOSEPH FOERSTER CO.

WHOLESALE FLORISTS

160 N. Wabash Avenue, CHICAGO, ILL.

Mention the American Florist when writing

Wietor Bros. are in heavy crop with chrysanthemums and pompons, which clean up nicely each day. Their Bonnaffon and Roman Gold are particularly fine this year. Their roses are better now than they have been at any other time this season.

At A. L. Vaughan & Co.'s store, the demand has shown a great improvement since the opening of the week, with stock moving more rapidly at advanced prices. Boxwood is having a good call in the green goods department.

Kennicott Bros. Co. reports a great improvement in trade this week with a strong call for stock of all kinds, especially fancy chrysanthemums.

The Joseph Foerster Co. is moving a fine supply of chrysanthemums and pompons, which are attracting the attention of the city buyers.

Percy Jones, Inc., has his usual large supply of chrysanthemums to offer this season and reports a better demand for them this week.

Bassett & Washburn speak very highly of Golden Mensa, and add that it is one of the best selling pompons on their list.

John Kruchten Co. has a fine supply of chrysanthemums, particularly Mrs. Chas Razer.

YOU CAN ALWAYS RELY UPON US FOR YOUR SUPPLY OF

CUT FLOWERS

Remember when ordering that our line is so complete that it includes every item offered in the Great Chicago Market.

ZECH & MANN

30 E. Randolph St.

CHICAGO

Long Distance Phones { Central 3283 Central 3284

Our Offerings Include:

ROSES.

COLUMBIA

RUSSELL

White Killarney

Pink Killarney

Milady Sunburst

Killarney Brilliant

Ward Ophelia

Premier

MINIATURE ROSES

Cecile Brunner

CARNATIONS

MISCELLANEOUS

Valley Cattleyas

CHRYSANTHEMUMS

White—Pink—Yellow

POMPONS

All Colors.

GREENS.

Plumosus Sprengeri

Galax, bronze. Galax, green

Ferns

Adiantum Smilax

Boxwood

The annual chrysanthemum exhibit at the Garfield park conservatory opened November 9 and continue until November 30, the hours being from 8 a. m. to 10 p. m. daily. The collection includes 4,500 plants in 350 varieties.

Visitors: J. A. Karins, representing Henry A. Dreer, Philadelphia, Pa.; Max Scheinuk, New Orleans, La.; Julius Dilloff, representing Wertheimer Bros., New York; Miss Edith V. Walker, Louisville, Ky.; C. F. Gaetzer, Rock Island.

Chicago Florists' Club.

The regular meeting of the Chicago Florists' Club was held at the Hotel Randolph, Thursday evening, November 6. President Zech occupied the chair and there was a good attendance. Four new members were elected, Fred G. Berry, 850 West 79th street; Antonio C. Rocco, 55 East Jackson boulevard; Tony Then, 218 Winnemac avenue, and H. C. Wullbrandt, 5315 West Madison street.

Much interest was shown in the new rose, Cornelia, exhibited by Robt. Scott & Son, Sharon Hill, Pa., a cross of Mrs. Aaron Ward and Ophelia. This rose was fully described and illustrated in our issue of October 11. The flowers were delayed and damaged in transit, however, and the awards committee thought it best to defer judgment. Weiss & Meyer, of Maywood, exhibited a fine vase of Columbia, and similarly excellent vases of Premier and Milady were shown by the Weiss-Spandikau Co. The three latter vases were highly commended, and Poehlmann Bros. Co. was given honorable mention for Christmas novelties, as also was the Little Wonder Irrigator Co., for its Little Wonder irrigator.

Geo. Asmus, of the publicity committee, made a stirring appeal for cooperation in the matter of advertising, stating that the larger part of the expense of such publicity should be borne by the producers of the stock to be sold, claiming they have by far the largest investment in the business.

The nomination of officers for the ensuing year resulted as follows: For president, Paul R. Klingsporn and Otto H. Amling; vice president, T. E. Waters; treasurer, Paul Weiss; secretary, Fred Lautenschlager; director, W. J. Keimel.

Vice-President Walter Amling reported on the success of the bowlers in the Detroit tournament, and he promised to arrange a series of games for the visitors to the carnation meeting and exhibition, January 21-22.

Chairman Waters, of the good-of-the-club committee, for the next meeting, December 4, announced an exhibition of holiday specialties and novelties in plants and supplies.

James Morton's resolutions on the death of Frank McCabe, Arnold Ringier, Andrew McAdams and J. B. Deamud, were presented and adopted.

Seattle, Wash.

GOOD SALES IN ALL LINES.

The rather limited list of offerings furnished the principal cause of complaint among the retailers during the past week, as business has been generally all that could have been asked. Chrysanthemums, roses, violets and carnations, in the order named, have been the best sellers, but the only reason that carnations need be named last in this quartette is the scarcity of stock. It is figured, however, that another fortnight will see a big increase in the receipts, so that shipments from outside points will not be so essential. The chrysanthemum growers are also beginning to send in some stock, and this is used to supplement the heavy arrivals from California. Japanese growers are slow in starting big shipments to market this year. Prices are being maintained well, with hardly any chrysanthemums sold at less than 50 cents each at retail against a wholesale price of 20 or 25 cents. The local cut of orchids is again increasing, but the trade holds up so well that this is little or no assistance to the dealers, and shipping orders are being daily placed outside. There are a few dahlias still offering, but the majority of growers had only outside fields to draw on, and the late frosts put the quietus on this trade. As for roses, there has been the same steady demand that is always to be seen here, with Ophelias and Columbia the leading sellers. Russell, Sunburst, White and Pink Killarney and some American Beauty have also been shown, and Cecile Brunner is moving well, along with orchids. Cattleyas are the main offering at present, with some trianae and Cypripedium insigne showing. Violets are all coming from the south and clean up in good order. Lily of the valley is still hard to get. Pot plants have been scarce, as far as fancy stock goes, and primulas, Martha Washington geraniums, pompons, cyclamens and calendulas are the main varieties to be seen. There is a good sale, and some florists have been featuring glossy leaved, non-flowering plants with good success. There has been a notable increase in the number of social events that require elaborate decorations, and other big orders are also common.

NOTES.

George P. Rosaia, of Rosaia Bros., is the proud possessor of a new seven-passenger Chalmers, and finds many excuses these days to spend time on "outside business." This firm reports a heavy cut of orchids, and splendid sales of chrysanthemums. Suggestive window displays have helped to boost the sales of yellow and golden varieties.

Potted bouvardias and Matchless carnations are reported by the Holly Flower Shop as among their best sellers of late. One attractive feature that has attracted business has been the placing near the door of a gilded stand, having various corsages ready made up on the different shelves.

G. W. Phillips, who was for a number of years connected with Mark Ait-

'MUMS Heavy Supply, White Pink and Yellow. Also POMPONS

HAVE YOUR CUSTOMERS

Say it With Budlong's Flowers

The Kind that are bound to give satisfaction.

We have everything in the way of Cut Flowers, **Roses of all varieties,** including **Double White Killarney,** which is much better than the White Killarney that is commonly grown by other growers. Also a nice lot of **Russells, Columbia** and **Premier,** besides the novelty roses **Nesbit** and **Brunner.**

CARNATIONS - - Red, White, Light Pink and Dark Pink

VALLEY Feverfew, Sweet Peas, Pansies and all other Cut Flowers, including Greens of all kinds. **VIOLETS**

Send us a trial order and get in touch with the quality of our stock and our prices.

If you want good stock and good treatment, buy of Chicago's most up-to-date and best-located Wholesale Cut Flower House.

J. A. Budlong Co.

Quality Speaks Louder Than Prices.

Wholesale Cut Flowers and Greens

184-186 North Wabash Ave., Corner Lake St., CHICAGO

Roses, Valley and Carnations Our Specialty

Prices As Low As Others.

SHIPPING ORDERS GIVEN CAREFUL ATTENTION.

WE ARE CLOSED ALL DAY SUNDAY.

We are in daily touch with market conditions, and when a decline takes place you can rely upon orders sent us receiving such benefits.

ken, of Pittsburgh, Pa., has come to the northwest to make a permanent residence, and is attached to the sales force of the Hollywood Gardens.

Frank Chivenka, of the Butte Floral Company, was a visitor this week. He reports general conditions in the mining territory are uncertain, but says that on the whole, business is holding up well.

Some very fancy Turner chrysanthemums, home grown, were offered last week by the Orpheum Floral Company. The stock is the equal of anything shown this season.

Fred H. Rowe, manager for McCoys, reports that the firm's new home on Second avenue, will be ready for occupancy about March 1. H. M.

Cleveland.

SUPPLY SHORTENS WITH FAIR DEMAND.

Stock has shortened up considerably with the exception of pompons which are now in overabundance. The local rose supply seems rather limited, with the exception of American Beauty. Both single and double violets are now in and have a splendid call. Some very good sweet peas are also offered in white, pink and lavender shades. Outdoor stock is about done for, although there are a few dahlias, which meet with only a fair demand. Chrysanthemums now lead the market and varied stock in all colors is now being received in fair quantities. Carnations are good property and clean up well, bringing fair returns. Boxwood moves nicely. Adiantum and other greens are in good supply. Cypripediums are in but there is a scarcity of lily of the valley.

NOTES.

It is reported that two or three florists in this city who have been in business for many years wish to dispose of their stores and greenhouses.

Police headquarters were decorated one day last week, when Hyman Kline was taken into custody for violation of the sidewalk ordinance.

Asher M. Coe is cutting fine chrysanthemums, pompons and carnations.

C. F. B

The Meyer Green Florist Threads

are for sale by all the leading supply houses. If they do not have them, order them direct from the manufacturer.

JOHN C. MEYER FLORIST THREAD WORKS

LOWELL, MASS. Dept BB.

GOLDFISH 1,500 000 (Fancy and Plain)

Ready for market at rock bottom prices. Ship anywhere in U. S. or Canada. Write for our illustrated catalogue.

ORIENTAL GOLDFISH & SUPPLY CO.

3757 to 3761 Cottage Grove Ave., CHICAGO, ILL.

ERNE & COMPANY
—WHOLESALE FLORISTS—
30 E. Randolph Street, L D. Phone, Randolph 6578. CHICAGO, ILL.
Mention the American Florist when writing

E. F. WINTERSON CO. 166 N. Wabash Ave. Chicago
L. D. Phone, Central 6004
Established 1892
Daily shipments of the finest stock in Roses, Carnations, Violets and Chrysanthemums. Headquarters for Wild Smilax, Fancy Ferns, Adiantum and all Green Goods. Don't forget, our Supply Department is complete—Ribbons, Chiffons, Boxes, Crepe Paper and Wire Designs.
Mention the American Florist when writing

St. Louis.

SOME IMPROVEMENT IN BUSINESS.

Trade in general seems to have improved somewhat the past week. The weather turned somewhat colder, which seemed to instill a little activity into the business. Stock is not quite so plentiful as it was, but the supply of chrysanthemums is still heavy. Some exceptionally good blooms are being sacrificed, and pompons have taken a decided drop in prices. The supply of roses has fallen off considerably and with the cloudy weather we are now having, they will weaken still more. Carnations continue to improve. Violets are in fair supply, and sweet peas are only to be had in limited quantity. Calendulas and snapdragons are not much in demand as yet. Dahlias have disappeared entirely. In greens, the market is well supplied, with the exception of plumosus, which is scarce.

NOTES.

The hunting fever seems to have quite a few florists in its grip. Last week, J. Jules Bourdet was hunting ducks, then W. C. Smith went out. Al Gumz and Frank Windler go out every Sunday, and now W. A. Rowe comes around with a brand new repeating shot gun, which he is going to break in the coming week. Looks as though we ought to be well supplied with game this fall.

The results of the bowling league scores was as follows: Roses took three from the Sweet Peas, and the Carnations took three from the Daisies. The Wednesday before Thanksgiving will be an off night; the florists do not think they will have time on the eve of the holiday for bowling.

Business for All Souls' day was not up to expectations, caused more or less by the unfavorable weather. The cemetery florists did a fair business.

J. J. W.

Nashville, Tenn.

BUSINESS TAKES ON FALL IMPETUS.

Business continues good; in fact, is increasing and improving daily. Funeral work is always in order and the florists are kept constantly busy supplying the call. Both quality and quantity of the stock have improved wonderfully. The fall season has been very good indeed and never were the dahlias and outdoor chrysanthemums so plentiful or of such fine form. Cosmos have also been abundant. Even at this late date there have been but slight frosts and while the trees show a tinge of red and gold they are still full of leaves and the grass is green. The early violets, both from indoors and out, are beginning to arrive. Chrysanthemums, both pot grown and from the greenhouses, are very fine and there are plenty of all varieties, prices ranging from $4 to $6 per dozen. White and yellow are equally popular. There are very few pink varieties as yet. Pot plants are seen in all of the shops and are good sellers. They range in price from $1.50 to $10. As yet, there are few carnations, but these will have their inning when the chrysanthemums are through. Roses are in fine shape and are attaining perfection in size of bloom and length of stem. Columbia seems to be the favorite with the growers and popular with the buyers as well. Russell, Ophelia and Kaiserin are also noticeable for their beauty and perfection.

NOTE.

The leading florists have adopted the early closing movement. The Joy Floral Co., Geny Bros., the McIntyre Floral Co. and L. H. Haury & Son have joined the campaign and have arranged to close their places of business each day at 6 p. m.

M. C. D.

Rochester, N. Y.

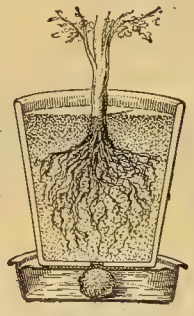
COOLER WEATHER IMPROVES TRADE.

Fall business has begun in earnest, the warm October succeeded by cold, crisp days. Chrysanthemums are very plentiful, with Turner, Marigold, Chrysolora, Chieftain, Old Gold, Touset, Pacific Supreme and others showing good form. Bonnaffons are also beginning to arrive. Pompons are in generous supply and as popular as ever. Violets have also shown much improvement as the result of cooler conditions and sunshine. Carnations are beginning to have a strong call and the supply is limited. Prices are firm. Cattleyas are of excellent quality and bring fancy figures. Cyclemens, primroses, Begonia Vernon, pot pompons and bush chrysanthemums are now among the flowering plant offerings.

NOTES.

George T. Boucher's chrysanthemum show attracted many visitors, November 3-8, the shop being transformed into a Japanese paradise. White lattice work, entwined with oak leaves concealed the ceiling and walls. The display windows were filled with vases of pompons artistically arranged against a background formed by large vases of Appleton, White and Yellow Turner and Marigold chrysanthemums, the effect further heightened by the use of purple, gold and brown plush. In the center of the store, an electric fountain was edged with yellow pompons, ferns and palms, while immense chrysanthemum blooms were grouped to advantage about the shop. The show was a most attractive and interesting one.

Sell More Potted Plants



You can easily double your plant trade by showing your customers how easy it is to grow potted plants with a

Little Wonder Plant Irrigator

They keep your plants watered just right. Wholesale price, $20.00 per 100.

If your supply house does not carry them send us their name with your order.

Sample by mail, 35c.

The Wonder Plant Irrigator Co.
2918 N. Clark St., CHICAGO
Mention the American Florist when writing

The marriage of Miss Elizabeth Wilson, eldest daughter of Hiram Winfield Wilson and wife, to Robert F. Page, of Holley, N. Y., was solemnized, October 28. at the home of the bride's parents. The couple will spend the winter in Florida.

The chrysanthemum display at the Lamberton conservatories in Highland park is now at its best. There are over 2,500 plants on display in more than 100 varieties.

Felix Alberts made an attractive display last week in which he used oak leaves, bronze and yellow pompons and large vases of yellow chrysanthemums.

The sympathy of the trade is extended to Charles Gow, of the Rochester Floral Co., in the death of his mother, who passed away, November 6.

A. N. Pierson, Inc., Cromwell, Conn., are shipping excellent pompons and chrysanthemums to this market.

Horace J. Head left recently for a business trip through Canada, and will be gone until the holidays.

CHESTER.

PITTSTON, PA.—The William Street Florist has a nicely appointed store at No. 8 William street. M. Huntly Houser, proprietor, is a lady well versed in the business as is seen in the stock and arrangement of the store. Business the past year had been very satisfactory.

GREENVILLE, S. C.—An uptown branch of the Mauldin Flower Co. has been opened in the Otteray hotel, under the management of Harold Rogers, formerly of Charleston, S. C.

John Kruchten Co.

30 East Randolph Street, WHOLESALE FLORISTS L. D. Phone Central 8016-8017. CHICAGO, ILL.

Mention the American Florist when writing

E. C. AMLING CO.

The Largest, Best Equipped, Most Centrally Located

WHOLESALE

CUT FLOWER HOUSE

IN CHICAGO

169-75 N. Wabash Ave., CHICAGO

L. D. Phones

CENTRAL 1977 and 1978

Mention the American Florist when writing

MILLER & MUSSER

Wholesale Florists

211 North State Street CHICAGO

Mention the American Florist when writing

A. L. Randall Co.,

Wabash Ave., and Lake St. CHICAGO, ILL.

Wholesale Cut Flowers, Florists' Supplies.

Mention the American Florist when writing

WEILAND-RISCH CO.

FLOWER GROWERS

TELEPHONE CENTRAL 879 154 N. WABASH AVE. CHICAGO ILLINOIS

Mention the American Florist when writing

George Reinberg

WHOLESALE FLORIST

Extra fancy Ophelia, Sunburst, Columbia, Russell, Milady, White Killarney and Killarney Brilliant Roses. All orders given prompt attention. Try us.

162 N. Wabash Av., CHICAGO

Mention the American Florist when writing

Wire Hanging Baskets

Price List, 1919. Plain Wire Hanging Baskets.

10-inch	$1.75	14-inch	$3.00
12-inch	2.25	16-inch	4.50

SHEET MOSS in bags, per bag, $2.00

Our Sheet Moss is the best value for the money in the market.

Michigan Cut Flower Exchange, 264-266 Randolph St., DETROIT, MICH.

Mention the American Florist when writing

Wholesale Flower Markets

Chicago.

CURRENT PRICE LIST.

	Dozen	
Roses, Beauty	$ 1.50@	$ 6.00
" Mrs. Chas. Russell	6.00@	30.00
" Columbia	6.00@	20.00
" Premier	6.00@	25.00
" Hoosier Beauty	4.00@	15.00
" Killarney Brilliant	4.00@	12.00
" Killarney	4.00@	10.00
" White Killarney	4.00@	10.00
" Richmond	4.00@	10.00
" My Maryland	4.00@	12.00
" Mrs. Geo. Shawyer	4.00@	12.00
" Milady	6.00@	20.00
" Sunburst	4.00@	12.00
" Mrs. Aaron Ward	4.00@	12.00
" Hadley	4.00@	15.00
" Ophelia	5.00@	12.00
" Double W. Killarney	4.00@	12.00
" Champ Weiland	4.00@	12.00
" Stanley	4.00@	12.00
" Bayard Thayer	5.00@	20.00
" Cecile Brunner		3.00
" George Elgar		3.00
" Baby Doll		3.00
" Nesbit		3.00
" Our selection		5.00
Carnations	3.00@	5.00
Cattleyas per doz.	18.00@	24.00
Daisies		2.00
Valley		20.00
Calendulas	2.00@	6.00
Chrysanthemums per doz.	2.00@	5.00
Pompons per bunch	.35@	.75
Gardenias per doz.		6.00
Paper Whites per 100		8.00
Callas		15.00
Sweet Peas per 100	2.00@	3.00
Violets		.75
Ferns per 1,000		3.00
Galax per 1,000	1.50@	2.00
Leucothoe	1.00@	1.25
Mexican Ivy per 1,000	5.00@	6.00
Plumosus Strings each	.60@	.75
Smilax per doz.	2.50@	3.00
Sprengeri, Plumosus Sprays		3.00
Boxwood, 35c per lb., per case		9.00

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Philadelphia, Pa.

FUNERAL WORK PRINCIPAL FACTOR.

The business of the past week ran true to form, as with the exception of there happening to be a lot of funeral work, election days are dull business periods, and the first four days were very quiet. Owing to the cool weather, there being a killing frost on Wednesday and Thursday, there was at once, a shortage of stock, and a distinct increase in the demand, the close of the week seeing the market entirely bare, with more orders for good stock than there were flowers to fill them. While prices did not advance materially, everything worth while sold up so close that higher figures are looked for next week. There were still quite a lot of dahlias on the market, November 8, the growers cutting all they could on Wednesday before the frost, of which final shipments came Saturday. The mid-season and late chrysanthemums are seen of very good quality, some Yellow Eatons bringing $5 per dozen, wholesale. There are a lot of good pompons, which, now that the poor outdoor stock is over, should bring good money. The cool weather shortened up the roses, which were in strong demand the last two days. American Beauties are of very good quality, and have gained $10 per hundred. Columbia, specials, have 30-inch stems and Premier, 24-inch. A week or two of cool weather, will improve these wonderfully. Premier and Russell are in daily competition, for better or worse, owing to the quantity of each handled or grown. Ophelia is good, as is Hadley, and, in fact, all the varieties are of seasonable quality. Carnations are improving and will soon be cut with full length stems. Matchless is the white, and Mrs. Ward the best pink. Benora, Enchantress Supreme, Laddie and Belle Washburn will be the quantity varieties the coming season, as shown by the shipments. Sweet peas are even now becoming a factor, and will be seen in larger quantities than ever before. There are already too many Paper White narcissus, which is not encouraging, anent the high price of bulbs. Calla lilies are looming up in 50 and hundred lots, but no giganteums, as yet. Snapdragons are good stock, as are calendulas, both of which will be seen in quantity before long. Violets, of winter standard, are almost here. Cattleyas are more plentiful. Greens of all kinds are about equal to the demand.

QUALITY.

Clarence Watson, with the Leo Niessen Co., declares growers cannot pay too much attention to quality, as poor, or low grade stock, rarely brings enough to pay the expenses of marketing. With the exception of wreaths, design work is fast going out, and flowers must be good enough to be sold loose or made into sprays. Outside pompons have been very hard to move, but the inside stock brings good money. It is no trouble to get $4 and $5 per dozen for high grade chrysanthemums, but poor stock has to be jobbed off. Choice flowers, single stems or bunched, carefully packed, to arrive early on the market ready for immediate sale, nearly always show up big in the returns.

CHRYSANTHEMUMS

In all popular varieties, best quality, direct from grower to you. Roses, Carnations, Violets.

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This is the exclusive shop, only one block from Express Depots.

1619-1621 Ranstead Street, PHILADELPHIA, PA.

Wholesale Flower Markets

BUFFALO, Nov. 12.

	Per 100
Roses, Beauty, Special	40.00@ 50.00
" Fancy	30.00@ 40.00
" Extra	15.00@ 20.00
" 1st	8.00@ 10.00
" Killarney	3.00@ 10.00
" My Maryland	3.00@ 10.00
" Sunburst	3.00@ 12.00
" Ward	3.00@ 4.00
" Columbia	6.00@ 15.00
" Ophelia	3.00@ 15.00
" Russell	6.00@ 10.00
" Shawyer	3.00@ 10.00
" Bon Silene	2.00@ 3.00
Cattleyas	85.00@100.00
Chrysanthemums	8.00@ 40.00
Pompons, per bunch	.50@ 1.00
Violets	.75@ 1.00
Carnations	2.00@ 5.00
Snapdragons	4.00@ 6.00
Sweet Peas	1.00@ 1.50
Asparagus Sprengeri	.35@ .50
Ferns	per 1,000 2.50
Calendulas	2.00@ 3.00
Smilax	25.00
Gladioli	2.00@ 5.00
Asters	1.00@ 3.00
Japan Lilies	8.00@ 10.00
Auratum Lily	15.00

BOSTON, Nov. 12.

	Per 100
Roses, American Beauty	4.00@ 40.00
" Shawyer, Russell	2.00@ 12.00
" Killarney	1.00@ 5.00
" Milady, Miller	1.00@ 8.00
" Francis Scott Key, Radiance	2.00@ 8.00
" White Killarney	1.00@ 6.00
" Killarney Brilliant	1.00@ 6.00
" Mrs. Aaron Ward, Sunburst	2.00@ 8.00
" Hadley	2.00@ 10.00
" Ophelia	2.00@ 10.00
" Premier	3.00@ 12.00
" Columbia	3.00@ 12.00
" Maryland, Hoosier Beauty	2.00@ 8.00
Cattleyas	40.00@ 60.00
Cypripediums	12.00@ 15.00
Sweet Peas	.75@ 1.00
Carnations	2.00@ 3.00
Longiflorum Lilies	20.00@ 25.00
Pohpons, per bu, $0.50@$1.00	
Chrysanthemums	8.00@ 24.00
Violets	.75@ 1.00
Marguerites	.75@ 1.00
Calendulas	2.00@ 3.00
Bouvardia, per doz, $2@$4.00	
Paper White Narcissi	4.00@ 6.00
Callas	16.00@ 20.00

CINCINNATI, Nov. 12.

	Per doz.
Roses, Beauties, 36-inch	4.00@ 6.00
" Beauties, 30-inch	4.00@ 5.00
" Beauties, 24-inch	2.50@ 3.00
" Beauties, 18-inch	1.00@ 2.00
" Beauties, Short	1.00
	Per 100
" Columbia	6.00@ 20.00
" Premier	6.00@ 25.00
" Killarney	3.00@ 15.00
" Ophelia	4.00@ 12.00
" Russell	5.00@ 18.00
Carnations	3.00@ 6.00

Wax Flowers

(In all desirable colors.)	Per 100
Dahlias	$6.00
Chrysanthemums	5.00
Calla Lilies	5.00
Harrisii (or Easter Lilies)	5.00
Roses	3.00
Carnations	3.00
White Lilac (12 sprays to bu.) per dozen bu.	3.00
Lily of the Valley (per gross)	2.00
Forget-me-nots (per gross)	1.85

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NOTES.

That Charles H. Grakelow's business, Broad and Cumberland streets, is growing, is evidenced by the addition the past week of two stylish cars, one a Dodge, in lavender, and the other a Ford, in red. This makes a fleet of four, which can handle a large number of telegraph and local deliveries. It is rumored that Charles has an eye on the downtown trade, and these new cars may soon be seen at a Chestnut street store, not far from 13th street, in the city's busiest shopping district. All four carry the "Say it With Flowers" slogan in conspicuous script.

The Virginia Flower Shop, 224 South 15th street, opened this week. This is conducted by a woman florist, A. B. Robinson, a graduate of Max Schling. The shop is well situated for family trade, not very far from large apartment hotels. It is nicely fitted with silver oak fixtures and has a large show window, which contains nicely arranged baskets. Business the first week has been very encouraging.

All the trade, and particularly the palm growers, were interested in the California grown kentias, exhibited here a week ago by E. B. Washburn. If California can equal Belgium in the growing of kentias, then America can add another feather to her cap.

Berger Bros. closed out their last dahlias, November 8. Excellent chrysanthemums take their place. Paper Whites are seen in quantity, but find little favor from buyers.

The Philadelphia Cut Flower Co. is exhibiting high grade Enguehart and Bonnaffon chrysanthemums that sell on sight at top market prices.

Exceptionally fine Yellow Eatons were features of Edward Reid's stock the past week. He says there are even better coming.

Stephen Mortenson is sending very choice Columbia and Premier to the S. S. Pennock Co.

George Craig has placed a fine 24-horsepower Dodge car on the street. It is a beauty. K.

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444-446 Milwaukee St., **Milwaukee, Wis.**

Wholesale Flower Markets

MILWAUKEE, Nov. 12.

		Per 100	
Rose,	Killarney, W. Killarney	4.00@	8.00
"	Ward	4.00@	8.00
"	Mrs. Chas. Russell	6.00@	20.00
"	Ophelia	4.00@	12.00
"	Columbia	6.00@	20.00
"	Premier	8.00@	25.00
"	Hoosier Beauty	6.00@	12.00
Carnations, assorted		3.00@	5.00
Cattleyas, per doz.			12.00
Chrysanthemums, per doz.		2.00@	6.00
per bunch		.35@	.75
Bouvardia, per bunch		.50@	.75
Cypripedium, per doz.			4.00

PITTSBURGH, Nov. 12.

		Per 100	
Roses,	Beauty, special	35.00@	40.00
"	" fancy	20.00@	25.00
"	" extra	10.00@	20.00
"	" No. 1	3.00@	6.00
"	Hadley	4.00@	15.00
"	Killarney	4.00@	15.00
"	Maryland	4.00@	15.00
"	Scott Key	10.00@	20.00
"	Sunburst	4.00@	15.00
"	Mrs. Aaron Ward	4.00@	10.00
"	Russell	4.00@	20.00
"	Columbia	4.00@	25.00
"	Ophelia	4.00@	15.00
"	Hilda	3.00@	12.00
Carnations		3.00@	4.00
Cattleyas			100.00
Ferns, per 1,000		2.50	
Sweet Peas		1.00@	2.00
Daisies		1.00@	2.00
Chrysanthemums, per doz.		2.50@	4.00
Galax		1.50@	2.00
Plumosus		.35@	.50
Sprengeri		.35@	.50
Smilax, per doz.			3.00
Mexican Ivy, per doz.		1.00@	7.50
Calendulas			2.00
Pompons, per bunch		.50@	.75

PHILADELPHIA, Nov. 12.

		Per 100	
Roses, Beauty, special		40.00@	60.00
" " fancy		20.00@	30.00
" Mrs. Chas. Russell		8.00@	25.00
" Killarney		4.00@	8.00
" Hadley		8.00@	25.00
" Sunburst		6.00@	15.00
" Wards		3.00@	6.00
" Ophelia		6.00@	20.00
" Columbia		6.00@	25.00
Easter Lilies		20.00@	25.00
Snapdragons		6.00@	10.00
Calendulas		3.00@	5.00
Adiantum		1.00@	1.50
Smilax			.35
Asparagus Strings		.50@	.75
Asparagus bunches			.50
Dagger and Fancy Ferns, per 1,000		3.00@	4.00
Chrysanthemums, large, per doz.		1.00@	5.00
" Pompons, bunch		.35@	.50
Violets		.75@	1.00
Cattleyas		75.00@	100.00

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MINNEAPOLIS, MINN.

RICE BROTHERS

Wholesale Florists and Supplies

218 North Fifth St.

Send list in for quotations.

ST. LOUIS, Nov. 12.

		Per 100	
Roses, Hadley		2.00@	8.00
" Killarney		2.00@	5.00
" White Killarney		2.00@	6.00
" Hoosier Beauty		3.00@	12.50
" Russell		3.00@	15.00
" Ward		2.00@	4.00
" Sunburst		2.00@	8.00
Ferns		2.50	
Carnations		3.00@	8.00

ORCHIDS
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New York.

DEMAND OF FAIR VOLUME.

With both the supply of stock, and the demand for it moderate, business is moving along fairly well. Although it does not appear that there has yet been any heavy frosts in this vicinity, cold and high winds prevailed throughout the past week, and to some extent the supply has been cut. That has had a tendency to stiffen prices. The best varieties of chrysanthemums are now arriving, and are held at good figures, though it does seem hard for the wholesalers to clean up on any large quantity of high priced stock. The varieties, Golden Chadwick, White and Yellow Turner, H. Lee, W. H. Waite, Nerissa, Scoville and Pockett's Crimson, with other good ones like Colonel Appleton, Marigold and the Bonnaffons are now features of the market. At this writing, it is nearly three weeks to Thanksgiving, and it is a fairly safe prediction that it will clean up most of the chrysanthemum stock, though scattering lots will continue to arrive. In American Beauty roses, the supply is moderate, with a stiffening of prices, a few of the best specials going at 60 cents, wholesale. Thus far, there is plenty of tea roses, and some of the stock does not clean up, but good Premiers, Columbias and Russells sell well. The orchid market is reasonably firm, the best cattleyas going as high as $1.25 and $1.50, wholesale. Carnations continue slow. Some of the best of Mrs. Ward have brought $4 per 100; Enchantress has sold as low as $1.50. But it is unfair to pass harsh judgment on the carnations at this time. They are always slow while so many chrysanthemums are about, and it is yet early to expect much of them. Violets are improving with cool weather, and there is a better demand. The scarcity of Easter lilies creates a better demand for the callas, which are now arriving in considerable quantity. Lily of the valley is slow. There has been an increase in the supply of Paper White narcissus, and the price is weakening. Pink bouvardia, snapdragons, sweet peas and various other stocks are on the market, but not in sufficient quantities to attract much attention while chrysanthemums are plentiful.

November 10.—Business is fairly active. The colder weather has materially decreased the supply of stock and there has been a sharp advance in such roses as American Beauty, Premier and Columbia. Prices on all good rose stock are holding firm with an upward tendency where changes are noted. "Finis" may be written for the outdoor stock.

"SAY IT WITH FLOWERS" SONG.

We have received a copy of the song, "Say It With Flowers," composed by Mrs. Frank H. Traendly and Mrs. Charles Schenck, and set to music by Harry Pease and Ed G. Nelson. We have previously taken occasion to favorably mention the poem. The writer of these notes has been so busy with horticulture, history, philosophy and poetry that he has neglected to properly cultivate his voice and does not feel competent to pass an opinion on the music, but taken as a whole, the song means something, which is more than can be said of many songs that are published. The cover is handsomely embellished with the picture of a pretty lady in a wreath of roses and other floral features. We have always known that Mrs. Traendly and Mrs. Schenck were clever women; we will now concede that they are very clever.

NOTES.

There is a good florist, Rudolph Schoenberger, in Jefferson Market, but he seldom has an order for Jefferson Market police court. There is always grief and tears in that court, but it is of a nature that does not call for floral tributes. But November 3, the women's division was gay with flowers in honor of Mrs. Jean Norris—the Mrs. is now submerged by the judge—who for the first time occupied the bench to dispense justice—the first woman that ever filled that position in New York. It is generally conceded that Mayor Hylan did a graceful act in appointing a woman as judge.

William Sullivan has taken part of the store at 131 West 28th street and entered the wholesale business for himself. He will handle orchids from the range of Frank J. Dolansky, Lynn, Mass. He is a veteran of the great war, having enlisted when the United States entered it.

The twenty-first annual show of the Tarrytown Horticultural Society was held November 5-7. We learn that there was keen competition for the prizes. Tarrytown can always be depended upon to stage a good show.

It is just one thing after another down at the docks. On November 7-8, extremely high tides flooded some of the ferry houses, and for a time, the boats for the Jersey shore had to stop running.

Peter F. McKenney, the well known retailer of Fifth avenue and 42nd street, has been seriously ill with bronchitis, but is now believed to be improving.

Exceptionally fine chrysanthemum stock is being received by J. J. Coan, 115 West 28th street. A. F. F.

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Wholesale Flower Markets

NEW YORK, Nov. 12. Per 100

Roses, Beauty, special	40.00@	60.00
" " extra and fancy	30.00@	35.00
" Hadley	4.00@	20.00
" Francis Scott Key	6.00@	35.00
" Columbia	4.00@	20.00
" Prima Donna	4.00@	15.00
" Alice Stanley	2.50@	10.00
" Double White Killarney	4.00@	12.00
" White Killarney	2.00@	8.00
" Aaron Ward	3.00@	8.00
" Ophelia	3.00@	12.00
" Sunburst	2.00@	8.00
" J. L. Mock	3.00@	12.00
" Mrs. Chas. Russell	4.00@	15.00
" Premier	6.00@	35.00
Cattleya orchids, special	100.00@	150.00
Carnations	2.00@	3.00
Carnations, Mrs. Ward	2.50@	4.00
Adiantum Croweanum and Hybridum	.50@	.75
Asparagus Plumosus, doz. bchs.		2.00
Smilax, doz. strings	1.50@	2.00
Bouvardia, white, per doz.	.50@	.75
Chrysanthemums, per doz.	1.00@	5.00
Chrysanthemums, ex. var., doz.	6.00@	12.00
Lilies, white	20.00@	30.00
Gardenias, per doz.	3.00@	6.00
Callas, per doz.	2.00@	2.50
Paper White Narcissus, doz.	.50@	.60
Lilies, Rubrums	3.00@	5.00
Sweet Peas	2.00@	2.50
Lily of the Valley	8.00@	15.00
Violets	.50@	1.00
Snapdragons, per doz.	.25@	.50

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West of 6th Ave. Open 6 a. m. every morning.

N. Y. Cut Flower Exchange
Coogan Bldg., 6th Av. and W. 26th, New York.
Desirable wall space to rent for advertising.
Open for Cut Flower Sales at 6 o'clock every morning.
V. S. DORVAL, Secretary
Mention the American Florist when writing

The Kervan Co.
Fresh Cut Decorative Evergreens
Highest Standard of Quality.
Largest stock in America. Send for illustrated catalog of Greens and Florists' Supplies.
119 West 28th St., NEW YORK

GEO. B. HART
WHOLESALE FLORIST
24-30 STONE STREET
ROCHESTER, NEW YORK.
Mention the American Florist when writing

M. C. FORD
121 WEST 28TH STREET
NEW YORK
Tel. 3870-3871 Farragut
THE LARGEST RECEIVER OF CUT FLOWERS IN THE CITY.
A complete assortment of the best in the market can always be relied upon.
Mention the American Florist when writing

DESIGNS OR CUT FLOWERS Will be delivered for the trade in other cities by the firms below, the Leading Retailers in the cities indicated, on Wire, Phone or Mail Orders.

BUNYARD, NEW YORK, 413 Madison Ave. Bellevue Avenue, NEWPORT, R. I. Summer Season.

NEW YORK Orders Sent to **H. H. BURNS,** 509 Madison Ave.
Will be filled with the choicest flowers. Send us your Long Island, Tuxedo and Westchester, N. Y., orders.

DAYTON, OHIO
16 and 18 W. 3rd St.
Matthews the Florist
Established in 1883.
Greenhouses and Nurseries in Riverdale.
Member of Florists' Telegraph Delivery.

LITTLEFIELD, Florist
WORCESTER, MASS.

Boston.

BAD WEATHER HURTS CUT FLOWER SALES.

With stormy weather during the past week, business has been rather dull, especially in cut flower sales, with a drop in prices. Pompons are a drug on the market, while Bonnaffon, Chieftain and others in the large varieties move slowly. Carnations are offered at $2 and $3 per 100 and $2 is the price for sweet peas.

NOTES.

The florists' association held its monthly meeting at the Parker House, November 4, the speaker of the evening being Major P. F. O'Keefe, who dwelt for some length on "Advertising and Its Results." This was thoroughly enjoyed by 53 members present. An excellent dinner was served and there was a lively discussion of plans for the "armistice week" celebration.

Philip Carbone's business is far ahead of last year. In the plant section French hydrangeas and Mme. Poulson rose bushes are the leaders. There are also numerous buyers for fig trees, cyclamens, chrysanthemum plants and begonias.

At the store of Penn, The Florist, business has been very good. The windows are artistically arranged as usual, the feature at present being a Florists' Telegraph Delivery suggestion.

Thos. F. Galvin, Jr., has gone into business on Devonshire street. His establishment is not large, as he believes in the old adage "start at the bottom and work up."

The Beacon Florists are making a good impression in their new location, and with the new manager, John Eiseman, things are bound to move along at a lively rate.

Wm. R. Nicholson is cutting a fine strain of Winsor chrysanthemums, both yellow and white; also, Bonnaffon, Chieftain and a large variety of pompons.

John J. Cassidy has plenty of funeral work to keep his force busy. At present he finds time to push his campaign as candidate for the city council.

Frank Reynolds, formerly with Welch Bros. Co., is now in business for himself at 260 Devonshire street.

The Boston Rose Co. is cutting good stock of Pilgrim, Crusader, Premier, Russell, Hadley and Ophelia.

Henry R. Comley is enjoying a good business with outdoor work far ahead of last year.

S. K. G.

ESTABLISHED 1847 F. T. D. **Thos. F. Galvin INC.** THE NAME PROTECTS YOU
BOSTON 1 PARK STREET 799 BOYLSTON STREET
NEW YORK 561 FIFTH AVENUE
Steamers are Again Sailing on Schedule Deliveries made on board

National Florist
CHICAGO
THE NORTH SHORE FLORAL CO. (Not Inc.)
BERNARD J. SHERMAN, Prop.
849-851 Irving Park Blvd. Deliveries in Chicago and Suburbs

BRANCHES: RITZ-CARLTON and VANDERBILT HOTELS **KOTTMILLER** 426 Madison Ave., NEW YORK

ROANOKE, VA.
FALLON, Florist.

Seattle-Rosaia Bros. Finest floral studio in Northwest. Member F.T.D.

WIRE YOUR ORDERS TO HARRY PAPWORTH The Metairie Ridge Nursery Co. FLORISTS 135 Carondelet St. NEW ORLEANS ROSES ORCHIDS VIOLETS F.T.D.
Mention the American Florist when writing

New York.
J. G. Papadem Co.
(FORMERLY DRAKOS CO.)
2953 Broadway.
OUR MOTTO: Cream of the Best Only.
Members of Florists' Telegraph Delivery.

C. Frauenfelder FLORIST
3343 W. MADISON ST.
NEAR GARFIELD PARK
CHICAGO

El Paso, Texas
Potter Floral Co.
Members of Florists' Telegraph Delivery.

KANSAS CITY, MISSOURI.
Rock's Flowers
Members Florists' Telegraph Delivery Ass'n.
Mention the American Florist when writing

New York.
A. B. CAZAN
FLOWERS OF QUALITY
2751 Broadway
Member of Florists' Telegraph Delivery.
Mention the American Florist when writing

C. H. FREY Wholesale and Retail Florist
1133 O St., LINCOLN, NEB.
Will fill orders for the West on short notice.
Trade discounts. First-class stock
Mention the American Florist when writing

DESIGNS OR CUT FLOWERS

Will be delivered for the trade in other cities by the firms below, the Leading Retailers in the cities indicated, on Wire, Phone or Mail Orders.

A. LANGE

77-79 E. Madison St., **CHICAGO**

Member of F. T. D.

New York

Member of Florists' Telegraph Delivery.

DARDS

Leading Florist
341 Madison Ave.
Guaranteed Satisfaction Nearly 50 Years.

Let Us Fill Your Steamer Orders. **Regular European Sailings Now Established.**

Chicago.

Established 1857

Wittbold FLORIST

745 Buckingham Place
L. D. Phone, Graceland 1112
Send us your retail orders
We have the Best Facilities in the City
Members of Florists' Telegraph Delivery.

LOUISVILLE, KY.

THE F. WALKER CO.
310-312 West Chestnut Street
CITY'S LARGEST FLOWER STORE.

GUDE BROS. CO FLORISTS 1214 F ST. N.W. WASHINGTON, D.C.

WASHINGTON D. C.

Gudes'

Members of Florists' Telegraph Delivery.

New York.

GUIDO, Inc.

FLORIST
595 Lexington Av., cor. 52nd St.
Do You Want Flowers in New York?
We furnish the best artistically arranged

TERRE HAUTE, IND.
THINK OF **HEINL'S**

FROM NEW YORK EXCEPT AS NOTED.

November 16.
FROM MONTREAL, Copenhagen, Cunard-Anchor, (Bristol).

November 17.
FROM BALTIMORE, Holland-America, (Rotterdam).
FROM PHILADELPHIA, American Line, (Liverpool).
East Indian, Atlantic Transport, (London).

November 18.
Arduna, Cunard-Anchor, (Liverpool).
Vasconia, Cunard-Anchor, (Antwerp).
Wampum, American Line (Glasgow).
Monasses, American, (Rotterdam),
FROM NORFOLK, West, Nohno, American, (Liverpool).
FROM BALTIMORE, Western Plains, Atlantic Transport, (London).
FROM BOSTON, Winnefredian, Leyland, (Liverpool).
Auburn, Red Star, (Antwerp).
FROM PHILADELPHIA, West Gambo, Red Star, (Antwerp).

November 20.
Valacia, Cunard-Anchor, (Rotterdam).
FROM BOSTON, River Araxis, Cunard-Anchor, (Symrna).
FROM PHILADELPHIA, Vestalia, Cunard-Anchor, (London).
New Amsterdam, Holland-America, (Rotterdam).
FROM NEWPORT NEWS, Maartendyk, Holland-America, (Rotterdam).
Saluda, American Line, (Avonmouth).
FROM PHILADELPHIA, American, (Liverpool).
FROM BOSTON, Wauconda, American, (Liverpool).
Manhattan, Atlantic Transport, (London).
West Wauneke, Red Star, (Antwerp).
FROM PHILADELPHIA, Independence, Red Star, (Antwerp).
Phidas, White Star, (Manchester).
FROM MONTREAL, Cornishman, White Star, (Avonmouth).

NASHVILLE and CHATTANOOGA

MEMBER Florists' Telegraph Delivery

Joy's

New Orleans, La.

CHAS. EBLE

Oldest Florist South
121 BARONNE STREET
Member of Florists' Telegraph Delivery.

Cleveland, O.

The Smith & Fetters Co.,

LEADING FLORISTS
930 PROSPECT AVE., Erie Building. **CLEVELAND**

FOR WISCONSIN DELIVERY
— OF —
"Home Grown Flowers"
Get in touch with
J. E. MATTHEWSON, Sheboygan, Wisconsin.
Member of Florists' Telegraph Delivery.

New York. **Established 1887**

David Clarke's Sons

2139-2141 Broadway, Cor. 75th St.
Orders By Telegraph Promptly Filled
Phones 1552-1553 Columbus,

St. Paul, Minn.

Holm & Olson

20-22-24 W. Fifth St.

We fill orders for any place in the Twin Cities and for all points in the Northwest. The Largest Store in America; the largest stock; the greatest variety. Write, wire or phone. We are alive night and day.

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HOLLYWOOD GARDENS

Seattle's Leading Flower Shop

1536 SECOND AVE.

Members of Florists' Telegraph Delivery.

Newark, N. J.

Begerow's

946 BROAD STREET

Fresh Flowers and Best Service. Deliveries throughout the state and to all steamship docks in Hoboken, N. J., and New York.

Pittsburgh, Pa.

A. W. Smith Co.

KEENAN BLDG.

Largest Floral Establishment in America. Established 1874. Incorporated 1909.

THE J. M. GASSER COMPANY

CLEVELAND

EUCLID AVENUE

Members of Florists' Telegraph Delivery.

Send Telegraph, Telephone or Mail Orders for florist service in this vicinity to

The Dominion Floral Co.

484 St. Catherines St., West

Montreal, Que., Canada

Every order receives prompt and careful attention.

New York. Telephone Lenox 3822

HENRY HART, Inc.

FLORIST

1000 Madison Avenue

In the Heart of most exclusive residential section.

Telephones, 6582-6583 Main LOUIS MICHEL

The Long Island Floral Co.

Wholesale Commission Florists

Correspondence Solicited.

48 Willoughby St., Brooklyn, N. Y.

Astoria Florist

2188 Broadway, Tel. 9414 Schuyler.

We are in center of residential section, between 77th and 78th streets.

Members of Florists' Telegraph Delivery.

NEW YORK CITY

City Index to Retail Florists Filling Telegraph Orders.

Albany, N. Y.—Eyres, 106 State St.
Albany, N. Y.—Danker's.
Boston, Mass.—Thos. F. Galvin, Inc.
Boston, Mass.—Penn, The Florist.
Brooklyn, N. Y.—Hugo H. Jahn.
Brooklyn, N. Y.—Joseph Trepel.
Brooklyn, N. Y.—James Weir, Inc.
Brooklyn, N. Y.—The Long Island Floral Co.
Buffalo, N. Y.—S. A. Anderson, 440 Main St.
Chicago—Alpha Floral Co., 146 S. Wabash.
Chicago—Central Floral Co., 132 N. State St.
Chicago—Friedman, 522 S. Michigan Blvd.
Chicago—C. Frauenfelder, 3343 W. Madison St.
Chicago—Fleischman, Railway Exchange Bld.
Chicago—A. Lange, 77-79 E. Madison St.
Chicago—Mangel, 17 E. Monroe St.
Chicago—North Shore Floral Co.
Chicago—Schiller, The Florist, 2221 W. Madison.
Chicago—G. Wittbold Co., 745 Buckingham Pl.
Cincinnati, O.—Julius Baer.
Cincinnati, O.—Hardesty & Co.
Cincinnati, O.—H. W. Sheppard.
Cleveland, O.—Bramley & Son.
Cleveland, O.—Smith & Fetters Co.
Cleveland, O.—The J. M. Gasser Co.
Colorado Springs, Colo.—Pikes Peak Floral Co.
Dallas, Tex.—Lang Floral & Nursery Co.
Dayton, O.—Matthews, The Florist.
Dayton, O.—J. W. Rodgers.
Denver, Colo.—The Park Floral Co.
Detroit, Mich.—Central Floral Co., 35 Broadway
Detroit, Mich.—John Breitmeyer's Sons.
Duluth, Minn.—Duluth Floral Co.
El Paso, Tex.—Potter Floral Co.
Galesburg, Ill.—I. L. Pillsbury.
Grand Rapids, Mich.—Grand Rapids Floral Co.
Grand Rapids, Mich.—Henry Smith.
Harrisburg, Pa.—Charles L. Schmidt.
Kansas City, Mo.—W. J. Barnes.
Kansas City, Mo.—Samuel Murray.
Kansas City, Mo.—A. Newell.
Kansas City, Mo.—Wm. L. Rock Flower Co.
Lincoln, Neb.—C. H. Frey.
Lincoln, Neb.—Frey & Frey.
Los Angeles, Calif.—O. C. Saake.
Los Angeles—Wolfskill Bros. & M. Goldenson.
Louisville, Ky.—August R. Baumer.
Louisville, Ky.—The F. Walker Co.
Memphis, Tenn.—Idlewild Greenhouses.
Milwaukee, Wis.—J. M. Fox & Son, Inc.
Montreal, Que., Can.—The Dominion Floral Co.
Nashville, Tenn.—Joy Floral Co.
Newark, N. J.—Begerow's.
Newark, N. J.—The Rosery Floral Co.
Newark, N. J.—Philips Bros.
Newburyport, Mass.—E. W. Pearson.
New Orleans, La.—Metairie Ridge Nursery Co.
New Orleans, La.—Chas. Eble.
New Orleans, La.—The Avenue Floral Co.
New York—Astoria Florist, 2188 Broadway.
New York—Broadway Florist, 2094 Broadway.
New York—A. T. Bunyard, 413 Madison Ave.
New York—H. H. Burns, 509 Madison Ave.
New York—Dard's, 44th and Madison Ave.
New York—David Clarke's Sons.
New York—Henry Hart, Inc.
New York—Guido, Inc., 595 Lexington Ave.
New York—Hession.
New York—Kottmiller.
New York—Leikens, Madison Av. and 55th St.
New York—Malandre Bros.
New York—J. G. Papadem Co.
New York—A. B. Cazan.
New York—Max Schling.
New York—Thos. F. Galvin, Inc.
New York—G. E. M. Stumpp.
Omaha, Neb.—Hess & Swoboda, Farnum St.
Omaha, Neb.—Lewis Henderson.
Passaic, N. J.—Edward Sceery.
Paterson, N. J.—Edward Sceery.
Philadelphia, Pa.—Charles H. Grakelow.
Philadelphia, Pa.—J. J. Harbermehl's Sons.
Pittsburgh, Pa.—Randolph & McClements.
Pittsburgh, Pa.—A. W. Smith Co.
Pittsburgh, Pa.—Mrs. E. A. Williams.
Rockford, Ill.—H. W. Buckbee.
Roanoke, Va.—Fallon, Florist.
Rochester, N. Y.—J. B. Keller Sons.
Salt Lake City, Utah—Miller Floral Co.
San Francisco—Podesta & Baldocchi.
Seattle, Wash.—Hollywood Gardens.
Seattle, Wash.—Rosia Bros.
Sheboygan, Wis.—J. E. Matthewson.
Stamford, Conn.—Quality Flower Shop.
St. Louis, Mo.—F. H. Weber.
St. Louis, Mo.—Grimm & Gorley.
St. Paul, Minn.—Holm & Olson.
St. Paul, Minn.—L. L. May & Co.
Tacoma, Wash.—California Florists.
Terre Haute, Ind.—J. G. Heinl & Sons.
Toledo, O.—Mrs. J. B. Freeman.
Toronto—Dunlop's, 8 and 10 W. Adelaide St.
Washington, D. C.—Blackistone, Inc.
Washington, D. C.—Geo. H. Cooke.
Washington, D. C.—Louise Flower Shop.
Washington, D. C.—Gude Bros.
Washington, D. C.—Geo. C. Shaffer.
Wilkes-Barre, Pa.—A. W. B. Evans.
Worcester, Mass.—Littlefield, Florist.
Worcester, Mass.—Randall's Flower Show.
Yonkers, N. Y.—New York Floral Co.

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John Breitmeyer's Sons

Corner Broadway and Gratiot Avenues.

Artistic Designs.
High Grade Cut Blooms

We cover all Michigan points and good sections of Ohio, Indiana and Canada.

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Canada's best known and most reliable florist.

Only the Best **Dunlop's**

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We deliver anywhere in Canada and guarantee safe arrival.

Flowers Delivered Anywhere. Phone, 1952 Bedford

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Best Flowers
Best Service

ROSES Fleischman

Chicago's Leading Florist
Railway Exchange Bldg.

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JOSEPH TREPEL
BROOKLYN'S LARGEST FLORIST
SEVEN STORES
Main Store, 334 Lewis Ave., Telephone No. 1150 Bedford
Telegraph orders delivered to all parts of New York City, Brooklyn and Long Island.
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HARDESTY & CO.
150 East Fourth Street
THE BEST THAT GROWS.
EXPERTS TO ARRANGE THEM.

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FLORISTS
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Rochester Phone 506. Long Dist. Bell ph. 2189
Members of Florists' Telegraph Delivery.

Toledo, O.
Mrs. J. B. Freeman
(Successor to Geo. A. Heinl.)
336 Superior St., Toledo, O.
Both Phones, 587.
Special attention to mail and telegraph orders.
Member of Florists' Telegraph Delivery.

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Wolfskill Bros. and Morris Goldenson
Cut Flower Merchants
We solicit telegraph orders. Regular trade disct.
229 WEST THIRD STREET.

Buffalo, N. Y.
S. A. ANDERSON
440 Main Street
Anderson service means fresh, sturdy stock and prompt deliveries in Buffalo, Lockport Niagara Falls and Western New York
Members of Florists' Telegraph Delivery.

Kansas City, Mo.
W. J. Barnes FLORIST KCMO
Kansas and Western Missouri.
Up-to-date Service.
F. T. D. Est. 1890.

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No order for less than $3.00 accepted for delivery. All orders for less than this amount will be absolutely refused.
Send your telegraph orders to us for delivery in Chicago and vicinity.
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Phone: Intervale 4990.

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Connecticut Ave at N. St., N. W.
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FLOWERS OR DESIGN WORK
Delivered in Albany and vicinity on telegraphic order.
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Covers All New England Points

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Quality Flowers
TWO GREENHOUSES
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Plant Specialists Phones 107 420 775 Lenox
Member of Florists' Telegraph Delivery.

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Orders Carefully Executed
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Wholesale and Retail
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Cincinnati.
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E. P. NEIMAN, Secretary.
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National Florist
J. M. Fox & Son, Inc.
437-39-41 Milwaukee St.
Members Florists' Telegraph Delivery Association.

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Quality Flower Shop
43 Atlantic Street
MEMBER
Prompt Delivery
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Bridgeport, Greenwich.

Mention the American Florist when writing

QUALITY and PROMPTNESS
New Orleans, La.
Members F.T.D.
— The —
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250,000 Square Feet of Modern Glass.
First-Class Stock and Service. Usual Discount.
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Floral Experts
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N. E. Cor. Taylor and Olive Sts.
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Wholesale and Retail Florists of Grand Rapids.
Member of Florists' Telegraph Delivery.

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200 miles in any direction, we are the center of the great Northwest. Daily deliveries
DULUTH, MINN.
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J. J. HABERMEHL'S SONS
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BROAD AT WALNUT STS.
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Mention the American Florist when writing

Name Index to Retail Florists Filling Telegraph Orders.

Alpha Floral Co., 146 S. Wabash Ave., Chicago.
Anderson, S. A., 440 Main, Buffalo, N. Y.
Astoria Florist, 2188 Broadway, Tew York.
Avenue Floral Co., The, New Orleans, La.
Baer, Julius, Cincinnati, O.
Barnes, W. J., Kansas City, Mo.
Baumer, August R., Louisville, Ky.
Bergerow's, 946 Broad St., Newark, N. J.
Bramley & Sons, Cleveland, O.
Breitmeyer's Sons, John, Detroit, Mich.
Broadway Florist, 2094 Broadway, New York.
Buckbee, H. W., Rockford, Ill.
Bunyard, A. T., 413 Madison Ave., New York.
Burns, H. H., 509 Madison Ave., New York.
California Florist, Tacoma, Wash.
Central Floral Co., 132 N. State St., Chicago.
Central Floral Co., 35 Broadway, Detroit, Mich.
Clarke's Sons, David, New York.
Cooke, Geo. H., Conn. Ave. and L, Washington.
Danker's, Albany, N. Y.
Dominion Floral Co., The, Montreal, Que., Can.
Dard's, 44th and Madison Ave., New York.
Duluth Floral Co., Duluth, Minn.
Dunlop's, 8 and 10 W. Adelaide St., Toronto.
Eble, Chas., New Orleans, La.
Evans, A. W. B., Wilkes-Barre, Pa.
Eyres, 106 State St., Albany, N. Y.
Fallon, Florist, Roanoke, Va.
Fleischman, Chicago.
Fox, J. M. & Son, Inc., Milwaukee, Wis.
Frauenfelder, C., Chicago.
Freeman, Mrs. J. B., Toledo, O.
Frey, C. H., 1133 O St., Lincoln, Neb.
Frey & Frey, 1338 O St., Lincoln, Neb.
Friedman, 522 S. Michigan Blvd., Chicago.
Galvin, Thos. F., Inc., New York and Boston.
Gasser Co., J. M., Cleveland, O.
Grakelow, Charles H., Philadelphia, Pa.
Grand Rapids Floral Co., Grand Rapids, Mich.
Grimm & Gorly, St. Louis, Mo.
Gude Bros., Washington, D. C.
Guido, Inc., 595 Lexington Ave., New York.
Habermehl's Sons, J. J., Philadelphia, Pa.
Hardesty & Co., Cincinnati, O.
Hart, Henry Inc., 1000 Madison Av., New York.
Heini & Sons, J. G., Terre Haute, Ind.
Henderson, Lewis, Omaha, Neb.
Hess & Swoboda, Omaha, Neb.
Hessian, Madison Ave. and 76th St., New York.
Hollywood Gardens, Seattle, Wash.
Holm & Olson, St. Paul, Minn.
Idlewild Greenhouses, Memphis, Tenn.
Jahn, Hugo H., Brooklyn, N. Y.
Joy Floral Co., Nashville, Tenn.
Keller Son's, J. B., Rochester, N. Y.
Kottmiller, 426 Madison Ave., New York.
Lang Floral & Nursery Co., Dallas, Tex.
Lange, A., 77-79 E. Madison St., Chicago.
Leikens, Madison Ave. and 55th St., New York.
Littlefield Florist, Worcester, Mass.
Long Island Floral Co., Brooklyn, N. Y.
Louise Flower Shop, Washington, D. C.
Malandre Bros., New York.
Mangel, 17 E. Monroe St., Chicago.
Matthews, The Florist, Dayton, O.
Matthewson, J. E., Sheboygan, Wis.
May & Co., L. L., St. Paul, Minn.
Metairie Ridge Nursery Co., New Orleans, La.
Miller Floral Co., Salt Lake City, Utah.
Murray, Samuel, Kansas City, Mo.
Newell, A., Kansas City, Mo.
New York Floral Co., Yonkers, N. Y.
North Shore Floral Co., Chicago.
Papadem, J. G. Co., 2953 Broadway, New York.
Park Floral Co., The, Denver, Colo.
Pearson, E. W., Newburyport, Mass.
Penn, The Florist, Boston, Mass.
Philips Bros., 938 Broad St., Newark, N. J.
Pikes Peak Flo. Co., Colorado Springs, Colo.
Podesta & Baldocchi, San Francisco.
Potter Floral Co., El Paso, Tex.
Quality Flower Shop, Stamford, Conn.
Randall's Flower Shop, Worcester, Mass.
Randolph & McClements, Pittsburgh, Pa.
Rock, Wm. L., Flower Co., Kansas City.
Rodgers, J. W., Dayton, O.
Rosery Floral Co., The, Newark, N. J.
Rosia Bros., Seattle, Wash.
Saake, O. C., Los Angeles, Cal.
Schiller the Florist, 2221 W. Madison, Chicago.
Schling, Max, 785 Fifth Ave., New York.
Sceery, Edward, Passaic, N. Y.
Sceery, Edward, Paterson, N. J.
Schlatter, Wm. & Son, Springfield, Mass.
Schmidt, Chas. L., Harrisburg, Pa.
Shaffer, Geo. C., Washington, D. C.
Smith & Fetters Co., Cleveland, O.
Smith Co., A. W., Pittsburgh, Pa.
Smith, Henry, Grand Rapids, Mich.
Stumpp, G. E. M., New York.
Trepel, Joseph, Brooklyn, N. Y.
Walker Co., The, F., Louisville, Ky.
Weber, F. H., St. Louis, Mo.
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The Seed Trade

American Seed Trade Association.

E. C. Dungan, Philadelphia, Pa., President; Wm. G. Scarlett, Baltimore, Md., First Vice-President; David Burpee, Philadelphia, Pa., Second Vice-President; C. E. Kendel, 216 Prospect Avenue, S. E., Cleveland, O., Secretary-Treasurer.

The thirty-eighth annual meeting will be held June, 1920.

THE price of bags at Chicago, November 12, was $60.

ALOIS FREY, San Fernando, Calif., reports freesias doing well.

BOUQUET GREEN is not coming along freely, too much cold weather with rain and snow.

CINCINNATI, O.—J. Chas. McCullough is on a two weeks' fishing cruise near Ft. Myers, Fla.

VISITED CHICAGO: E. I. Renstrom, representing the William A. Davis Co., Bozeman, Mont.

THE first German seed list to reach us is that of Ernst Benary's novelties for the season of 1919-20.

THE first catalogue for the season of 1920, received at this office, was that of Robt. Nicholson, Dallas, Tex.

THE annual meeting of the Wholesale Seedsmen's League will be held at the Detroit Athletic Club, Detroit, Mich., November 19.

ADVANCE orders placed by florists last winter and spring for Lilium giganteum bulbs are being reduced approximately an average of 25 per cent.

HOWARD M. EARL, of the Jerome B. Rice Seed Co., Cambridge, N. Y., has received word that his son, Kenneth, passed the examinations and will enter the naval academy at Annapolis next spring.

THE death is announced of Eugene Worrall Outerbridge, October 11, president of the E. Worrall Outerbridge Co. of Shelly Bay, Bermuda. The business will be continued under the same firm name by his sons.

TOLEDO, O.—Cash clover opened steady and December and January unchanged, December 10, with cash offered at $30.50. Timothy was steady, cash being offered at $5.40, December, $5.70, March, $5.75, and April, $5.75.

THE executive committee of the American Seed Trade Association will meet at the Statler hotel, Detroit, Mich., November 20, for the purpose of selecting date and place of meeting for the next annual convention, and arranging programme for the same.

ONION SETS in the Chicago district remain about the same as last week, $2.75 for reds and yellows, and $3.25 for whites, for spot shipment. The weather has continued too mild and damp for ideal storing, and the unusually small size of the sets adds to their sprouting capacity.

WOLDEMAR NEUBERT, owner of the establishment of E. Neubert, Wandsbek, Germany, died December 31, 1918, 59 years of age. He was one of the largest growers of lily of the valley pips in the world. The attention of oversea firms was attracted to his lily of the valley in 1888, when Miss Florence Vaughan, sister of J. C. Vaughan, Chicago, traveling in Europe, gave him his first export order.

Lily of the Valley Pips.

German lily of the valley pips for export are required to be washed in running water and packed in fumigated moss, according to one importer. Another importer says, he has had to pay $30.00 per thousand, in Germany, for his supply of pips.

It is reported that Dutch official inspectors are now passing valley shipments, since insects found on the roots were feeding on organic matter and not on the roots themselves.

Cooper, Taber & Co's Dutch Branch.

Cooper, Taber & Co., London, Eng., write as follows, October 21: "As the paragraph respecting our Dutch establishment, which appears on page 586 in THE AMERICAN FLORIST of October 4, is likely to be misunderstood, we shall be obliged if you will kindly allow us to state that this is not a new movement on our part, as we have had an establishment there, to attend to our interests in Holland, for many years, and that it has not been established in any hostile spirit to our Dutch friends."

New York Seed Trade.

The S. S. Roma, from Marseilles, France, arrived November 5. The manifest showed but one case of bulbs. There were 54 cases of immortelles for Vaughan's Seed Store. Speelman & Son received 50 cases of immortelles. The Roma was stil in quarantine, November 10.

Two longshoremen stole 15 cases off the docks last week, supposing them to contain whiskey, and were nearly drowned in doing so. The men were arrested, but the cases containing Dutch bulbs for a Missouri firm, went adrift.

The S. S. New Amsterdam, from Rotterdam, arrived, November 5, bringing 1,600 bags of sugar beet seed, 29 cases of bulbs and 22 cases of trees and shrubs.

Tulip bulbs affected by bilge water on the steamer Glensanda resemble roasted chestnuts.

Visitor: N. B. Keeney, Leroy, N. Y.

Pea Pack of 1919.

Wisconsin supplies 49.7 per cent of the commercial pea pack of the United States. Of the 8,658,000 cases of peas canned in the United States this year, 4,375,000 cases were packed in this state, according to the figures of the national pea packers' association. This state is easily first in the industry, with New York as the nearest competitor. This year the New York pack was 1,040,000 cases, or about 10 per cent of the total pack. Last year was the greatest year in the industry. Wisconsin canners packed 4,520,000 cases of a total of 11,063,000, or about 40 per cent of the pack. New York produced 2,000,000 cases. A case contains 24 pint cans, weighing one pound, four ounces each.

Onion Seed Crop in Canary Islands.

The onion-seed crop for 1919 suffered so from drought that the production of seed was certainly not over 30,000 pounds. However, 72,765 pounds were invoiced for exportation to the United States at Teneriffe, valued at $73,040, according to Consul George K. Stiles in Commerce Reports, September 19, 1919. The amount of seed exported as compared with the amount actually grown in 1919 is explained by the fact that there were very large quantities of seed remaining from the record crop pro-

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Beet, Carrot, Lettuce, Onion, Radish.
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Growers Exclusively of
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Growers of
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The Best Color Chart
For Florists, Seedsmen and Nurserymen
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PEAS, BEANS, CORN and VEGETABLE SEEDS

of all kinds in quantity and of highest quality.

Glad to quote for present delivery or on growing contract for future delivery.

JEROME B. RICE SEED CO., CAMBRIDGE, N. Y.

duced last year. The consulate at Teneriffe has been informed by a number of the largest growers that owing to the small crop produced this year, they had shipped very large quantities of 1918 seed. They claim that large quantities of this seed had been sent on consignment, and that when not sent on consignment, the buyers had been informed of the fact that the seed formed part of the 1918 onion-seed crop. The season just closed showed exceptionally bad results as regards the white or "crystal wax" variety of seed, while the yellow and red crops showed a largely reduced but more nearly normal production than was the case with the crystal wax.

As far as can be learned, there were no unusual delays in the transportation of the crop from the islands to the United States. Freights continued excessively high, and approximately 85 per cent was routed via Liverpool, where no difficulty was encountered in finding empty bottoms to American ports.

As the same unfavorable weather conditions which reduced so largely the onion-seed output, acted in much the same manner upon the onions themselves, there is at this time a great scarcity of bulbs of sufficient choice variety to serve next November for planting to produce the onion-seed crop of 1920. In fact, there seems little doubt but what a considerable quantity of bulbs for next year's seed will have to be imported from the Spanish peninsula, which will considerably increase the cost of resetting the plantations here. This should not, however, necessarily prejudice the quality of next year's Canary Islands onion seed, as the peninsula-grown bulbs are, possibly, capable of producing first-class onion seed when given the peculiarly favorable climatic conditions for onion-seed growth that obtain in these islands. The figures of Canary Islands exportations of onion seed for the last five years' crop seasons are: 1915, $40,828; 1916, $84,387; 1917, $137,289; 1918, $98,458; 1919, $73,040.

As so large a quantity of year-old onion seed has found its way into United States markets, it may probably be of interest to growers to know that, according to apparently trustworthy statements of growers here, the germination possibilities of year-old seed are considered as 20 per cent below that of the present year's crop. This year's seed, of first-class quality, carefully packed and transported under average conditions, is claimed to be of 90 per cent germination; on this basis year-old seed should figure at about 70 per cent germinative power.

It is exceptionally important that onion seed, if kept for any length of time, should be carefully guarded from the air, from the light, and from humidity and in a temperature, if possible, between 50 and 80 degrees.

PEACOCK BRAND SEEDS STANDARD OF QUALITY

Quality Seed

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Write for Our Growing Contract Price List.

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SPECIALTIES:

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Mammoth Fancy Striped	.30	1.25
Mammoth Fancy White	.30	1.25
Mammoth Fancy Mixed	.30	1.00
VINCA—		
Alba	.15	.75
Alba Pura	.15	.75
Rosea	.15	.75
Mixed	.15	.60
LOBELIA—		
Crystal Palace Compacta	.30	2.00
Crystal Palace Speciosa	.20	.75
SALVIA—		
America, or Globe of Fire	.50	4.00
Bonfire	.40	2.50
Zurich	.50	4.00

Also All Other Seasonable Seeds, Bulbs and Supplies. Our Handy Flower Seed Order Sheet will be ready soon. Send for a copy.

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VALLEY, Douglas County, NEB.
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GRASS SEEDS
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Market Gardeners

Vegetable Growers' Association of America.

E. A. Dunbar, Ashtabula, O., President; Louis F. Miller, Toledo, O., Vice-President; S. W. Severance, Louisville, Ky., Secretary; H. J. Cheney, Grand Rapids Mich., Treas. Next annual convention September 1920.

PORTERVILLE, CALIF.—Max B. Jamison and M. P. Renfro have placed the contract for a range of houses which will be devoted to vegetables for winter use in this market.

Illinois Farm Land.

Metamora, Ill., November 11.—Probably the highest price paid for a quarter section of farm land in central Illinois has just been given by Samuel Leman for an improved farm four miles from here. The price was $110,000, an average of $687.50 an acre.

Prices of Indoor Fruits and Vegetables.

Chicago, Nov. 11.—Cucumbers, 2-dozen box, $3.00 to $4.00; celery, Michigan, box, 85 cents to $1.25; leaf lettuce, per tomato box, 20 cents; radishes, per 100 bunches, $2.50; tomatoes, per lug, $2.00 to $2.50.

New York, Nov. 10.—Celery, per doz. roots, 10 to 60 cents; cucumbers, basket or crate, $3.00 to $4.00; mushrooms, 50 cents to $1.75 per three-pound basket; tomatoes, per carrier, 40 cents to $3.00; lettuce, per package, 50 cents to $5.00; radishes, per 100 bunches, 50 cents to $2.00.

Potato Growers' Meeting.

The Potato Growers' Association of America will meet in Milwaukee, Wis., December 8-13, during the Wisconsin potato exhibition, according to word received from Washington. The exhibition will be held at the Auditorium under direction of the Wisconsin Potato Growers' Association. Over 25 counties of the state have made entries. This will undoubtedly be the largest exhibition of standard seed and table potato stock ever presented in the state," according to J. G. Milward, secretary of the association. Exhibition space is being rapidly contracted for and demonstration booths will dubtless all be taken long before the opening of the exhibition.

The Wisconsin Potato Growers' Association is co-operating with the Wisconsin experiment station in promoting the show; all affiliated state departments are working harmoniously to insure its success.

E. O.

Lettuce and Radishes.

We recently had a visit from one of our state experiment station men, who was sent to investigate greenhouse crop conditions. Having been over a wide territory, this man was well posted, and to use his language—"Things look bad." Thirty days of dark, rainy weather, together with high temperatures, have upset all calculations. Tomatoes refused to set fruit, and cucumbers were practically wiped out by disease. That this condition is general and widespread is proved by the demand for lettuce plants to reset empty houses. Never before have we had such a call so early in the season for plants. As conditions are, there is little likelihood that enough plants are available, and we would caution growers to go very slow in buying plants from distant sources in such warm weather as prevails now; better seed directly where the lettuce is to grow, and thin out, when up. We have demonstrated time and again that unless one has access to very good plants, this direct seeding is very practical and very little time is lost, as these seedlings never stand still.

As a catch crop, Scarlet Globe radishes may be handy. If sown at once, they can be had for Christmas. They are in big demand then, and generally bring good prices. We sow them with a garden drill in rows six inches apart, and are very careful to adjust the flow of seed to eliminate thinning. Radishes need careful handling. Keep them very cool and well ventilated for several weeks until they show a tendency to bulb, when temperature can be increased. Radishes require much moisture—more than lettuce, and they need a good, clear house. Under a poor roof, they grow long and spindly, and are generally, a failure. As regards returns, we have made as much money out of radishes per square foot as out of lettuce, but we admit the labor of pulling and bunching is a big drawback.

MARKETMAN.

Vegetable Markets.

Reports to the bureau of markets, United States department of agriculture, for the period November 4-10 indicate strong prices with shipments decreasing. Potato prices tended upward under lessening supplies. The general demand was good, but haulings were light in most sections, owing to weather conditions, lessening stocks and a disposition to hold for higher figures. Advances of 5-30 cents occurred in producing sections and of 10-40 cents in consuming markets. No. 1 northern sacked round whites advanced 15 cents at Wisconsin, Minnesota and Michigan shipping points, reaching $2.45-$2.70 per 100 pounds f. o. b. and carlots gained 40 cents at Chicago, reaching $2.80-$2.90 in that city and in St. Louis. Sacked Minnesota Red River Ohios were firm at last week's top of $2.80 f. o. b. and ranged steady in consuming markets at $3-$3.40. Nebraska No. 2 round whites were fairly steady at $2.10-$2.15 bulk cash to growers, with movement very light on account of weather and roads. Colorado sacked white stock ranged about steady in producing sections at $2.25-$2.50 cash to growers, and Idaho shipping points quoted $2.10-$2.25, while consuming markets strengthened slightly to a range of $2.90-$3.25. New York round whites were in active demand and closed about 30 cents higher at $2.52-$2.72 f. o. b. sacked, and strengthened slightly in consuming markets, ranging $2.25-$2.75 bulk. Maine Green Mountains were slightly stronger in New York and Boston at $2.50-$2.75, but advanced about 5 cents in the Presque Isle shipping section, reaching $2.33 f. o. b. sacked. Onion markets continued strong, gains of 25-50 cents being quite common with the demand fairly active. Middlewestern yellows ranged $4-5 per 100 pounds sacked in consuming markets and red stock reached $5 in St. Louis and Kansas City and $5.25 in New Orleans, selling at $4.80 f. o. b. shipping points. California yellow and red stock lost 25 cents in Chicago, ranging $4.50-$4.75, but sold strong at $4.75-$5.50 in most other distributing markets. Eastern yellow onions were firm at shipping points, ruling at the close $4.25 f. o. b. and held somewhat stronger in leading consuming markets at $4-$4.75. Most leading cabbage markets strengthened, especially in the west. Chicago advanced $10, quoting Wisconsin Holland seed at $35-$38 per ton bulk, and St. Louis gained $5, ranging $33-$35. New York Danish seed gained $2-3 in jobbing markets, ranging $30-$38, and quoted $28-$32 f. o. b. in producing sections. New York domestic stock advanced $1-$5 and ranged $16-$22 f. o. b. shipping points and $20-$27 in consuming markets.

Columbus, O.

BUSINESS CONTINUES ACTIVE.

The florist trade in this city during the past week has been more active, due largely to improved weather conditions, the rain of several weeks being succeeded by sunshiny days, and as a result buying is more lively. All of the downtown florists report an increase in volume of sales, with bright prospects for the future. The supply of flowers coming into the market has improved, but with better demand, there is a shortage in certain varieties, most noticeable in roses, where prices have advanced slightly. The leading varieties are Ward, Ophelia, Russell and Sunburst. Carnations are more plentiful, but there is a scarcity in colors. A large majority received are white. Sweet peas are still rather limited, and the demand is extra good. Chrysanthemums are coming in well, and there is a good demand. Bonnaffons are now arriving and find a ready sale. Chrysanthemums are selling from $3.50 to $5 per dozen. Social activity has increased recently, and there are quite a few weddings on hand. Others are announced for the immediate future. Funeral work has also been quite active during the past week. On the whole, there is a good, steady demand, and florists generally anticipate that business will continue brisk.

J. W. L.

If you are interested in
POINSETTIAS
and four and five inch
BOSTON FERNS
for immediate delivery, write
GEO. A. KUHL, Wholesale Grower PEKIN, ILL.

Carnation Laddie
R. C., Feby. and March Delivery.
$10.00 per 100; $90.00 per 1000.
The demand for this Carnation will far exceed the supply.
F. DORNER & SONS CO., Lafayette, Ind.

Mushroom Growing
By B. M. Duggar
Presenting accurately the requirements for success.
260 pages, cloth, fully illustrated. Price, $1.50.
American Florist Co.
440 S. Dearborn St., CHICAGO

New Roses For 1920

Frank W. Dunlop

(Dunlop) **THE IMPROVED RUSSELL**

Dunlop, is a seedling of Russell with Mrs. Shawyer as the pollen parent and combines all the good points of Russell with the quick, free growth of Shawyer, so noticeable in Columbia, the other Shawyer off-spring.

Madame Butterfly

(Hill) **THE GLORIFIED OPHELIA**

Butterfly, is a glorified sport of the popular Ophelia, and originated with the E. G. Hill Co. It is even freer in growth than its parent and the flower is a glorious combination of pink, apricot and gold.

Quantity	OWN ROOT STOCK	Price
100	- - - - -	$ 35.00
250	- - - - -	82.50
500	- - - - -	150.00
1,000	- - - - -	300.00
2,500	- - - - -	725.00
5,000	- - - - -	1,375.00
10,000	- - - - -	2,600.00

GRAFTED

$7.50 per 100, additional to own root price.

Come and see these varieties growing any time and you will be always welcome.

E. G. HILL CO.
Richmond, Ind.

JOS. H. HILL CO.
Richmond, Ind.

CHARLES H. TOTTY CO.

MADISON, NEW JERSEY

Dutch Bulbs

Delayed by Strike

NOW ARRIVING

We allow 10 per cent discount from Our Florist Price List.

HYACINTHS

	Net 1000
First size (our selection vars.)	$87.00
Second size " "	72.00
Forcing grade, sep. colors	50.00
Bedding grade, " "	38.00

EARLY TULIPS

	1000
Cramoise Brilliant	$27.00
Cottage Maid	22.00
Prince of Austria	27.00
Thos. Moore	25.00
La Reine	29.00
Yellow Prince	25.00
Coronne d' Or	35.00
Murillo	30.00
Single, Extra Fine Mixed	18.00
Double, Extra Fine Mixed	20.00

DARWINS

	Net 1000
Clara Butt	$22.00
May Queen	21.00
Madam Krelage	27.00
Nauticus	22.00
Painted Lady	21.00
Rev. Eubank	27.00
Finest Mixed	20.00

NARCISSUS

	1000
Golden Spur	$27.00
Princeps	23.00
Poeticus Ornatus	15.00
Vaughan's Xmas Glory (earliest forcing variety)	32.00

The Above Prices Are Net.

Vaughan's "Book for Florists" Mailed Free. Ask for it.

New Crop Gladiolus Bulbs Ready Soon.
Immortelles due by November 10.
Fresh Bouquet Green in Stock.
Buy Sphagnum Moss Now.

CHICAGO Vaughan's Seed Store NEW YORK

Safepack
more than waterproof

Keeps Moisture In.

The Ideal Protection for Roots and Shrubs.

Delivers them moist and alive, ready to grow again. Cheaper and better than burlap.

For Seedsmen:

Keeps Moisture Out. Delivers seeds dry. Prevents sprouting, mildew—all damage. Rat and vermin proof.

Safepack Mills
Boston U S A

Seasonable Plant Stock

2¼-inch Pot Plants, Except Noted.

Asparagus Plumosus and **Sprengerii,** $5.00 per 100, $45.00 per 1,000.

Fern Dish Ferns—Pteris, Mayi, Victoria Variegata, Critica Alba, Wimmsetti, etc., $6.00 per 100, $50.00 per 1,000. (very heavy.)

Thumbergia Erecta—Splendid plants from 3-in. pots, $35.00 per 100.

Bougainvillea—Heavy 4-in. pot plants, $4.50 per doz., $35.00 per 100.

Dracena Sanderii, $20.00 per 100.

Euonymus Japonica, "Silver Edged," 3-in. pot plants, $15.00 per 100, 4-in. pot plants, $30.00 per 100; 5-in. bushy, 15 to 18 inches high, $60.00 per 100.

Lantanas, Dwarf—Two wonderful varieties in red, Jacob Schulz and Michiel Schmidt, $5.00 per 100; $45.00 per 1,000.

Kentia Forsteriana—Decorating Palms of good value, well rooted single specimen plants, 42 inches high, $7.50 each; 48 inches high, $8.50 each, 54 inches high, $10.00 each.

Phoenix Canariensis, Heavy plants, 48 inches high, $10.00 each.

The Storrs & Harrison Co.
PAINESVILLE, O.

Dutch and Other Bulbs

All bulbs can be shipped at once. All prices are understood packed and F. O. B. New York.

U. S. GROWN BULBS

NARCISSUS EMPEROR, double nosed, XXX sel. for forcing ..... $36.00 per 1000
NARCISSUS EMPRESS, double nosed, XXX sel. for forcing ..... 36.00 per 1000
In lots of 10,000 or more, both varieties ..... 35.00 per 1000

DUTCH BULBS

"D. N." means double nosed. Tulips are sold only in multiples of 250.

SINGLE EARLY TULIPS

	Per 1000		Per 1000
Yellow Prince	$32.00	**Vermillion Brilliant**	$47.50
White Swan (True)	30.00	**Proserpine**	46.75
White Hawk	30.00	**Mon Tresor**	46.75
Duchess de Parma	30.00	**Coleur Cardinal**	48.50
Prince of Austria	35.00	**Flamingo**	50.00

DOUBLE EARLY TULIPS

	Per 1000		Per 1000
Snow Ball	$24.00	**Couronne d'Or**	$47.00
Murillo	30.00	**Imperatur Rubrorum**	50.00

DARWIN TULIPS

	Per 1000		Per 1000
La Candeur	$26.00	**Massachusetts**	$31.00
Glow	37.00	**Gretchen**	29.00
Erguste	33.00	**Baron de la Tonnaye**	25.25

NARCISSUS

	Per 1000		Per 1000
Empress (D. N.)	$42.50	**Poetaz Louise**	$30.00
Victoria (D. N.)	50.00	**Sir Watkin (D. N.)**	35.50
Emperor (D. N.)	42.50	**Dbl. Von Sion (D. N.)**	42.50
Poetaz Alsace	26.50	**Glory of Leiden**	39.00
Poetaz Irene	42.00		

TERMS OF PAYMENT 60 days net, less 2 per cent cash 10 days from invoice date. Cash with order from those who have not established credit with us. All stock is offered subject to prior sale.

Can also offer: BEGONIA and GLOXINIA BULBS, JAP. LILY BULBS. Write for prices, stating specifically what you require.

McHUTCHISON & CO, The Import House, **95 Chambers St. New York**

DUTCH BULBS

READY FOR IMMEDIATE SHIPMENT

NAMED HYACINTHS

	Per 100	Per 1000
Blue, Grand Maitre, King of Blues, Queen of Blues.		
Red and Pink, Cardinal Wiseman, Gen. De Wet, Lady Derby.		
White, L'Innocence.		
Second size named varieties	$8.50	$80.00
Forcing grade in separate colors	6.00	55.00
Bedding grade in separate colors	4.50	40.00

SINGLE TULIPS

Artus, scarlet	$2.25	$20.00
Cardinal's Hat, red	4.75	45.00
Chrysolora, yellow	3.00	27.00
Dusart, scarlet	2.40	21.50
Keizerskroon, red and gold	3.30	30.00
Mon Tresor, yellow	4.90	46.00
Prince of Austria, orange scarlet	3.60	33.00
Rosamundi, rose pink	2.40	21.50
Rose Grisdelin, soft rose	2.75	24.00
Thos. Moore, orange yellow	3.00	27.00
White Hawk	3.25	29.50
White Swan, pure white	2.50	21.50
Yellow Prince	3.30	30.00
Extra Fine Mixed	2.00	18.00

DOUBLE TULIPS

Murillo, pink	$3.75	$35.00
Salvator Rosa, deep rose	3.85	35.00
Schoonord, pure white	3.00	25.00
Extra Fine Mixed	2.50	21.00

LATE FLOWERING TULIPS

	Per 100	Per 1000
Inglescombe Yellow	$2.60	$23.00

DARWIN TULIPS

Baronne de la Tonnaye, bright rose	$2.90	$26.00
Glow, scarlet	3.30	30.00
Kate Greenway, white	2.50	22.00
Madam Krelage	3.30	30.00
Wm. Pitt	5.15	48.00
Extra fine mixed	2.50	22.00

SINGLE HARDY NARCISSI OR DAFFODILS

	Per 100	Per 1000
Empress, double nose bulbs	$4.85	$46.00
Emperor, double nose bulbs	4.85	46.00
Golden Spur, double nose bulbs	5.00	48.00
Golden Spur, round bulbs	3.75	35.00
Sir Watkin, double nose bulbs	4.75	45.50
Victoria, double nose bulbs	5.25	49.50

DOUBLE HARDY NARCISSI OR DAFFODILS

	Per 100	Per 1000
Von Sion, double nose bulbs	5.25	49.50
Von Sion, round bulbs, 1st size	4.25	40.00

CROCUS

	Per 100	Per 1000
White, mixed	$1.50	$12.00
Blue, mixed	1.50	12.00
Yellow, mixed	1.50	12.00
Striped, mixed	1.50	12.00

A. HENDERSON & CO., 166 N. Wabash Ave., **CHICAGO**

The Nursery Trade

American Association of Nurserymen.

J. Edward Moon, Morrisville, Pa.. President; Lloyd C. Stark, Louisiana, Mo., Vice-President; John Watson, 400 Nassau Street, Princeton, N. J., Secretary; J. W. Hill, Des Moines, Iowa, Treasurer.

Forty-fifth annual convention will be held at Chicago, June, 1920.

ACCORDING to the entomologist of the Wisconsin department of agriculture, the state's apple crop for 1919 has had a big boost in the market notwithstanding quality being much below the average.

DETROIT, MICH.—The Michigan State Horticultural Society will hold its annual meeting at the Statler hotel, this city, December 2-4, at which time the subject of freight rates will come up for thorough discussion.

THE national forest reservation commission has approved the purchase of 66,381 acres of land in the White Mountains, the southern Appalachians and Arkansas, and will recommend an appropriation of $10,000,000 for extending purchases, insuring a continuing programme.

Plant Quarantine No. 37.

SHIPMENTS TO FOREIGN COUNTRIES.

With respect to the movement of nursery stock in bond through American ports to foreign countries, the federal horticultural board has issued the following provisional ruling:

(1) The classes of plants enumerated in Regulation 2, Quarantine No. 37, may pass through the United States in bond without permit or other compliance with the regulations. This is provided for in a paragraph of Regulation 4 of the quarantine, which reads:

Permits are not required for nursery stock and other plants and seeds. not under quarantine or regulation, entering the United States for immediate transportation in bond to foreign countries.

(2) The classes of plants included in Regulation 3 fall under "Rules and Regulations Governing the Entry for Immediate Exportation of Prohibited Plants and Plant Products" effective December 1, 1917, and may proceed to foreign countries in bond under the conditions indicated in Regulation 7 of the regulations referred to. The permit shall be in the form of a letter in quadruplicate which shall detail the safeguards to be enforced and, if necessary, the routing of the shipment, one copy of which shall be filed with the board and one each sent to the importer, the customs officer, and the inspector of the board at the port of arrival.

(3) Other plants or classes of plants and plant products for propagation not covered by Regulations 2 and 3 may be entered for immediate transportation and exportation in bond to foreign countries under the same terms as plants covered in Regulation 3, except as to plants which come with earth or soil about the roots or packed in earth or soil which has not been sterilized. As to such excepted plants their entry for transportation across the country in bond is prohibited, but provision may be made for their immediate export to the country of destination by any available ocean route.

In case of a mixed shipment, which can not be conveniently separated or divided into the different classes, the whole shipment must be governed by the class subject to the greatest restrictions as to entry.

Permits for Classes 2 and 3 will be issued for each shipment; in other words, no open permits will be issued. These permits will either be issued from Washington or, when so authorized, by the inspectors at the ports of entry provided for in Regulation 6 under Quarantine No. 37. Notification of arrival of such shipments provided for in Regulation 10 must be made by the importer or his agent to the inspector of the board at the port of arrival who, after inspection and determination of the nature of the shipment, will make the proper endorsement on the customs manifest, which document must be held until inspection has been made.

C. L. MARLATT,
Chairman of Board.

ROSES

For Easter and Memorial Day Forcing

Order now for delivery when ready, about November 5th to 10th. Strong field grown plants, plenty of canes for training.

VARIETIES

Tausendschon, XXX forcing grade.....$35.00 per 100
Dorthy Perkins **White Dorothy Perkins**
Lady Gay **Crimson Rambler**
Excelsa (Red Dorothy Perkins)
All XXX forcing grade.....$30.00 per 100

Jackson & Perkins Company, Newark, New York

Mention the American Florist when writing

Natural Habit.

Ibolium THE NEW HYBRID Hardy Privet

(L. Ibota x Ovalifolium)

Now sent out for the first time. Inquire for further information. One-year field-grown plants. $5.00 each. Summer rooted, frame-grown, $3.00 each. Nov. 25th. delivery.

Introducers of **Box-Barberry,** well rooted summer frame cuttings, $65.00 per 1000.

The Elm City Nursery Co.,
Woodmont Nurseries, Inc.
NEW HAVEN, CONN.

When Trimmed.

Mention the American Florist when writing

STAR BRAND ROSES

"American Pillar" and nearly every other good hardy climber.

Send for our list.

The CONARD & JONES CO. ★ WEST GROVE PENNA.
Robert Pyle, Pres. Ant. Wintzer, Vice-Pres.

Hill's Evergreens

BEST FOR OVER HALF A CENTURY
Small, medium and large sizes supplied. Price list now ready.

The D. Hill Nursery Co.
Evergreen Specialists Largest Growers in America
Box 404. DUNDEE, ILL.

Miscellaneous Plants

Boston Ivy
Clematis Paniculata
Shrubs
Raspberries, Blackberries
Evergreens
Ornamental Trees
Perennials
California Privet Hedge
Japan Barberry

Prices on request.

Peter Bohlender & Sons
Tippecanoe City, Ohio

Mention the American Florist when writing

HARRISONS' NURSERIES

Fruit Trees Budded from Bearing Orchards. Peach, apple, pear, plum, cherry, quince, grape-vines, strawberry plants, raspberries, blackberries, evergreens and shade trees. Catalog free.

Harrisons' Nurseries, Box 39, Berlin, Md.

Mention the American Florist when writing

RAFFIA is again obtainable. You can now get prompt shipments from our really big stocks in either Chicago or Camden.

We are carrying an extra fine quality West Coast Raffia in an extensive range of rich colors.

The strands are exceptionally long, extra wide, pliable and strong.

Be sure to send for our color card No. 8 and price list.

KOMI-RAFFIA

Ready to deliver. Put up in attractive 1⅓ oz. boxes, 12 boxes of one color to a carton.

R·H·COMEY CO·

CAMDEN, N. J.

2440 Washburn Ave., CHICAGO, ILL.

DUTCH BULBS

Case No.		Single Hyacinths	Per 1000
861	500	**Gertrude,** First Size	$85.00
861	500	**Queen of Blues,** First Size	85.00
861	250	**Grand Maitre,** First Size	85.00
862	250	**Grand Maitre,** First Size	85.00
862	250	**King of Blues,** First Size	85.00
862	700	**L'Innocence,** First Size	85.00
863	300	**L'Innocence,** First Size	85.00
863	1000	**Gertrude Miniature**	30.00
863	1000	**Queen of Blues,** First Size	30.00
863	500	**Grand Maitre,** First Size	30.00
864	500	**Grand Maitre,** First Size	30.00

Case No.		Double Tulips	Per 1000
864	3000	**Murillo**	30.00
864	2000	**Dark Red** (Rubra Maxima)	34.00
864	500	**Tournesoll Yellow**	40.00
865	1000	**Tournesoll Yellow**	40.00

Case No.		Single Tulips	Per 1000
865	2000	**Belle Alliance**	29.00

Case No.		Single Narcissus	Per 1000
865	1000	**Trumpet Major** (D. N.)	25.00
865	500	**Bicolor Victoria** (D. N.)	40.00

Case No.		Double Narcissus	Per 1000
866	1000	**Von Sion,** (D. N.)	42.50

Case lots only 10% from this price for cash with order.

S. S. SKIDELSKY & CO., 50 Park Place, New York City

PANSIES

200,000 Fine Plants, Giant Strain, $3.00 per 1000,

ALYSSUM, Double Giant, 2-in., $2.00 per 100; $18.00 per 1000.
ASPARAGUS Sprengeri, 2½-in., $4.00 per 100.
BELLIS DAISY, White and Pink, $3.00 per 1000.
CALENDULA Orange King, 2-in., $2.00 per 100; Seedlings, $1.00 per 100.
GERANIUM Madame Salleroi, 2-in., $2.50 per 100.
PRIMULA Malacoides, Lavender, 2-in., $3 per 100.
SMILAX, 2-in., $2.50 per 100.
SNAPDRAGON, Giant White, Pink and Yellow, 2-in. pots, $3.00 per 100.
TABLE FERNS, Assorted, 2-in., $4.00 per 100.

R. C. LIST:

FEVERFEW, Gem, $1.50 per 100
WEEPING LANTANA, $1.00 per 100
GENISTA, $1.50 per 100.
HELIOTROPE, $1.50 per 100.
FUCHSIA, $1.50 per 100.
ALTERNANTHERA, red and yellow, $8.00 per 1000.
BRILLIANTISSIMA, $10.00 per 1000.
R. C. DAISIES, Sanders and Giant White, $1.50 per 100; Boston Yellow, $2.00 per 100.
CUPHEA. 90c per 100.
DBL. PETUNIA, as fine a strain as any, $1.50 per 100.
ROSE GERANIUMS, 2-in., $2.50 per 100.

—Cash.—

BYER BROS., Chambersburg, Pa.

Mention the American Florist when writing

SMILAX

Extra Good, Well-Rooted Plants.
From 2-in. pots, $2.00 per 100; $18.00 per 1000.

BOSTON YELLOW DAISIES.
A special good strain; from 2-in. pots, $3.50 per 100.

LETTUCE, Grand Rapids Forcing, $1.00 per 1000; $8.50 per 10,000.

Elmer Rawlings, Wholesale Grower, ALLEGANY, N. Y.

Geraniums

Rooted Cuttings.

WINTER PRICES.
S. A. Nutt and Buchner..at $18.00 per 1000
Poitevine and Ricard....at 22.00 per 1000
Parcel post or express delivery.
Parcel post charged at cost.

ALBERT M. HERR, LANCASTER, PA.

Robert Craig Co...
High Class **PALMS**
and Novelties in Decorative Plants.
Market and 49th Sts., Philadelphia, Pa.

RUGOWSKI'S NEW ASTERS

Read the Following Strong Endorsement of Men Well Qualified to Judge:

MR. J. K. RUGOWSKI, Manitowoc, Wis.: September 15th, 1919.

"Dear Sir—In the name of the Wisconsin State Florists' Association, I wish to thank you for your exhibit of both Pink and White Asters at our annual meeting held at Milwaukee September 12.

"I am transmitting herewith the resolution passed at that meeting, endorsing these Asters as being very meritorious flowers. It was the sense of the resolution that these Asters be endorsed by the Association as **having the largest flower and longest stems and in every way being superior to any Aster thus far seen in the market.** It is with pleasure, indeed, that I am permitted to send this message.

"With best wishes for the future success of this flower, I am, Yours very truly,
"WISCONSIN STATE FLORISTS' ASS'N, H. J. Seal, Secretary."

Here's Another Proof of Merit:

"The sample flowers of Asters shown were **the finest type of Ostrich Plume of Crego that I have seen in 32 years' experience."** C. LITTLEFIELD, of Peter Henderson & Co., New York.

This Seed Will Be on the Market the Coming Season in Original Packages Only. Price, $1.50 Per Package.

JOHN K. RUGOWSKI, Grower and Importer of Pure Seeds, Manitowoc, Wis.

Dutch Bulbs

Ready for Immediate Shipment

C. J. SPEELMAN & SONS

38 Murray Street, New York City

For **DUTCH BULBS** write to

VAN MEEUWEN & TEGELAAR

1133 Broadway, corner, 26th Street, NEW YORK

Lilium Formosum, 7/9.....per case, $75.00
Lilium Giganteum, 7/9 ..... per case, 60.00

Gladioli America, 1½ up..... ....per 1000, $30.00
" " 1¼-1½..... " 24.00
" " 1 -1¼..... " 18.00

Immediate Delivery- F. O. B. New York. Subject to prior sale.

CHRYSANTHEMUM SPECIALISTS

Elmer D. Smith & Co.
Adrian, Mich.

Carnation Laddie

Rooted Cuttings, Jan. 1st, 1920, Delivery.
$10.00 per 100; $90.00 per 1000. Order now
A. F. LONGREN,
4249 West Monroe St., CHICAGO, ILL.

ABUNDANCE OF STOCK

	Per 100	Per 1000
2¼-inch Smilax plants	$ 2.75	$25.00
2½-inch Snapdragons, white, pink and yellow	5.00	48.00
4-inch Marquerites, white and yellow	15.00	
25,000 Vincas, field grown	8.00	75.00

10,000 Bench Ferns, 5 varieties, $25.00 and $30.00 per 100.

Packing free of charge. Liberal extras.

Alonzo J. Bryan
Wholesale Florist
Washington, New Jersey

Ready Reference Section.

12 CENTS, NET, PER LINE.

ALYSSUM.

Alyssum, Double Giant. 2-inch, $2.00 per 100. Elmer Rawlings, Allegany, N. Y.

Alyssum, Double Giant, 2-in., $2.00 per 100; $18.00 per 1,000. Byer Bros., Chambersburg, Pa.

ASPARAGUS.

Asparagus plumosus, 2¼-in., 3½c; 3-in., 7½c; 4-in., 12½c. Sprengeri, 3-in., 7c. Cash. L. J. ROWE, Titusville, Pa.

Asparagus Sprengeri, 2½-in., $4.00 per 100. Byer Bros., Chambersburg, Pa.

ASPIDISTRAS.

Aspidistra, green, 10-in. tubs, 20 to 24-in. high, $5 to $8; 12-in. tubs, 22 to 28-in. high, $8 to $10 each. Vaughan's Seed Store, Chicago and New York.

BEGONIAS.

Begonia (pink) in bloom. Fine for Xmas, 4-in., 15c. Cash. L. J. ROWE, Titusville, Pa.

BOXWOOD.

CHOICE BOXWOOD SPRAYS

Write us today for prices on Fall and Winter deliveries. Best merchantable fancy tips Dwarf variety. Quality guaranteed. Satisfactory delivery assured to all parts of U. S. A. and Canada.

PITTSBURGH CUT FLOWER CO.,
116-118 Seventh St. Pittsburgh, Pa.

BULBS.

Bulbs. Hyacinths, early and Darwin Tulips and Narcissus. For varieties and prices see display advertisement elsewhere in this issue. Vaughan's Seed Store, Chicago and New York.

Dutch Bulbs, for immediate shipment. For varieties and prices see display advertisement elsewhere in this issue. A. Henderson & Co., 166 N. Wabash Ave., Chicago.

Dutch Bulbs. For varieties and prices see display advertisement elsewhere in this issue. Van Meeuwen & Tegelaar, 1133 Broadway, New York.

Dutch Bulbs. For varieties and prices see display advertisement elsewhere in this issue. S. S. Skidelsky, 50 Park Place, New York.

Dutch Bulbs. Ready for immediate shipment. C. J. Speelman & Sons, 38 Murray St., New York.

Bulbs, Holland and French. Ask for our quotations. General Bulb Co., 110 Water St., New York.

CALENDULAS.

Calendula Orange King, 2-inch., $2.00 per 100. Seedlings, $1.00 per 100. Byer Bros., Chambersburg, Pa.

CARNATIONS.

YOUR LAST CHANCE!!
SPECIAL OFFER.
ORDER TODAY!!!

FIELD-GROWN CARNATION PLANTS.

Plant Carnations NOW for Mother's Day.

	100	1000
White—		
White Enchantress	$7.50	$70.00
Matchless	7.50	70.00
Pink—		
Rosette	7.50	70.00
Miss Theo	7.50	70.00
Roper	7.50	70.00
Red—		
Aviator	7.50	70.00
Thenanthos	7.50	70.00

M. C. GUNTERBERG
Wholesale Florist
Randolph & State Sts. Chicago, Ill.

Carnation Cuttings. January, February and March delivery, at $3.00 per 100; $50.00 per 1000. Varieties—Beacon, Alice, Cottage Maid and Mrs. C. W. Ward.

THE PARK FLORAL CO.
Denver Colo.

Carnation Laddie, rooted cuttings June 1st. delivery. $10.00 per 100; $90.00 per 1,000. A. F. Longren, 4219 W. Monroe St., Chicago.

Carnations; rooted cuttings. Laddie, $90.00 per 1000. F. Dorner & Sons Co., Lafayette, Ind.

CHRYSANTHEMUMS.

Chrysanthemum stock plants now ready. White Smith's Advance, Oct. Frost, Opa, Rosea, Unaka and Chrysolora, $5.00 per 100; yellow Smith's Advance, $10.00 per 100. ELI CROSS, Grand Rapids, Mich.

Chrysanthemums in all leading varieties. Write for list. Elmer D. Smith & Co., Adrian, Mich.

CYCLAMEN.

Cyclamen Seedings. We are booking orders for cyclamen seedings, assorted varieties. Will be ready soon. $8.00 per 100, $75.00 per 1,000. Add 5% for packing. THE GEO. WITTBOLD CO., 745 Buckingham Place, Chicago.

FERNS.

Ferns. Pot grown; shipped without pots. Boston and Scottii, 4-in., $3.00 per doz.; $20.00 per 100. 5-in., $4.80 per doz.; $35.00 per 100. E. Vincent, Jr. & Sons Co., White Marsh, Md.

Ferns. Victory. A new and valuable variety of Nephrolepis. For sizes and prices see advertisement on front cover page of this issue. F. R. Pierson, Tarrytown, N. Y.

FERNS.

Boston ferns out of the bench ready for 6 and 8-inch pots. Come and see the stock and for prices. J. H. FIESSER, North Bergen, N. J.

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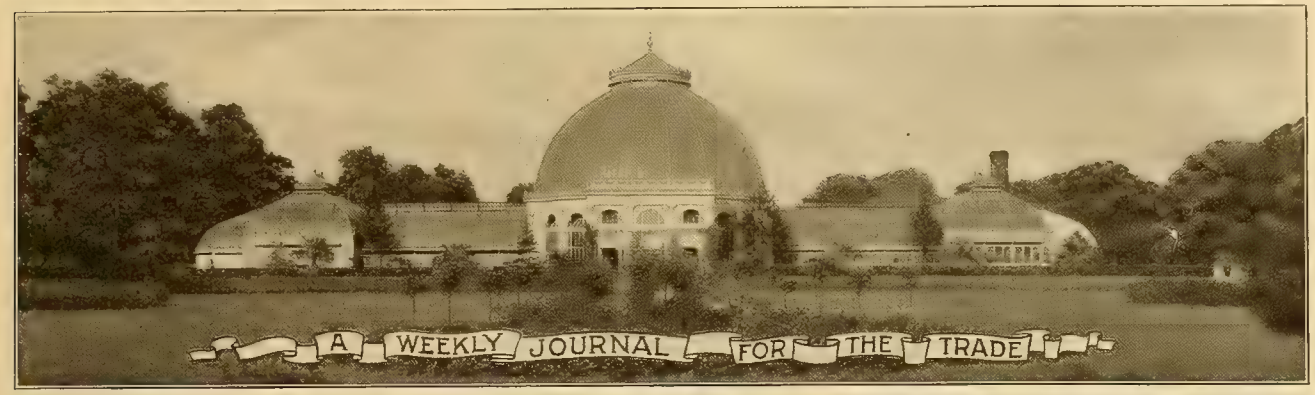

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Vol. LIII. CHICAGO AND NEW YORK, NOVEMBER 22, 1919. No. 1642

THE AMERICAN FLORIST

ESTABLISHED 1885

Copyright 1919 by American Florist Company. Entered as Second Class Matter Nov. 11, 1891 at the Post Office at Chicago, Illinois, under act of March 3, 1879.

PUBLISHED EVERY SATURDAY BY

AMERICAN FLORIST COMPANY,
440 S. Dearborn St., Chicago.
Long Distance Phone: Harrison 7465.
Registered Cable Address: Ameflo, Chicago.

Subscription, United States and Mexico, $1.50 a year; Canada, $2.00; Europe and Countries in Postal Union, $2.50. Volumes Half Yearly From August 3, 1901. Single Copies, 10 cents.

Address all correspondence, subscriptions, etc., American Florist Co., 440 S. Dearborn St., Chicago

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THANKSGIVING SUGGESTIONS.

Thanksgiving.

This first of the holidays of the season is rapidly approaching, which event, in its great demand almost closes the chrysanthemum period, that this year, on account of the late open season, appears to have been shorter than usual.

"Time flies" too fast for the man who is not up with his work every day, the schedule of which should be made out the same as an order, and carried out as intelligently. This is more particularly true of all holiday seasons, which busy weeks, such as Thanksgiving, should be carefully planned in all the details of securing or ordering stock well in advance, the arrangement of the store, and seasonable and effective window decorations.

The records of Thanksgiving day a year ago, should be gone over to see what can be done to improve that demand from new customers, holding on at the same time to all that is possible from last season. It is most important to send out cards of invitation for all holidays to the store's list of names, active, semi-active, and only occasional customers, as well as to good prospects, which publicity will often bring in a lot of new faces that soon become familiar. So many of the trade miss these opportunities; they think it too much trouble, or are afraid of the expense. This is a great mistake, as attracting the attention of so many people, all proven flower buyers, and friends of the store, at a time when they are likely to want flowers, is certainly a good business move. The circular should make suggestions and present flower facts in such a way that people will see the need and desirability of having flowers, and will buy them. Flowers are loved by everybody in a way; some look and admire, but not to the point of possession, while others cannot get along without them. Hundreds of articles that have little or no merit, are extensively sold, entirely by advertising, and flowers, which are so popular, should be pushed to the limit, particularly for Thanksgiving.

Thanksgiving is a great home-gathering, social holiday, a time when the house must look its best. There is nothing that adds such a touch of life and finish to the room as well placed palms, ferns and flowering plants in the windows. This should be emphasized in all the store's advertising and literature, and made possible by a well selected stock to supply the demand created. Feature the plants in choice pieces of pottery, some on pedestals. Pot covers in wicker are decorative, while crepe or white paper will make flowering plants look worth 25 per cent more. The difference in appearance between featured or decorated, and bare, red clay pots of the flowering plants, is very marked. They will easily bring at least 25 per cent more with this slight addition.

Make a display of fern dishes, nicely filled; now is the time of year to run them off. Many will need refilling, and a good stock of table ferns should be on hand.

The Thanksgiving day flower is the chrysanthemum. Many growers bring in whole houses of popular varieties for this week's business. The choice sorts are superb, and bear much the same relation for a gift flower as the American Beauty rose for Christmas. There is no flower that can compare with the chrysanthemum in decorative effect. The huge white, pink, yellow, orange and other shades, borne on such long stems, can be used to carry out all kinds of color schemes, and fit in with the furnishings of the most elegant room.

The anemones and pompons, of which there is such great variety of form and color, are very popular, and fill the smaller vases in many vantage points. If well displayed, a large stock of these smaller flowers can be disposed of. The

small vase baskets, filled with pompons, are very attractive and will be found good sellers.

There is no more suitable flower for the Thanksgiving dinner table than the chrysanthemum. The large and small varieties can be used together, arranged on the cloth, down the center with autumn leaves or cut fern fronds. Croton sprays are a choice addition, their coloring blending harmoniously with that of the flowers. Where the decoration is elaborate, a hollow, center table can be filled in with growing ferns, with choice flowers coming through to resemble a large plateau. Rising from the center, a tall slender vase can be filled with choice blooms, which carried above the line of vision, is very decorative. An elaborate scheme is to carry the center decoration on a main stem or support, up to the ceiling, and spread the flowers out over the heads of the diners in a canopy effect.

As at all holidays, when there are many social events, corsage flowers are in great demand, and a line of these made up, will be good stock to carry. Samples arranged and finished with a ribbon and pin, give a much better idea than descriptions to prospective buyers. These, if kept in open boxes in the case, or similarly displayed in the window, will quicken the sales and give an impression that a specialty is made of this class of work. In all the large cities and college towns, it is the windup of the football season. There are fashionable events at which each lady wears a corsage or the college colors in flowers and ribbons. In some cities, this makes very important business and should be encouraged in every way by plentiful stocks of such flowers.

The show windows should receive especial attention. While it is conventional, the products of the land are generally used to portray plentiful crops, which are the foundation of prosperity, the giving thanks for which, the day is set apart. They are, therefore, fitting to be used as a part, at least, of the decorative scheme. Cornstalks, bearing half husked ears, sheaves of wheat or rye, together with vegetables and some fruit, which latter can be shown as coming from a cornucopia, will when tastefully arranged with baskets and boxes of flowers, vases of choice chrysanthemums, etc., make a display that at once suggests Thanksgiving day. This should be in place not later than Monday, November 24, as in most stores, not much time can be given to it later.

All kinds of cut flowers, as well as chrysanthemums, will find a ready sale at this time. Feature the choice roses in vase baskets; while beautiful in themselves, the decorative effect of a pretty basket of a tint or shade to contrast or combine with the colors of the variety, makes them much more attractive. There are a number of pieces of fancy, pottery flower holders, some with figures. Flowers can be sold from these the same as plain jars, and at times, the sale includes the receptacle. Shallow flower bowls are just as pretty and useful for flowers as ever, and if some are kept decorated, sales will be made.

Now that boxes are so expensive, sheets of stiff, white paper of the quality of good manilla, can be wrapped around a dozen choice chrysanthemums that are loosely laid in a sort of cluster, and wrapped to somewhat resemble a cornucopia. A tie of tape around the paper at the handle holds all together, and makes an artistic package, as the flowers while held firmly, are open to view. A few sprays of small pompons at the tie, gives a finishing touch.

Chrysanthemum Baskets.

The odds and ends of chrysanthemums can be made into very salable baskets with the addition of a few autumn leaves and fern fronds. Almost any kind or shaped basket will answer, as there is variety enough in the long and short stemmed stock to make any receptacle look its best. Anything a bit shopworn or passe can be given another lease of life by a touch of gilt or aluminum. A knot of ribbon on the handle gives a finishing touch that often makes a sale.

Shallow bowls also have a chance, as they look very well arranged with either pompons or some of the larger stock. There shoulld be some one about the store in charge of this kind of work. Customers do not, as a rule, come in and ask for such pieces to be made up, but when nicely displayed, they are sure to attract attention, and most of them are disposed of at a good profit.

The art or skill in arrangement of the various little additions, such as autumn leaves, fern fronds, berries, branches, etc., adds so much to the beauty of the flowers, as to enhance their value from 50 to 100 per cent. All such articles should be priced according to their appearance value, not on actual cost.

Displaying the large blooms in high-handled vase baskets is very much more effective than when shown in fibre or other jars. A few oak leaved sprays with the blooms, and a bow of ribbon on the handle, gives a decorative effect that greatly enhances the appearance of the flowers. Ofttimes, such an arrangement appeals to customers, and the chrysanthemums and basket are sold together. The flowers can be sold from the baskets the same as from jars, as nothing has been taken from the stems. When nicely placed, they greatly improve the appearance of the store.

Too much attention cannot be given to the proper arrangement of the interior of the store. There should be something with a "take me" look at every turn. There are always offerings in the way of novelties to be had in the supply houses, fancy baskets, vases. or plant boxes on stands for the sunny windows, all of which can be profitably featured.

Pot chrysanthemums are often seen rather bare of foliage at the bottom. A good-sized sheet of white paper, drawn up around the pot, and projecting far enough above to cover the bare stems, together with a few sprigs of laurel, stuck in the soil, will give such a plant a finished and salable appearance. An

BASKET OF CHRYSANTHEMUMS AND CROTONS.

inside sheet, the color of the flowers, is a great addition. Two or three indifferent looking specimens may be potted together to make a larger plant, which will be almost sure to find a customer.

Baskets with low handles, filled with chrysanthemums which project quite a distance over the cloth, make good dinner table centers. Bright autumn leaves and sprays of highly colored crotons, together with fancy fern fronds, help to relieve, and at the same time, add to the decorative effect. Choice, large blooms, cut off short, placed in small shallow dishes of water, which they conceal, may, with a leaf or two, be dotted about an elaborate table and prove quite novel in a decorative way.

Next Week in the Flower Shop.

Whenever there is a dull day, and they will come sometimes, even in busy weeks, it is best to speed up a little, put on extra pressure, and try and make the store more inviting. The street-front and window should be gone over and given a newness that will make the pedestrians stop and take a look. Many busy men, who are up on their toes all the time, like to see a dull day once in a while, as they then get a chance to carry out a pet idea or two, that the busy days have prevented.

Pompons and chrysanthemums are now at their best; they are an admirable corsage flower, and well-made examples, with selected stock as samples, will be sure to attract attention. Pompons, in the original bunches, tied with bright autumn leaves, and placed a number together in a wide mouthed vase, will be found good sellers. The single varieties are unique and much appreciated by customers.

Care must be taken in laying in stocks of the large flowered varieties, which may seem very fresh and beautiful at first, but later develop bruises and blemishes, caused by careless packing and handling, that renders them unsaleable. The greatest care should be experienced in every move with these heavy, fragile flowers; start a few petals, and some will unravel like a ball of string. Catch the head of a Bonnaffon or other light-stemmed variety on the edge of the box, or place it on the counter or table at an angle, and snap goes the flower. Never crowd more than 25 in a vase, or put too many vases in a limited space in the ice box, or bruised flowers will be the result. Remember that a few drops of formaldehyde will keep the stems sweet and foliage clean.

Cattleyas are now scarce and dear. If these are displayed in tubes of water, in baskets of the near Farleyense, the glory fern, they will show to the best advantage and can be sold from the tubes as well as from vases.

Thanksgiving week, one of the busiest of the year is now due. The store should be made to look its best, well stocked with foliage, flowering and berried plants. A few plant baskets, decked with ribbon bows, make attractive features and are likely to find buyers.

An attractive window decoration is a table of good size, covered with a cloth on which, for a centerpiece, is a double cornucopia, with the ends hooked around a center slender vase, this latter to be filled with long stemmed chrysanthemums. The horns of the cornucopia are to be filled with fruit and flowers, which spread out from each end over the cloth. A band of chiffon of suitable shade, tufted at the corners, laid on the cloth at the plate line, relieves the plain white cloth. Corsages and boutonnieres are a good finish.

CORSAGE OF BONNAFFON CHRYSANTHEMUM AND POMPONS.

How about the holly wreaths, loose holly and other Christmas greens Have they been ordered? If not, get busy at once. To be on time, never adds one cent to the cost, but when behind hand, one fares badly, there being little but the leavings, and generally additional transportation, together with uncertainty of arrival.

If there is anything wanted in the supply line, make out the list at once and send it in. Better have such stock in the store, than on the way, mixed up with the Christmas congestion.

Do not fail to check up the Christmas plant stock. It is bound to be very scarce this year. The very choice things are probably all gone by this time. There is great satisfaction in knowing that orders given early, will be filled.

Thinking of buying a new car? Do not get a heavy truck. The great majority of the loads are light and seldom fill the body. A retailer of experience, who has two light, but serviceable cars, says that he has often been importuned to get a large, showy truck, but has always declined on account of the great cost of running and upkeep, as compared with the smaller car, which carries quite large loads at less than half the gasoline and tire expense. He has always found it cheaper to hire larger trucks, when necessary as they were now plentiful, and the chauffeur made an extra hand.

Rush the filling of winter window boxes and the use of tubbed evergreens. Such stock should find a place at every well furnished home. Hotels, clubs and restaurants are all likely customers.

Dispatching Orders by Wire.

As the holiday season approaches, and telegraph orders are more numerous than at any other time, I feel that a message of warning at this time, of the necessity of being extremely cautious in avoiding any errors in taking orders for out-of-town delivery, is opportune. Be absolutely sure to get the full details as to correct name, address, card, etc. If possible, urge your customers to place their orders early, so that they can be transmitted by mail. This you will find to be more satisfactory, as the retailer receiving such an order, can make provision for same and avoid substitution in many cases.

I would like to call your attention to the importance of having the card attached to the order. Be very explicit in every detail. Many a gift has not received the proper acknowledgment, owing to the fact that the card did not state what city the gift was from. Just such an instance happened only recently. An order was received by wire to deliver a box of roses to a Mrs. John-

son, 1565 25th street; Card—Mrs. A. F. Davis, (no city mentioned). The florist who wired the order, made a complaint that the order was not filled; the party who had placed the order had heard from their friend in the distant city that they had not received any flowers from their city, so a complaint was lodged with the retailer who had wired the order. The retailer who had filled the order satisfactorily to his own judgment, was nonplussed at receiving this complaint. It so happened in the course of a few days that a member of the family came into the store. The florist at once looked up the original order and asked if they had received the gift of flowers on that particular day. They admitted the flowers were received and that the card of Mrs. Davis was enclosed, but as they had acquaintances of the same name in their home city, took it for granted that the gift was from them. After due explanation, the acknowledgment was forwarded with the necessary apology.

An order placed in Chicago for a box of roses to be delivered in Detroit, with a card, should read: "From Mrs. A. F. Davis, Chicago, Ill.," instead of from "Mrs. A. F. Davis," and not mention the city. The point in question is self-explanatory, and it behooves every member to see that every out-of-town order receives the strictest attention. By so doing, we can avoid many unpleasant conditions.

ALBERT POCHELON.
Secretary, F. T. D. A.

Stimulating Employes' Efforts.

Nearly all those who engage in business, either as proprietors or employes, do so as a means of livelihood. The ambition of every worker is at all times to get as much as possible for his services so that he may in time save enough to go into business for himself. All men are not similiarly endowed; some have more initiative, more ambition, and greater business instinct than others, and are thus better equipped to make their way through the world. All, however, have a desire to better themselves, and are generally willing to do all in their power to increase their earning capacity.

Every employe is worthy of his hire, and should be paid according to his ability. The business is established to earn money, and all those connected with it, in whatever capacity, should receive an amount in keeping with their value as a trade producer. They must be made to feel that their services are appreciated; that any extra effort they put forth, that adds to the profit of the business, is reflected in a tangible way in their pay envelope. In nearly all large industries, extra hours of labor receive extra compensation, much of it at increased pay, as time and one-half for every hour over.

At the recent convention of the Florists' Telegraph Delivery Association at Buffalo, N. Y., one of the most earnest discussions was on hours of labor in retail stores, the concensus of opinion unquestionably being toward shorter days, early closing being the keynote of nearly every speaker. Good working systems, intelligently carried out, with head work as well as hands, could put through the business of an extra busy day at the regular closing time. It was apparent to all, that if the retail cut flower business is to be able to recruit competent young men, it must hold out to them inducements in hours of employment and recompense equal to those of any other lines. Profit sharing, it was shown, was being seriously considered, and in a number of stores, tried out by various plans which had proved a great incentive to workers, giving them a new and more personal interest in the business.

The salesman who is allowed a commission on all sales over a certain daily amount, will do his best to surmount these figures, and the helper, who on account of extra business, has to work over hours, does so gladly when he knows there is additional pay. Some of the larger retail cut flower stores have adopted the "per hour" system of compensation for all minor employes, and extra hands at holiday seasons, who being paid by the hour, then do not care how late they work.

Savings in all departments and co-operation among employes, will be the result, if it is stated that any increase in the volume of trade for the year, will yield them a substantial bonus. In a measure, it is then their business, and with this personal interest, many leaks are stopped, and nothing left undone that will be of benefit.

While there is nothing so cheering as an extra dollar now and then, words of appreciation will do wonders, and should never be withheld for work well done. While every one is expected to do his best, any extra efforts should not go unnoticed, as recognition will act as a spur to even better work.

Orchid Basket for King of Belgium.

The accompanying illustration shows a basket of orchids presented to King Albert, of Belgium, on the occasion of his recent visit to San Francisco, Calif. It was designed and executed by P. Vincent Matraia, manager of the Art Floral Co. The basket, seven feet high, was one of the most costly and beautiful arrangements of flowers ever made up in that city. It was composed of cattelyas, oncidiums, dendrobiums, phalaenopsis and odontoglossums. It was a superb piece of floral art and shows Mr. Matraia's creative ability at its best.

JAMES T. LYNCH.

LAPEER, MICH.—Arthur Walker and Peter Lubin, formerly with the Lapeer Greenhouses, have bought land and will enter business for themselves.

SEWICKLEY, PA. — The Sewickley Horticultural Society staged an excellent exhibition here, November 7-8. Visitors declared it the best show in years.

HAMBURG, IA.—The annual meeting of the Southwest Iowa Horticultural Society will be held in this city, December 2-4. O. H. Worth, Council Bluffs, is secretary of the society.

WINDSOR, ONT.—Charles R. Tuson has sold his greenhouse property and flower shop at Ouilette avenue and Chatham street to the Bank of Hamilton, which will erect an attractive building for its branch here. The consideration is said to have been $80,000.—J. E. K.

TUMBLER BASKET OF POMPON CHRYSANTHEMUMS.

ORCHID BASKET PRESENTED TO THE KING OF BELGIUM AT SAN FRANCISCO, CALIF.

THE SHOWS.

Indiana and Kentucky Florists' Ass'ns.

JOINT MEETING AND EXHIBITION.

Creating a tremendous stir among the residents of Indianapolis, Ind., and mingling in a half-dozen social events which emphasized the cordial relations existing between the two organizations, the Kentucky Society of Florists and the State Florists' Association of Indiana, met in the Indiana metropolis, November 13-14. The principal feature of the joint gathering was a flower show, which compared favorably with big events of the same nature held in other cities, and while this function was an undoubted success, members of the two associations felt at the conclusion of the programme, that the social phases of the meeting were just as worth while. The big gathering culimnated in a banquet at the Claypool hotel, Friday night, at which the wives, daughters and sweethearts of the members lent additional beauty to the scene. Addresses were made by the master orators of the two organizations, and the dinner was a fitting finale for what is regarded as the greatest meeting of the kind ever held in Indiana or Kentucky. The flower show was staged in the Riley room of the Claypool hotel and it brought out a profusion of beautiful roses, carnations, chrysanthemums and other flowers.

The judges were George Asmus, Chicago; Prof. H. B. Dorner, Champaign, Ill.; George Schulz, Louisville, Ky.; H. P. Knoble, Cleveland, O., and R. Witterstaetter of Cincinnati, O. Most of the awards were made by 8 o'clock Thursday night and the doors were then thrown open to the public. The newspapers had given considerable space to the flower show, and much interest had been aroused in the event. The Riley room was thronged both on Thursday and Friday night, and the general public indicated that it had devoted considerable study to the subject, for many intelligent discussions of the merits of certain varieties were heard.

A theater party at Keith's, was the Thursday night feature for the florists and their fair helpers. The performance was excellent, and the members of the trade did not lose the opportunity of letting the public know that the flower show was in progress. Both sides of the stage were banked wtih flowers, and as each of the eight acts came on, the players were presented with bouquets of roses, carnations or chrysanthemums.

A theater party at the "Circle," one of the most beautiful motion picture houses in the country, was held Thursday afternoon, and was repeated on the following day for late comers. Those who had already witnesed the screen production, repaired to the Marion Club and participated in a bowling tournament. Many of the ladies proved themselves to be experts at the game, and the visitors from Kentucky took the honors.

Indianapolis florists kept open house at their greenhouses and retail stores Friday morning, and most of the visitors took advantage of the opportunity to inspect local establishments. The ladies whiled away the morning hours in charge of a committee consisting of Mrs. E. E. Temperley, Mrs. Clarence R. Greene, Mrs. Harry Pahud, Mrs. Oscar G. Carlstedt and Miss Bertha Elsner.

About 200 plates were set for the dinner at the Claypool hotel, the famous chateau room being the scene. Almost half of the diners were ladies. An elaborate entertainment was given between courses. Anders Rasmussen, of New Albany, Ind., president of the Indiana association, delivered the address of welcome as soon as the guests were seated. He spoke of a similar occasion in Louisville several years ago, when the Kentucky florists acted as hosts to the Indiana visitors, and asserted that it gave the Hoosiers great pleasure to be able to reciprocate. Mr. Rasmussen called on O. E. Steinkamp, secretary of the organization, for the reading of the roll of honor, containing the names of florists of Indiana who had responded to their country's call. As each name was read, the owner stood to receive the applause of the assemblage. Response was made by August R. Baumer, of Louisville, president of the Kentucky organization. He told the story of the darky, who was asked to change a five-dollar bill, and who, while unable to do so, "was thankful for the compliment." "I am in the position of the darky," said Mr. Baumer. "I should indeed like to express the appreciation of the Kentucky delegation, but it is beyond my powers. Nevertheless, I am grateful for the compliment paid me. It was 30 years ago that I attended my first flower show, and fittingly enough, it was in Indianapolis that it was held. Since that time, many changes have taken place in the personnel and methods of the industry. I miss some of the dear old faces. Yet, there has been no change in the relations between the Indiana and Kentucky florists. The two organizations have always been as one, and this occasion merely serves as an example of that fact. Such meetings are worth while in every respect. It has been truly said that two men who exchange ideas are far better off than those who exchange dollars. Two men with a dollar each, gain nothing by exchanging them, for at the end, each has but one dollar. But two men who have an idea are each twice as well off after the exchange, for each has two ideas. Ladies and gentlemen of the Indiana association, I thank you on behalf of the visitors from Kentucky."

The entertainment was unusually appropriate, a trio who possessed splendid voices, introducing between courses a new song based on the florists' slogan, "Say it with flowers." The song was brought from Chicago by one of the guests from the "Windy City" and scored a hit. "You'd Be Surprised" was another popular number introduced. "Till We Meet Again" was sung by the entire audience, and marked the end of the lighter entertainment. Just as the lights were flashed on, and everyone settled down for the speaking, a bellboy passed through the room, paging Mr. Steinkamp. Joseph Hill

CORSAGE OF SINGLE CHRYSANTHEMUMS.

INDIANA AND KENTUCKY FLORISTS' BANQUET AT JOINT MEETING, INDIANAPOLIS, NOVEMBER 14, 1919.

took the message, saying it had been sent in his charge. He read it: "The Bible says that every man shall take unto himself a wife. It is time that Oliver E. Steinkamp, secretary of the Indiana asosciation, explains why he has not obeyed this injunction."

Mr. Steinkamp was called on for an explanation. "I'd like to know what name is signed to that message," he said. "It is signed by the Chicago Florists' Club," explained Mr. Hill. "Well, I will give you a reply on April 1," answered Mr. Steinkamp.

Irwin Bertermann, of Indianapolis, made the initial address of the evening. Such gatherings, he asserted, were inspiration throughout the year, and served well to tide florists over some of the less favorable situations. Indiana, he said, was proud to entertain members of the trade from Kentucky and other states. Mr. Bertermann commented on the fact that the flower industry is keeping pace with others. He concluded by urging a campaign for more members, with the idea of ultimate representation on the board of the national organization.

Mrs. Kate Nanz, of Owensboro, Ky., spoke briefly, telling of the relations of the Owensboro florists with their Indiana friends just across the Ohio river in Evansville. Mrs. Nanz asserted that the Indianapolis show was equal to any staged in Chicago.

Before introducing E. G. Hill, of Richmond, Ind., one of the veterans of the trade, who recently concluded a trip through the west and British Columbia, Mr. Rasmussen told the story of the Californian at the funeral. The minister, after making an eulogy of the decedent, asked if anyone had anything to say about the late departed. There was a long pause, and then the Californian arose and said: "Well, I don't know anything about the deceased, but I'll be glad to say a few words about California." Mr. Hill apologized needlessly for reminiscences which were deeply interesting to the florists. He spoke of living in Kentucky for two years, and paid tribute to Jacob Schulz, of Louisville, to whom he was indebted for practical aid and inspiration in his early struggles, he said. He also eulogized William Bertermann, founder of the well known Indianapolis firm, and one of the pioneers of the Indiana association. Fred Dorner, of Lafayette, "did as much for floriculture as any man in the country," said the speaker. Refering to his trip through California and other states, Mr. Hill told of the courtesies lavished on him. "I did not accept these for myself alone," said he. "I am sure that the western florists felt that in honoring me, they were to some extent honoring the Indiana florists' association. The word has gone abroad that Indiana has one of the biggest and best societies in the country." Speaking of decorations in the west, Mr. Hill said that the strangest was of a Mormon dignitary's grave at Ogden, Utah. The tombstone was embellished with the names of his 12 wives. Mr. Hill complimented the city of Victoria, B. C., on its work in decorating for the Prince of Wales. "It was splendid work, done in good taste, and not overdone," he said. "If I were a young man, I think I should go to Seattle. You can grow anything there. I saw 20 different varieties of holly, for instance. Portland is truly the city of roses, and I can well believe there are 500,000 plants in the city and its environs. Portland also has a test garden where new varieties of roses are being developed." Mr. Hill spoke of the work of the Japanese and Chinese in California, and quoted one of the former as saying that he had a good day's work done before the white florist was out of bed. "The white florist must get busy," said Mr. Hill. He concluded by offering a bit of good American sentiment. "Wherever we live," said he, "let us remember always that we are the sons and daughters of the greatest nation on earth."

Prof. H. B. Dorner, of the University of Illinois, Urbana, said he had learned three things during his former work at Wabash College at Crawfordsville, where he was assistant in floriculture. "I learned that to grow plants, we must understand plants and know our botany; never to recommend a man unless we are absolutely sure of him, and that we must never stand in the way of the advancement of an associate, no matter what our personal loss may be. I learned these things from Professor Thomas, now dead, who was my chief at Wabash. It was he who urged me to accept the post at the University of Illinois, though the offer came at a most inconvenient time for him." Professor Dorner urged the florists to use and help their state colleges. "Tell them what you want," he said. "Also tell the legislators what you desire. Get the statistics of floriculture. You hear frequent statements as to the size and value of the steel industry. If you secured and compared figures showing the money invested in nurseries, you would find that floriculture is even larger than the steel industry of which we hear so much. Can we not in this great Mississippi valley," he asked, "develop a center of floriculture to which the entire country will turn when it wishes information or instruction? Indiana colleges already have shown the people of the country something of what can be done. Let us make this section of the country a Mecca for all who would learn the secrets of flowers. Let us develop interest in floriculture everywhere in the country. After all, it is not flour or steel or grain or any other manufacturing that makes for the highest form of civilization, but music, painting and flowers—and the last is not the least. Florists have a greater opportunity than any other class of men in the country to act as leaders in the struggle to a higher plane."

A telegram of regret was read from the national organization, which was unable to be represented. Another told of the illness of Mrs. M. A. Reimer's daughter, which prevented that Louisville lady from attending and giving an address.

After the dinner, dancing was held in the Riley room, while card playing was indulged in by those who did not care to woo Miss Terpsichore. Thus the greatest meeting of the Indiana and Kentucky organizations closed.

Officers of the Indiana association, which engineered the arrangements for the meeting are as follows: Anders

Rasmussen, New Albany, Ind., president; Herman Junge, Indianapolis, first vice-president; E. E. Temperley, Indianapolis, second vice-president; O. E. Steinkamp, Indianapolis, secretary; Charles Pahud, Indianapolis, treasurer.

A feature of the flower show was the exhibits of supply houses held in the Claypool, most of them on the same floor as the flower show. Dainty souvenirs were distributed by many of the exhibitors to florists.

Comment was made on the fact that both the Pacific and Atlantic coasts were represented. James A. Brown, of Capitola, Calif., was present, as was a visitor from Connecticut. In addition, Ohio, Illinois and other states were represented.

THE AWARDS.

Chrysanthemums.

Specimen plant grown in not over 12-inch pot—Bertermann Bros. Co., Indianapolis, second, with Elberon; Pahud Floral Co., Indianapolis, third, with Wells' Late Pink.

Six plants, six varieties, grown in not over 7-inch pots—Bertermann Bros. Co., first; Pahud Floral Co., second; E. E. Temperley, third.

Vase of 36 blooms, one or more varieties—Joseph H. Hill & Co., Richmond, Ind., first with William Turner and Yellow Turner; Mt. Greenwood Cemetery Association, Chicago, second with Mrs. C. W. Johnson; Hartje & Elder, Indianapolis, third with William Turner.

Twelve blooms, white, one variety—Hartje & Elder, first with William Turner; Joseph Hill Co., second with Turner; Baur & Steinkamp, Third with Lynwood Hall.

Twelve blooms, pink, one variety—Joseph H. Hill Co., first with Seidewitz; E. G. Hill Co., Richmond, Ind., second with Pink Turner.

Twelve blooms, yellow, one variety—Joseph H. Hill Co., first with Celebration and second with Yellow Turner; Hartje & Elder, third with Yellow Turner.

Twelve blooms, any other color, one variety—Hartje & Elder, first with W. H. Waite; E. G. Hill Co., second with Roy.

Special prizes offered by Theo. Kuebler, Evansville, Ind., for largest individual bloom—Hartje & Elder, first with William Turner; Joseph H. Hill Co., second with William Turner; Bertermann Bros. Co., third with Louisa Pockett.

Vase of 24 large blooms arranged with either single pompons or pompon anemones, or both, one or more colors, new varieties permitted—Bertermann Bros. Co., first; Clarence R. Green, second.

One hundred sprays pompons arranged for effect, one or more colors—Baur & Steinkamp.

Ten sprays pompons, white, one variety—Baur & Steinkamp, first with White Doty; E. G. Hill Co., second with Marianna; Bertermann Bros. Co., third with White Doty.

Ten sprays pompons, pink, one variety—E. G. Hill Co., first with Captain Cook; Hartje & Elder, second with Lillian Doty; Baur & Steinkamp, third with Acto.

Ten sprays pompons, bronze, one variety—E. G. Hill Co., first with Golden Feather; Baur & Steinkamp, second with Lillia; Hartje & Elder, third with Inga.

Ten sprays pompons, any other color, one variety—E. G. Hill Co., first with Flora.

Ten sprays singles, one or more varieties—H. W. Rieman, Indianapolis, second with seedling; E. E. Temperley, third with Mensa.

Ten sprays pompon anemones, one or more varieties—Hartje & Elder, first; Baur & Steinkamp, second.

H. W. Rieman's special prizes for 25 sprays Pompon Peace—Hartje & Elder, first; H. W. Rieman, second.

Roses.

Twenty-five blooms, white—Bertermann Bros. Co., second with White Killarney.

Twenty-five blooms, pink—F. H. Lemon & Co., Richmond, Ind., first with Premier; E. G. Hill Co., second with Premier; W. Frank & Sons, Portland, Ind., third with Premier.

Twenty-five blooms, yellow—Bertermann Bros Co., third with Sunburst.

Twenty-five blooms, red—Bertermann Bros. Co., first with Milady and second with Hoosier Beauty.

Twenty-five blooms, any other color, one variety—Bertermann Bros. Co., second with Ophelia.

Carnations.

Fifty blooms, white, one variety—W. Frank & Sons, first, with Matchless.

Fifty blooms, flesh pink, one variety—Joseph H. Hill Co., first, with Laddie; Hartje & Elder, second, with Laddie.

Fifty blooms, dark pink, one variety—W. Frank & Sons, first, with Ward.

Fifty blooms, red or scarlet, one variety—W. Frank & Sons, first, with Nebraska; Baur & Steinkamp, second, with Merry Christmas; Bertermann Bros. Co., third, with Belle Washburn.

Miscellaneous.

Six begonia plants, not over 7-inch pots—E. E. Temperley, first; Baur & Steinkamp, second.

Exhibits Not in Competition.

Group of exhibition chrysanthemum plants—Vaughan's Seed Store, Chicago and New York, special award.

Table of orchids by Smith & Young Co., Indianapolis, special award.

Basket of Ruth Baur carnations, arranged by Bertermann Bros. Co., special award.

Three baskets of new begonias by H. W. Rieman, special award.

Basket of yellow chrysanthemums, grown by Hartje & Elder, exhibited by Pahud Floral Co., special award.

Exhibit of Begonias Lorraine and Chatelaine by Bertermann Bros. Co., special award.

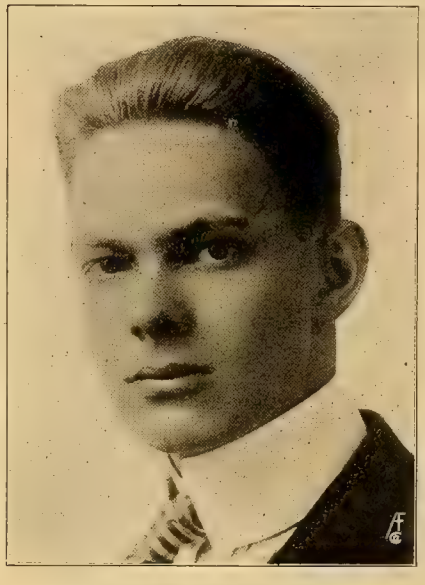
Vase of yellow chrysanthemums by Purdue University, special award.

Group of cyclamens and ferns by A. Wiegand Sons Co., Indianapolis, special award.

Vase of Madame Butterfly roses by E. G. Hill Co., special award.

Silver cup for exhibit of pompons, anemones and single chrysanthemums—University of Illinois, department of floriculture.

An exhibit of Elmer D. Smith & Co., Adrian, Mich., including new commercial pink chrysanthemum, Perfection, and a collection of pompons, baby type, arrived late but was given honorable mention. A shipment of roses from John H. Dunlop, Toronto, Ont., also arrived too late to be scored, but were in excellent condition and appeared to be promising new pink varieties.



John Wittbold, Secretary-Elect.
Chicago Retail Florists' Association.

New Varieties Judged for Certificates.

Among the new chrysanthemums and carnations judged for certificates, 85 points required, were the following: Carnation Edna, red, 76 points, and Harvester, white, 88 points, exhibited by Baur & Steinkamp. Chrysanthemum J. W. Price, 89 points, and Celebration, 88 points, exhibited by Elmer D. Smith & Co., Adrian, Mich., Nos. 711—1916, 91 points; 78—1916, 91 points; 31—1916, 87 points; Exhibition scale, Mrs. C. W. Johnson, 93 points; No. 32—1916, 78 points; exhibited by Mt. Greenwood Cemetery Association, Chicago.

THE VISITORS.

William Abrahamson, Chicago.
Milton Adler, New York.
George Asmus, Chicago.
H. Bach, Chicago.
August R. Baumer, Louisville, Ky.
Anthony Bens, Cincinnati, O.
H. C. Bickel, Louisville, Ky.
G. H. Blackman, Evansville, Ind.
H. D. Brown, Lafayette, Ind.
James A. Brown, Capitola, Calif.
Irvin Buchholz, Muncie, Ind.
Oscar T. Carlstedt, Indianapolis, Ind.
L. A. Coles, Kokomo, Ind.
J. D. Conner, Jr., Wabash, Ind.
H. S. Crosby, Indianapolis, Ind.
C. P. Dietrich, Maysville, Ky.
H. B. Dorner, Urbana, Ill.
John Eitel, Greencastle, Ind.
John A. Evans, Richmond, Ind.
B. L. Fern, Chicago.
P. J. Foley, Jr., Chicago.
C. L. Frank, Portland, Ind.
Henry Fuchs, Louisville, Ky.
George R. Gause, Richmond, Ind.
D. S. Geddis, St. Louis, Mo.
John Grande, Indianapolis, Ind.
C. R. Greene, Indianapolis, Ind.
Louis Gueltey, New Albany, Ind.
H. H. Hack, Indianapolis, Ind.
John Hartje, Indianapolis, Ind.
Henry B. Henley, Terre Haute, Ind.
Robert M. Henley, Hartford City, Ind.
B. F. Hensley, Knightstown, Ind.
L. B. Hensley, Kokomo, Ind.
T. D. Hepler, Portland, Ind.
E. G. Hill, Richmond, Ind.
Jos. H. Hill, Richmond, Ind.
Warren Huckleberry, North Vernon, Ind.
A. N. Humason, Chicago.
Chas. W. Johnson, Chicago.
R. E. Jones, Richmond, Ind.
N. Kiger, Marietta, O.
W. H. Kleinstarink, Louisville, Ky.
W. L. Korb, Indianapolis, Ind.
Theodore Kuebler, Evansville, Ind.
O. H. P. Lawrence, Louisville, Ky.
Herman J. C. Leitz, New Haven, Ind.
Fred H. Lemon, Richmond, Ind.
W. E. Lommel, Lafayette, Ind.
T. D. Long, Chicago.
A. F. Longren, Chicago.
Walter Luns, Portland, Ind.
O. F. McKee, Indianapolis, Ind.
E. H. Mann, Richmond, Ind.
William Mann, Louisville, Ky.
Victor Mathis, Louisville, Ky.
G. Robert Miller, Louisville, Ky.
Frank L. Morris, Bloomington, Ind.
M. L. Morris, Bloomington, Ind.
Fred J. Murphy, Cincinnati, O.
W. Ray Murphy, Cincinnati, O.
Dillon Myers, Bluffton, Ind.
Grover Nanz, Owensboro, Ky.
Edwin Nelson, Indianapolis, Ind.
Martin Nelson, Indianapolis, Ind.
C. A. Pahud, Indianapolis, Ind.
Chas. G. Pahud, Indianapolis, Ind.
H. F. Pahud, Indianapolis, Ind.
Lewis G. Pleiss, New Albany, Ind.
H. G. Piel, Richmond, Ind.
George W. Plinke, Louisville, Ky.
Anders Rasmussen, New Albany, Ind.
George Rasmussen, New Albany, Ind.
C. A. Ransdell, Indianapolis, Ind.
G. M. Reyburn, Chicago.
H. J. W. Richmond, Sullivan, Ind.
C. A. Rieman, Connersville, Ind.
H. Dale Roth, Lafayette, Ind.
O. W. Saville, Kokomo, Ind.
Ben Schroeder, Richmond, Ind.
Mark Schroeder, Richmond, Ind.
Jacob Schultz, Louisville, Ky.
H. W. Sheppard, Cincinnati, O.
H. T. Snyder, Louisville, Ky.
G. V. Stanley, Lafayette, Ind.
O. E. Steinkamp, Indianapolis, Ind.
Geo. E. Schulz, Louisville, Ky.
H. H. Swaim, Lafayette, Ind.
Harry Swearingen, Crawsfordsville, Ind.
D. L. Swift, New Albany, Ind.
G. C. Switzer, Frankfort, Ind.
E. E. Temperley, Indianapolis, Ind.
J. G. Turner, Rushville, Ind.
Karl Tullhy, New Albany, Ind.
C. G. Walker, Louisville, Ky.
Emile Walther, Louisville, Ky.
William Walker, Louisville, Ky.
Lee S. Walker, Louisville, Ky.
Edgar Weber, Terre Haute, Ind.
Peter Weiland, New Castle, Ind.
D. E. Weller, Louisville, Ky.
Joseph Wettle, Louisville, Ky.
R. R. White, Troy, O.
George Wiegand, Louisville, Ky.
William Williamson, Louisville, Ky.
Frank Wilson, Muncie, Ind.
C. O. Wilcox, Louisville, Ky.
Thomas Woodard, Edinburg, Ind.
A. J. Zech, Chicago.

THE LADIES.

Mrs. A. R. Baumer, Louisville, Ky.
Mrs. G. H. Blackman, Evansville, Ind.
Mrs. James A. Brown, Capitola, Calif.
Mrs. George Cann, Logansport, Ind.
Mrs. H. S. Crosby, Indianapolis, Ind.
Miss Bertha Elmer, Indianapolis, Ind.
Mrs. J. A. Evans, Richmond, Ind.
Mrs. C. R. Greene, Indianapolis, Ind.
Edna Hein, New Haven, Ind.
Mrs. B. F. Hensley, Knightstown, Ind.
Mrs. N. Kiger, Marietta, O.
Mrs. W. L. Korb, Indianapolis, Ind.
Mrs. P. L. Maher, New Haven, Conn.
Mrs. Victor Mathis, Louisville, Ky.
Mrs. O. F. McKeen, Indianapolis, Ind.
Mrs. Dillon Myers, Bluffton, Ind.
Miss K. Nanz, Owensboro, Ky.
Mrs. Harry Pahud, Indianapolis, Ind.
Mrs. L. G. Pleiss, New Albany, Ind.
Mrs. M. L. Ploughe, Elwood, Ind.
Mrs. Anders Rasmussen, New Albany, Ind.
Mrs. Geo. Rasmussen, New Albany, Ind.
Mrs. G. M. Reyburn, Chicago.
Mrs. C. A. Rieman, Connersville, Ind.
Miss Frieda, Rieman, Indianapolis, Ind.
Mrs. H. D. Roth, Lafayette, Ind.
Mrs. G. E. Schulz, Louisville, Ky.
Mrs. Jacob Schulz, Louisville, Ky.
Mrs. G. C. Switzer, Frankfort, Ind.
Mrs. E. E. Temperley, Indianapolis, Ind.
Mrs. A. A. Tillett, Indianapolis, Ind.
Miss E. V. Walker, Louisville, Ky.
Mrs. L. S. Walker, Anchorage, Ky.
Mrs. Frank Wilson, Muncie, Ind.

AMERI A FLOWER SHOP'S DISPLAY AT DENVER FLOWER SHOW, OCTOBER 29-31.

Denver Society of Horticulture Show.

The annual flower show of the Denver Society of Ornamental Horticulture was held in the city auditorium, Denver, Colo., October 29-31, the exhibition surpassing all previous achievements of the society in this line. On the whole, the displays were unusually good, and at a conservative estimate, it was visited by more than 50,000 persons. Great credit is due the Denver Garden Club, for its splendid support, both before and during the show. The Elitch Gardens Co. staged a fine display of chrysanthemums, noteworthy being Turner, Marigold and Chieftain. They also made an excellent showing of Premier and Ophelia roses, and their begonias showed good form. The Mauff Floral Co. was awarded first prize in the class of Premier roses and also exhibited a beautiful basket of Ophelia, together with a splendid display of palms, ferns, carnations and chrysanthemum cut blooms.

The Park Floral Co., as usual, had the largest exhibit of the show, its baskets, as well as corsage bouquets, always being the center of admiring throngs. A large number of pot chrysanthemums of the Caprice variety showed splendid condition. In contrast with a strong background of palms and ferns, the largest basket of Turner chrysanthemums arranged with autumn foliage ever seen at an exhibition of the society was a distinctive feature. A table decoration was also effectively arranged.

The Pikes Peak Floral Co., of Colorado Springs, had its usual fine display of chrysanthemums this year, added to which was a collection of baskets that would be hard to surpass anywhere. One of these, decorated with baby blue ribbon, filled with yellow chrysanthemums, attracted the attention of every visitor. Another basket arrangement of Ophelia roses made another exhibit of delicate colors rarely seen. A fine table decoration also occupied a portion of the firm's space.

The largest chrysanthemums of the show were staged by the Glen Eyrie Greenhouses, Colorado Springs, the features being Turner, white, and Chieftain, pink and white, in sizes surpassing anything previously seen at a Denver exhibition. D. S. Grimes & Son also had their usual high grade of chrysanthemums as well as a fine lot of Cottage Maid, Nebraska and Matchless carnations. In the Fairmount cemetery exhibit, special mention is due the fine showing of chrysanthemums in the varieties Razer, Winter Cheer, Turner, White Diana, Garza and W. Buckingham. The Crown Hill cemetery also staged excellent chrysanthemums and carnations, being the only exhibitor of Chrysolora.

Among the retail stores represented, the America Flower Shop drew special attention with a display of winter baskets, colored double gypsophila arranged with autumn foliage and orchids, presenting one of the novelties of the show. The general arrangement of this exhibit was most attractive, being banked against the side wall of the auditorium to a height of nearly 20 feet. The Daniels & Fisher Stores Co. also had an attractive space near the entrance to the tea room, well filled with a fine display of baskets of Caprice chrysanthemums and Ophelia roses, together with a fine line of corsages, all effectively arranged. The Alpha Floral Co. had a most attractive table, a velvet ribbon design lending pleasing contrast in the splendid arrangement of baskets placed upon it. George Cooper also had an excellent showing of autumn baskets, sweet peas and Ophelia roses. The Washington Park Floral Co. had as its feature, Carnation Denver, which will be disseminated next year. The Boldt & Lundy Flower Shop arranged a fine table of floral designs and cut flowers.

Mrs. S. B. Walker, who for the past 20 years has been engaged in growing Colo-

MAUFF FLORAL CO'S EXHIBIT OF PALMS AT DENVER FLOWER SHOW, OCTOBER 29-31.

rado native flowers, gave an exhibition of the varieties best suited to cultivation. She had a large collection of seeds as well as dainty cases of flowers from above the timberline on Pikes Peak, these being treated in such a manner as to show them growing in their native habitat. The varieties included rare eritrichium, with its forget-me-not coloring; Gentian frigida, Primula Parryi, Dryas octopetela, Mertensia alpina, Androsace shamæjasme, lloydia, Sieversia turbinata and others. The colors were perfectly preserved.

The city of Denver displayed chrysanthemums in several varieties and special mention is due the exhibit of Chapman begonias, a new local product, and the showing of large pnoenix.

One of the big attractions of the show was the display of S. Knudsen, of Boulder, Colo., whose choice collection of orchids was much admired. C. F. Maler also had a fine lot of cattleyas and cyclamens. W. D. Berger, one of the prominent members of the flower show committee and an expert in orchid growing, also had on view part of his fine collection.

Louis Kintzele had a fine offering of calendulas, George Braun exhibited Colorado silver cedars, and Fred Von Holdt had excellent Colorado-grown evergreens and deciduous trees. The Barteldes Seed Co. featured a fine display of Boston ferns and a large floral basket very handsome in arrangement.

Outside Tulips.

The tulips should be planted in the beds as soon as possible from now on. It will do them no good to remain out of the soil, for they will lose some of their vitality. While we do not like to plant them out when the soil and weather are warm, yet October and early November is the proper time to get them in. There is danger now of the ground becoming frozen at any time and they should all be planted while the ground can be worked, for it is very difficult to set them even after a thin crust has formed on the soil. The covering can, however, be left until freezing weather sets in, and, in fact, is better, for if the ground becomes frozen the bulbs will not make any top growth, which is likely to occur if covered now and kept too warm. Do not cover too deeply. The object of the covering is not to prevent the soil from freezing, but to prevent the alternate thawing and freezing that often occurs and which will in some cases throw the bulbs out of the soil altogether. Leaves three or four inches thick make the best covering, with boughs or boards laid across to prevent the winter winds from blowing them away.

New York Spring Show.

GRAND CENTRAL PALACE, MAR. 15-21, 1920.

Preliminary arrangements for the show are practically completed even at this early date, and prospects are bright for another very successful exhibition. The final schedule of premiums is now in press, and if anyone interested should not receive a copy within the next 10 days, he should make application to the secretary for one. In some of the usual classes, the value of the prizes has been materially increased.

The prizes, in the 100 square foot collection of cut orchids have been fixed as $200 first, and $100, second. As much as $1000 is offered in the class covering a 500 square foot bulb garden in three prizes, $500, $300 and $200. In the open class for the display of rose plants in the form of a growing garden, the prizes offered are $500, $300 and $200, and similar prizes are offered in the class for the display of cut roses covering 300 square feet, and this class is to be repeated on the Thursday of the show week, with the prizes duplicated, an innovation which the public will appreciate. The prizes in the class for a display of carnations covering 150 square feet of space are $150, $100 and $50.

The official programme is well under way, and will contain, beside the usual programme matter, cultural articles by leading floriculturists.

The Garden Club of America, the well known national organization, has arranged for the installation of a special booth covering an area of 1,500 square feet, in which lectures will be given daily, and conventions of different clubs held. It is also expected that an illustrated lecture will be given each afternoon and evening. There will be a tea room, as before, conducted by ladies connected with hospital work.

The flower show committee is assured that the retail florists will take a more active part in this show, which will add to the occasion. The Dupont interests, which now have control of the Grand Central Palace, will also participate in the exhibition through the International Exposition Co.

There has been a great demand for trade space, and practically all available space on the main floor has already been reserved. The following are among those who have made early reservations:

A. T. Boddington Co., Inc., New York.
Bobbink & Atkins, Rutherford, N. J.
Schloss Bros. Ribbons, Inc., New York.
Max Schling, Inc., New York.
Chas. H. Totty Co., Inc., Madison, N. J.
Mountain Community, Inc., New York.
Matthews Mfg. Co., Cleveland, O.
A. N. Pierson, Inc., Cromwell, Conn.
Roman J. Irwin, New York.
Hicks Nurseries, Westbury, N. Y.
F. R. Pierson, Tarrytown, N. Y.
Coldwell Lawn Mower Co., Newburgh, N. Y.
Arthur Cowee, Berlin, N. Y.
George L. Stillman, Westerly, R. I.
Miller & Doing, Brooklyn, N. Y.
John Scheepers Co., Inc., New York.
W. F. Leary, New Rochelle, N. Y.
J. C. Kraus Cast Stone Works, New York.
Lord & Burnham Co., Glen Cove, N. Y.
Bon Arbor Chemical Co., Paterson, N. J.
S. P. Townsend Co., Orange, N. J.
National Association of Gardeners.
Julius Koehrs Co., Rutherford, N. J.
A. T. DeLaMare Co., New York.
Hitchings Co., Elizabeth, N. J.
Fulper Pottery Co., Flemington, N. J.
C. H. Allender, New York.
Doubleday, Page & Co., Garden City, N. Y.
Maurice Fuld, New York.
A. L. Miller, Jamaica, N. Y.
Shawnee Mower Co., Shawnee-on-Delaware, Pa.
Muller-Sealey Co., New York.
R. & J. Farquhar & Co., Boston, Mass.
Chronicle Press, New York.
The Davey Tree Expert Co., Kent, O.
The Touchstone, New York.
J. B. Lippincott Co., Philadelphia, Pa.
B. Hammond Tracy, Wenham, Mass.
Climax Mfg. Co., Castorland, N. Y.
E. F. Hodgson Co., Boston, Mass.
House & Garden, New York.
The Cloche Co., New York.
The Skinner Irrigation Co., Troy, O.
The Florists' Exchange, New York.
Robert Craig Co., Philadelphia, Pa.
Wm. H. Lutton Co., New York.
H. B. Marinelli, Montvale, N. J.
Benjamin Hammond, Beacon, N. Y.
American Gbs. Mgf. Co., New York & Chicago.
King Construction Co., North Tonawanda, N. Y.
Vaughan's Seed Store, Chicago and New York.
Lewis & Valentine, Roslyn, L. I., N. Y.
Bartlett Co., Stamford, Conn.
Macaw Bros., Norwood, Pa.
New Britain Machine Co., New Britain, Conn.
Hartmann-Sanders Co., New York and Chicago.
Arthur Dummett, Inc., Mt. Vernon, N. Y.
T. E. Nevins, New York.
Garden Clubs of America.
Quality Brands Co., Cleveland, O.
The Garland Co., Cleveland, O.
Kroeschell Bros. Co., Chicago.
N. Y. and N. J. Plant Growers Association.
F. J. Mead, Newark, N. J.

JOHN YOUNG, Sec'y.

National Publicity for Flowers.

The first complete order for a billboard sign, that is, an order accompanied by a cheque covering the price, $50, was received from the Springfield Floral Co., Springfield, N. J., and the sign is to be installed on the company's property along a much traveled highway. Florists ordering billboard signs are requested to observe the requirement of our committee, that cash accompany the order. The reason for this is obivous. Under the terms of our contract with the manufacturers of the billboards, we are obliged to make prompt payment of all invoices in order to get the specially low price on our quantity liability, and if our requirements were not made, we should have to face a temporary necessity of meeting our liability from our fund, which would not be right, for it would have a tendency to impede our publicity work. A billboard purchased individually would cost $95, at factory, while we supply them under our contract for $50, delivered at any railroad station in the United States. We have orders pledged covering 100 of the billboards, some of the pledges calling for four billboards each. Our committee is very anxious to get 500 of these splendid publicity agents working, and all who have sites, and feel that they can help us to the extent of purchasing a sign, are urged to get into communication.

Our committee is most anxious to hear from that big army of non-subscribers to whom it has been appealing for some time. What a tremendous success their support would mean for the complete establishment of our slogan, "Say it With Flowers," the best slogan ever promulgated. Already, our promotion bureau is in receipt of requests from publicity engineers in other lines of trade for the privilege of using it to carry along counter slogans of their own. One such personage, quite recently applied for the privilege of using it in connection with publicity for candy. He proposed to use it in the following way:

"Say it With Flowers"
"Prove it With Candy."

Needless to say, our committee does not approve of a proposition of this kind. Our slogan has cost too much to publicize, to allow of its use in the interests of other industries. Expert publicity men concede that its value to us is not less than a million dollars as an investment. Our friends are to keep on the lookout for any misuse of it. And while we are on the subject, let us suggest that florists' who are using it, be sure to use it in the script form adopted for all our publicity. While printers as a rule cannot duplicate the form from ordinary type, our promotion bureau provides, at small cost, electrotyped lines in a variety of sizes, and adaptable for any purpose. They make a wonderful difference in the appearance of the slogan.

Now will you, Mr. Non-subscriber, wake up to the importance of immediately subscribing to the campaign fund? You are receiving the benefit of our publicity—we cannot prevent that, even if we should wish to do so. Our campaign is conducted on broad lines, as it ought to be—but who should pay for the publicity, if not those who receive benefit from it? He must have a heart of flint who will not contribute his mite to the fund. Our committee works hard to make every dollar count in the publicity—and the detail work in connection with it is costing very

FLOWER SIGN OF H. N. BRUNS, CHICAGO, IN COLORS.
Size 15x25 Feet. Cost $300.00.

much less than such work has cost most other campaigns. There is no wastage, not a penny goes astray, nor is likely to under the sharp eyes of the gentlemen who are directing the campaign, and are prominent contributors to the fund themselves.

Do not let another week pass. Sit down at once and send off your cheque to the secretary, 1170 Broadway, New York. The amount need cause you no anxiety. Send whatever you think you can afford. JOHN YOUNG, Sec'y.

Western New York Publicity Fund.

Growers, wholesalers and retailers of Buffalo, N. Y., and vicinity are raising a fund for the purpose of promoting the sale of flowers in western New York. President J. F. Ammann, of the Society of American Florists, addressed 100 retailers and growers in that city, October 25, having for his topic, "The Value of Advertising," and presented the subject in such a convincing manner that it was easily to be seen that it was necessary for the grower to advertise his product. The retailer understands the value of advertising, but in the growers' case, it is a matter of education. His address brought out many points showing the advantage of publicity to this branch of the trade, the growers were enthused and a plan of action was worked out.

Another meeting was held October 30 at which 32 growers and retailers subscribed the sum of $6,500. Since that time 43 names have been added to the subscription list, making a total of 75 who have contributed a total of $9,400, representing 75 per cent of the florists of Buffalo and growers who ship to that market. On November 6, the subscribers met and elected the following committee: Wallace H. Eiss, chairman; Robert Scott, Mark Palmer, Arthur Kowalski, Harold Brookins, C. F. Treichler and Edward Lehde. The committee's aim is to have 100 per cent of both retailers and growers represented and increase the fund to $10,000, and there is little doubt that it will be successful in accomplishing this.

The following resolutions were unanimously adopted at the meeting October 30:

1. That a voluntary guarantee fund be raised by the retail florists of Buffalo and the growers of cut flowers and plants, who grow and sell their products within the city, and the growers of cut flowers or plants who ship to or bring their products to Buffalo, and the seedsmen and nurserymen of the city of Buffalo.
2. That the name of the fund be "Western New York Florist Publicity Fund."
3. That this guarantee fund is to be used solely for the purpose of promoting the sale of flowers in western New York, and a certain part of the fund is to be set aside by the committee for national publicity.
4. That the moneys so guaranteed be turned over to an advertising committee, who will have in charge the matter of properly using the fund collected for advertising purposes in promoting the sale of flowers and plants.
5. That the advertising committee consist of three (3) growers, who ship to or sell their products in the city of Buffalo; three (3) retail florists, who have their business in the city of Buffalo, and one wholesaler of the city of Buffalo.
6. That the subscribers of this fund elect this committee by ballot on the last Thursday of October of each year.
7. That the term of the committee be one year, starting November 1st, 1919, or until their successors are duly elected.
8. That the committee so elected call together the subscribers to the fund at least once in every three months and make a detailed report of moneys collected and expended.
9. That the subscriptions to this fund are not to be binding unless at least 75 per cent of the retail florists of the city of Buffalo and 75 per cent of the growers within the city of Buffalo, and 75 per cent of the growers, who ship to or sell their products in the city, subscribe to the fund.
10. That the subscriptions to this fund be for one year.
11. That the subscriptions be paid to the committee in four (4) equal payments.
12. That the payments be made every three (3) months in advance.
13. That the subscriptions made to the fund by the several individuals be binding.
14. That the subscribers to the fund reserve the right to call a meeting of the subscribers at any time upon presenting a written petition to the elected committee, if signed by at least 25 per cent of the subscribers to the fund.
15. That these resolutions can be amended at any regular meeting of the subscribers by two-thirds vote of the subscribers present at that meeting.

Coming Exhibitions.

[Secretaries are requested to supply any omissions from this list and to correct any dates that have been altered since the last advices.]

January 21-22, 1920, Chicago.—Annual exhibition of the American Carnation Society. A. F. J. Baur, secretary, 3800 Rockwood avenue, Indianapolis, Ind.

March 15-22, 1920, New York.—Flower show of the New York Florists' Club at Grand Central Palace. John Young, secretary, 1170 Broadway, New York.

Edison and His Pleasure.

Edison, in his home, told Roger Babson, of Wellesley Hills, the great statistician, that he made the most money on his moving picture machine, but gained the most notoriety from his talking machine, and the most satisfaction from his invention of the incandescent electric light, although he never got a cent out of the patents, as they were all stolen from him. But he still maintains that the electric light invention gave him the most happiness in spite of the fact that he received nothing out of it. The pleasure he receives in seeing the various places throughout the world using it, has amply repaid him.

The Society of American Florists feels that the knowledge of having spread the propaganda of "Say It With Flowers" is something that has given the florists the same light that Edison gave to the world. There is satisfaction in being able to give something that will merit reward, but it is far more satisfactory to the user to know that he has also contributed to the cause to permit of the continuity of its uses.

To many who have felt their inability to do their share toward the campaign fund, we will quote William Ellery Channing; "A man in earnest, finds means, or, if he cannot find, creates them." Our fund consists of amounts so elastic as to allow anyone to give who will. How do you feel when your name is off the list?

HENRY PENN,
Chairman National Pub. Campaign.

BUFFALO, N. Y.—A 19-month old chrysanthemum plant with nearly 1600 blooms was one of the features of the annual municipal flower show held here, November 9-18.

NEWARK, N. J.—The Massman Company has been incorporated with a capital stock of $100,000 by Harry H. Picking, Charles O. Beyer and Stanley L. Gedney, Jr., and will engage in the florist and nursery business.

With Buffalo, N. Y. Retailers.

The florist business of Buffalo is in good hands, the stores generally being well kept and conducted in as up-to-date a manner as are those in all the leading cities. W. J. Palmer & Son's Delaware avenue shop is a dream, occupying a lot 25x235 feet; 100 feet store and 135 feet greenhouse. Two extensive flower cases contain quantities of stock, with a large cold storage room in the basement, all kept cool by an automatic system, which insures an even temperature. An electrically lighted framework, displaying transparencies of choice artistic floral wedding and other arrangements, is very attractive. A roomy basement under the store contains all the frames, boxes and other accessories of the business. The folding paper boxes are stored in bins, on end, being, it is said, more accessible than when laid flat on shelves. A "Help Yourself" system of selling flowers has been tried out here and proved a success. A glass cash receiver, such as is used on street cars, is set up on a box, into which the money falls. Around this is fitted a wire frame, to which are attached a number of wire spirals, which hold test tubes filled with water, each containing a rose. A card, which bears the words, "Help Yourself—10 cts. each," is the silent salesman. This turns in an average of $5 a day in cash sales. The electric bowl lights on the ceiling, the rugs on the floor, and the display tables and other features, make this the handsomest store in the city. Their Main street store, right in the heart of the retail district, is, with its entrances on two streets, a very well arranged and busy shop.

S. A. Anderson, 440 Main street, in the thick of things, has a commodious and up-to-date shop. A large window contains a wealth of bloom and well made baskets. This is not partitioned off at the back, but is open, so that a full view of the store is afforded. Large mirrors are effectively placed to enhance the beauty of the interior and reflect the many large vases of flowers and groups of palms, ferns and flowering plants. A roomy basement gives needed space for the handling of large orders or busy holiday seasons.

Wm. Scott Co., Inc., with their store and greenhouse combined at Main and Balcomb streets, handle their business most economically. Large, well dressed show windows are a feature.

Felton's Shop of Flowers, 1388 Main street, is a model store, widest on the street front, where its large show windows make an attractive display. The interior is tastefully fitted up with white enameled tables and wall fixtures. There is offered a good stock of plants and flowers.

L. H. Neubeck, at Main and High streets, with store and greenhouses together, makes a very good bid for the business of this residential district. He is especially well equipped for holiday business.

W. H. Sievers, 330 Genesee street, has a commodious shop, built to his order, in which he makes a special bid for funeral work. To give an idea of the extent of the business, a carload of sphagnum moss, 125 five barrel bales, is used each year in filling designs, hundreds of which are kept mossed up, ready for instant use. Standing, full-round wreaths are favored in sizes from 10 to 24 inches. All designs are backed with green wax paper. Frames for casket covers are in several lengths, all seven inches wide. These are made of corrugated pasteboard, with a stout wire edge. When mossed, they are quite firm, yet flexible. When nicely filled, they cover the top of a casket very effectively. A well-lined wooden box, five feet long, 12 inches deep and two feet wide, is used for funeral palms in winter. This holds six palms laid down, and protects them from frost in quite long distance hauling in cold undertakers' wagons. Green and bronze galax are found much better material for edging design work than ferns.

Jacob B. Wiese has a model shop in the Washington market. Large show windows on both sides, in which there are displays of plants, flowers and made up work, make a splendid showing.

Peter Hoffman, 301 Washington market, has also a very convenient and compact place of business in which he makes a good showing. The benefits of the market's cold storage system in the cutflower show cases is a great convenience.

Stroh's Quality Flowers, 379 Main street, is a busy place, being in the heart of the shopping district. A large stock of cut flowers, all well featured in window and store, made this an attractive shop.

There are a number of other stores, over 75 different establishments, many of them quite important, all showing the Buffalo energy, but it was not possible to visit each of them at this time.

K.

San Francisco.

FINE DEMAND IN ALL LINES.

Trade is in fine condition here in all branches of business. There is a steady demand for flowers of every description, with the result that both wholesaler and retailer are cleaning up all daily offerings of stock. In chrysanthemums, which are still the most popular seasonable flowers, prices of all stock are firm. While the daily receipts are not so heavy as heretofore, owing to the advancing season, there is still a fine lot of blooms to select from. The Turner family has now passed out for this season. Chieftain, May Hunter and Dr. Enguehardt are the leading pink varieties. Some very fine Helen Frick are also to be had. In whites, Jennie Nonin and White Chieftain are best. Mrs. O. H. Kahn is the leading bronze, while Major Bonnaffon is about the only thing we have in yellow. The Chinese growers are sending in heavy cuts of small white and pink chrysanthemums, most of which are used in funeral work. They are very acceptable just at present, for there is a scarcity of other stock for this work. Pompons are more in evidence now than for some time past. Every color is available, and this stock is in much demand for decorative work of every description. There is quite a supply of singles, also. The rose market is in very good shape. Stock is in generous supply and bringing good prices. There is a steady call for first-class Russell, but only a limited supply is arriving. All other varieties may be had in the best of quality, particularly Ophelia and Columbia. Shawyer, Radiance and Hadley are also good and sell readily. There are no more Ulrich Brunners. Just now Cecile Brunner is quite scarce. It is in great demand. Quite a good supply of Mrs. Aaron Ward is coming in. This is very popular for corsage work and largely used in the absence of Cecile Brunner. The shipping demand for roses is reported as quite strong in the wholesale market. Most of the carnations arriving are of poor quality and substance. Very little of the new crop has come in that might be said to be first-class. Most of the stock received is from plants that are being held over, and consequently are inferior. Good stock commands fine prices. The violet market is somewhat overcrowded, owing to oversupply. While the shipping trade is disposing of an immense cut every day, it does not seem to diminish the supply much, and violet peddlers are to be seen everywhere, trying to dispose of surplus stock. They are offering both the Giant and Princess. This condition is liable to end as soon as the cold weather sets in. The orchid supply has shortened up very much during the past week, and at present, there is not enough stock to supply the local demand. This applies to cattleyas only, as we still have quite a few of the other varieties, such as oncidiums and odontoglossums. As yet, we have no lily of the valley. The supply of all outdoor flowers is practically at an end. Some very nice ericas are coming in, and are moving well, chiefly in basket work. Cut cyclamens are coming in freely, and sell rapidly. There is little change in the plant situation. Cyclamens are to be had, but no fancy stock has arrived as yet. There is a consistent demand for Bostons in all sizes. Cibotiums and aspidistras also sell well. Ferns of all varieties and asparagus are getting scarcer every day.

NOTES.

The Western Nursery Company, at Redwood City, is sending in a large cut of chrysanthemums to this market. They are also cutting a large crop of pompons. Their greenhouses are planted to carnations, principally the Enchantress family. The S. Enomoto Nursery, at Redwood, is another grower who has made a great success of chrysanthemum growing. He is also an extensive shipper of cut flowers. Quite a stock of Japanese plants is carried at this place, most of which is disposed of locally. Carnations are grown, both outdoors and under glass.

Efforts to save from extinction, by ruthless tearing up and waste, Hetromeles arbutifolia, often called the California Christmas berry, one of the state's most colorful marks of beauty, are being made by Mrs. Bertha M. Rice, secretary of the California Wild Flower Conservation League. Mrs. Rice is soliciting the aid of scientists, school children and nature lovers in her fight. She will address the Audubon Society of the Pacific this coming week on "Natural Flora and its Influence on Wild Flower Conservation."

Martin A. Poss, proprietor of the Floral City greenhouses, at San Mateo, reports that trade has been excellent at his place. His store has been kept busy with funeral work right along. His greenhouses are all filled with seasonable stock, and the greater part of it is for his holiday trade. Mr. Poss has made many improvements at this place in the last few years, and has built up a very substantial trade. He has developed a large landscape department, which employs many men.

Owing to the scarcity of European bay trees in this market during the past few years, some of our growers selected Eugenia Myrtifolia as being a good substitute. They have been trained as standards and pyramids, and have proven to be a great success. They are not attacked by scale, and where climatic conditions are suitable, they should be very desirable. They are being largely used in this city and give much satisfaction.

The E. W. McLellan Co. will shortly be in with a fine cut of Russell roses. Their range at Burlingame is in the best of shape, and the crop outlook is very good. They are cutting a large supply of Asparagus plumosus, all of which is used in their shipping trade, which Manager Avensino reports to be very brisk. Chrysanthemums, roses and violets make up the bulk of the stock going out.

Albert O. Stein's splendid store at 1150 Sutter street, has been receiving a fine lot of exhibition blooms of the newest chrysanthemums. They are shown to the greatest advantage in their spacious store. Decorative work, which is a specialty here, has been brisk during the entire fall season, and the firm has been called upon to carry out many of them in outside cities.

The Charles C. Navlet Co., at 423 Market street, is disposing of large quantities of bulbs and reports counter trade as ahead of last season. In their cut flower department, they are showing large stocks of seasonable flowers, and are specializing on violets, of which they use large quantities daily. They ship large numbers of floral designs to out of town points.

G. Rossi & Co., who operate a large establishment at Colma, are growing a large quantity of bulbs this season. They will feature tulips and hyacinths principally. Their fern houses are now producing a large supply of fronds daily. They have several houses of kentias and aspidistras and many thousand Bostons, all of which look to be in good shape.

The Richard Diener Company, at Kentfield, has harvested a fine crop of gladioli bulbs. They have many of their own seedlings in sufficient quantity to put on the market this season. Mr. Diener is now busily engaged on his new catalogue. They are asking fancy prices for some of their new seedlings, which are said to be very beautiful.

Frank Pelicano, of Pelicano, Rossi & Co., is sending in a large cut of his new adiantum, which has been known locally for some time past as Adiantum Pelicani. He has worked up a large stock of it during the past few years, and intends to disseminate this valuable novelty in the near future. Trade at his store on Kearny street keeps up well.

Shellgrain & Ritter, on Kearny street, report a splendid trade of late. The shortage of the orchid supply has handicapped them to some extent. Manager Shellgrain says funeral work and decorations have kept the force busy every day. Their store, which is always attractive, has been showing some splendid chrysanthemums and roses.

H. Plath, proprietor of the Ferneries, is supplying the trade in this city with a splendid lot of ferns. He has a fine large stock, but finds the demand almost equal to his supply. He has some beautiful specimens, which will be ready for the holidays. He says shipping trade is very brisk and continuous.

Julius Eppstein, of the St. Francis Flower Shop, has had a busy week with decorations. He used large quantities of yellow and white chrysanthemums in the work. Nothing but the best in flowers is carried at this store, which specializes in gardenias and orchids.

Domoto Bros. are receiving a steady cut of good roses from their greenhouses. T. Domoto says his houses will produce a heavy cut all season. Plant trade is opening up nicely here, but lack of rain has delayed the digging of ornamental stock from the field.

Podesta & Baldocchi have been making elaborate window displays of many varieties of orchids. Victor Podesta is in hopes that the shortage of orchids, which we are now experiencing, will be only temporary, as he says the demand for them is strong at all times.

J. Seulberger & Co., at 418 Fourteenth street, Oakland, report a steady demand for all kinds of flowers and plants this season. This is one of the pioneer establishments of this city, and has always been noted for the fine quality of the work turned out.

G. Nespoli, who is one of our best known fern growers, has his range in excellent shape at the present time. He is the largest grower here of Adiantum Williamsii, which he grows to perfection. All his cut is disposed of in this market.

Enomoto & Company are receving a heavy cut of pompons from their nursery at Redwood City. These are all used in their shipping trade. Their carnation houses are looking promising, and a steady cut is being received daily.

M. H. Ebel, of Sacramento, was in town during the week, arranging for his Thanksgiving supply of flowers and plants. Nearly the entire supply of flowers used in that city are shipped from this market and vicinity.

The Young American Florists, at 3011 Mission street, are doing a large amount of business in chrysanthemums. They do a heavy funeral trade for the cemeteries, and are extensive buyers of medium priced stock.

The United Flower Supply Co., at 448 Bush street, report a steady demand for florists' supplies of all kinds. Shipping business is good with them. They are shipping violets in quantity to distant points.

The H. M. Sanborn Co., at 1325 Broadway, Oakland, is having a most successful season. Their fine store is always arranged in an attractive manner, and they always carry a fine grade of flowers.

Brown & Kennedy, at 3091 Sixteenth street, have had a busy week on funeral work. They have been large buyers at the market every morning, which indicates that business has been good.

JAMES T. LYNCH.

Baltimore.

CHRYSANTHEMUMS HOLD FIRM POSITION.

The market during week underwent a slight change, both in quality and quantity. Chrysanthemums are still the predominating flower, colors being a little more plentiful, and some varieties have made their appearance, which have not been sold in quantity before on this market. Marigold is one of the yellows, which has made quite a hit, the color being such a rich gold makes it stand out from the others. Although, there have been some heavy frosts, no freezing weather has been experienced, and the glut of out of door chrysanthemums stops the sale of carnations and other miscellaneous flowers used as decoration for the dinner table. Armistice day was celebrated in the rain, and after supplying the retailers with some stock needed for filling necessary orders, the wholesalers closed at noon. Orchids are still very scarce, and some few gardenias are now on the market. The first cypripediums of the season, grown here, were sold November 12.

CLUB MEETING.

The florists' club met at the accustomed place at the usual time, with President Ekas in the chair. There were about 30 present, wholesalers, growers and retailers being well represented. Mayor Broenning was tendered an honorary membership in the club, and the secretary was instructed to write notification of same. The entertainment committee reported on the ladies' night at the Southern hotel and the deficit existing after the sale of tickets, was cheerfully met by the club, the consensus of opinion being that it was the best money the club ever spent. The committees for the ensuing year were announced, and W. F. Keys, Jr., was appointed the club's florist for the year. Some very interesting questions left over from the previous meeting, were discussed. The question box revealed the following: "If the grower pays double for the things he buys, what must he demand for his product, and if he demands a legitimate return, what will occur in the retail store?" The question will be answered at the December meeting by growers Fred C. Bauer and Isaac H. Moss, and retailers Robt. W. Johnston and Robt. L. Graham, Jr. Announcement was made by the entertainment committee that refreshments would be one of the features at the next meeting.

NOTES.

Robt. W. Johnston, who served his country in the recent war in the first division, and went through five drives without an injury, had a very unique window decoration for Armistice day, consisting of trophies brought back from the front. Louis Glick, of the Leo Niessen Co., and Harry Glick, of Sieck & Glick, recently joined the florists' club. Welcome, wholesalers.

Frank E. Cremer, a grower of Hanover, Pa., paid this city a visit last week calling on some of the wholesalers.

G., JR.

Boston.

TRADE BENEFITS BY SPECIAL FEATURES.

Business during the past week, known as "Say it With Flowers" week, in this city was excellent. The committee in charge advertised extensively in the local papers and displayed large posters with the slogan on autos and in the flower shop windows. Armistice day was set aside for donations of plants and flowers to the various hospitals. The day was also featured by a parade of florists' vehicles through the principal streets of the city. Long stem roses at this writing are scarce and bring high prices. Chrysanthemums are plentiful and on account of the rose shortage, are selling from $1.50 to $4 per dozen for Bonnaffon. Sweet peas are arriving in good numbers and move at $2-$2.50 per 100. Lily of the valley remains at $18 per 100. Easter lilies are quoted at $3 a dozen. Pansies and pompons meet with a good demand.

NOTES.

Mrs. J. Regan's shop on Summer street, presents a very attractive appearance, the displays being very effective and artistic.

S. Goddard is shipping to this market excellent stock of Carnations Laddie, Pink Delight, Benora and a new red seedling.

The Boston Rose Co. is having good success with Pilgrim, Crusader, Premier, Ophelia and Hadley.

B. A. Snyder & Co. report good business with steadily increasing shipping demand.

Welch Bros. Co. report trade shows considerable increase over previous years.

S. K. G.

The Late John T. Shore.

John T. Shore, for many years head gardener on a large private estate at Harrison, N. Y., died there November 12, age 76 years. He was born in Ireland, but had long been a resident of this country. Mr. Shore was well known and highly respected in the gardening fraternity, and by seedsmen and others doing business with the estate. Some years ago, he organized the Westchester County (N. Y.) Horticultural Society. Later, he served a term as president of the National Association of Gardeners. He was a school trustee for 18 years, and assisted in establishing the Harrison fire department, of which he was president 15 years. Robert Shore, a brother, is superintendent in the botanical department at Cornell University, Ithaca, N. Y.

A. F. F.

THE AMERICAN FLORIST

ESTABLISHED 1885.

Subscription, United States and Mexico, $1.50 a year; Canada $2.00; Europe and Countries in Postal Union, $2.50.

When sending us change of address always send the old address at the same time.

Advertising rates on application.

From the first issue THE AMERICAN FLORIST has accepted only trade advertisements.

Advertisements must reach us Tuesday (earlier if possible) as we go to press Wednesday.

We do not assume any responsibility for the opinions of our correspondents.

THE AMERICAN FLORIST,
440 S. Dearborn St., CHICAGO

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THE supply of bouquet green and cut boxwood is very short.

MUCH business is waiting on the actual disappearance of the coal miners into the ground.

UNDERSIZED bunches of immortelles are being imported again this season. The correct weight of standard size bunches should not be less than four ounces. Caveat emptor.

THE federal horticultural board is reported to have punished a resident Dutch importer, who made immediate distribution of Iris Tingitana which he imported as a novelty to grow on.

E. G. HILL, the well known rose expert of Richmond, Ind., says that on account of the high price of manetti, Oregon growers are experimenting with sweet briar as a substitute for this stock.

GLADIOLUS SCAB seems to be the result of soil conditions. Where soil is sour and heavy, certain varieties, which are probably more susceptible to scab than others, will nearly always show this disease.

American Rose Society.

DEPARTMENT OF PLANT REGISTRATION.

The following requests for registration of roses have been approved by the rose registration committee. Unless objections are received at the society's office within three weeks from the date of this publication, the registrations will be permanently accepted.

Name, Cornelia. Class, hybrid tea. Parentage, Ophelia and Mrs. Aaron Ward. Description: Habit of plant, strong and vigorous. Character of foliage, like Mrs. Aaron Ward. Freedom of growth and hardiness, free; hardiness not tested. Flower, medium to large. Color, outer petals light flesh, with center bright malmaison pink; base of petals bright orange. Form, good. Fragrance and bud, fragrant; bud like Mrs. Aaron Ward. Petalage, very double. Freedom of bloom and lasting quality, very free and lasting. The rose is similar to both parents, but is different in color and superior, because it is the best of its color to date, commercially valuable as a bud, half expanded flower and full flower.

Signed: Robert Scott & Sons, Inc.

Name, Crusader. Class, hybrid tea. Parentage, Montgomery seedling. Description: Habit of plant, vigorous. Character of foliage, large, dark green. Freedom of growth, free. Flower, large and full. Color, crimson red. Form, globular, high center. Frangrance and bud, moderate fragrance, ovoid bud. Petalage, 65. Freedom of bloom and lasting quality, free bloomer; good keeper. The rose is distinct.

(Signed) The Montgomery Co., Inc.

Name, Pilgrim. Class, hybrid tea. Parentage, Montgomery seedling. Description: Habit of plant, vigorous. Character of foliage, normal green, large. Freedom of growth, very free. Flower, large and full. Color, deep rose pink, outside; silvery pink, inside. Form, perfectly imbricated. Fragrance and bud, decided fragrance; long-pointed bud. Petalage, 40. Freedom of bloom and lasting quality, very free; splendid keeper. The rose is distinct; of a two-toned pink.

(Signed) The Montgomery Co., Inc.
E. A. WHITE, Sec'y.

Chrysanthemum Society of America.

REPORTS OF EXAMINING COMMITTEES.

Chicago, November 1. — Anneta, bronze pompon, scored 92 points; Fire Bird, deep bronze pompon, scored 93 points; Baby Doll, yellow tinge of bronze pompon, scored 90 points; Zelea, bronze pompon, scored 90 points; Angelo, pink pompon, scored 90 points; Bright Eyes, light pink pompon, scored 92 points; exhibited by Elmer D. Smith & Co., Adrian, Mich. No. 10817, pink Japanese, scored 91 points commercial; exhibited by Baur & Steinkamp, Indianapolis, Ind.

Chicago, November 8.—Little Tot, pink pompon, scored 92 points; Button Rose, pink pompon, scored 90 points; White Midget, white pompon, scored 92 points; Rose Perfection, pink incurved, scored 92 points commercial; all exhibited by Elmer D. Smith & Co., Adrian, Mich.

Indianapolis, Ind., November 13.—Mrs. C. W. Johnson, white Japanese incurved, scored 97 in both commercial and exhibition classes; exhibited by Mt. Greenwood Cemetery Association, Morgan Park, Chicago. No. 718-1916, pink Japanese incurved, scored 92 commercial and 88 exhibition; No. 71-1916, flesh pink Japanese incurved, scored 91 commercial and 90 exhibition; No. 31-1916, rose pink Japanese incurved, scored 86 commercial and 85 exhibition; No. 32-1916, yellow Japanese reflexed, scored 85 commercial and 87 exhibition; all exhibited by Mt. Greenwood Cemetery Association.

Lake Forest, Ill., November 5.—Augusta, white, yellow center, striped with violet rose, anemone, scored 69 points; Edith, blood red single, scored 94 points; Evelyn, rosy red (magenta) single, scored 85 points; Carol, dark red single, scored 94 points; all exhibited by Peter O. Peterson, Augusta, Mich. Wychwood, lemon yellow anemone, scored 90 points, exhibited by William Longland, Lake Geneva, Wis. Chestnut red seedling pompon, scored 86 points, exhibited by M. Elliott, Park Ridge, Ill.

New York, November 5.—Mrs. C. W. Johnson, white Japanese incurved, scored 95 points commercial and 95 points exhibition; exhibited by Mt. Greenwood Cemetery Association, Morgan Park, Chicago. No. 151-P, pink pompon, scored 86 points; Miss Moran, bronze pompon, scored 87 points; exhibited by Chas. H. Totty Co., Madison, N. J.

Philadelphia, Pa., November 1.—Evelyn Bonsey, golden bronze large flowered single, scored 89 points, and Nancy Byers, pink and bronze single, scored 71 points; exhibited by A. E. Bonsey, Sewickley, Pa.

CHAS. W. JOHNSON, Sec'y.

"Say it With Flowers" at Chicago.

During Thanksgiving week, Miss Frances Kennedy, well-known musical commedienne, will present the feature act at the Majestic Theater, Chicago, when she will sing William Von Tilzer's already famous composition, "Say it With Flowers." The Retail Florists' Association of Chicago has recognized the unusual impetus that will be given to the trade through this unique event, free of commercialism, and has taken steps to make the performances at the theater unusually enjoyable to its patrons. During Miss Kennedy's engagement, the lobby will be handsomely decorated with palms and flowers, which will carry on cards attached, the already well-known slogan, "Say it With Flowers." While Miss Kennedy is singing her song, she will distribute a basket of flowers, to each of which will be fastened a tiny card with the wording, "Say it With Flowers, Compliments of Frances Kennedy." At each performance, the singer will be presented with a beautiful floral piece over the foot-lights.

Tuesday, November 25, has been designated as "florists' night," and it is urged that every effort be made to make the representation of the trade at the Majestic that evening as noticeable as possible. A special programme for this performance is now under consideration. Tickets may be secured from A. Lange, 77-79 East Madison street.

Members of the association will be supplied with a beautiful card which it is requested be given a prominent place in their windows, which should be decorated with a view to calling all possible attention to this feature. It is also expected that there will be considerable publicity given to the song through the newspapers. The song is a masterpiece of melody and thought which has immediately won instant popularity wherever it has been introduced and its presentation in Chicago during a holiday week, by a popular stage favorite, is rare good fortune worthy of a big boost by all members of the craft in the city and vicinity.

GEORGE ASMUS,
Pres. Chicago Retail Florists' Ass'n.

Wants, For Sale, Etc.

Small Type, 12 Cents Per Line, Each Insertion. Display, $1.50 Per Single Column Inch, Each Insertion. These prices are net, cash with order. For Plant Advs., See Ready Reference Section.

Where answers are to be mailed from this office enclose 10 cents extra to cover postage, etc.

Situation Wanted.—By an experienced, all around grower; single. Please state wages and particulars. Address,
Key 430, care American Florist.

Situation Wanted—As salesman in first-class flower shop; New York experience selling to the finest trade. Address
Key 438, care American Florist.

Help Wanted—Girl to work in loop flower store. Apply
M. E. Poletsos,
35 E. Adams St., Chicago.

For Sale.—A retail establishment of 8,000 feet of glass; with store. Everything in first class condition. Address
Key 405, care American Florist.

For Sale—Store and two flats opposite hospital in Chicago. Two greenhouses, winter supply of coal on premises. Good money-maker. Chance of life time. Address
Key 436, care American Florist.

For Sale—Range of greenhouses consisting of 16,000 square feet of glass with two acres of land. Place is in A1 condition and planted to carnations. Newly built residence. Enough coal on hand for entire season. Reason for selling: death in family and sickness. Bargain. Address.
H. Baumann, Niles Centre, Ill.

FOR SALE

A good wholesale and retail florist business with 20,000 square feet of glass, well stocked; 35 acres of land, 8-room house, good barns; all in good condition. In New England States. Price $35,000. Address
Key 431, care American Florist.

WANTED

Competent man for high class florist shop.

JOSEPH TREPEL,
334 Lewis Ave., BROOKLYN, N. Y.

Help Wanted

At once, experienced florist. Man preferred. State wages expected and send references.

Department of Horticulture,
Iowa State College, Ames, Iowa.

Help Wanted.

Leading Chicago wholesale house has openings for several clean-cut young men. Splendid chance for advancement at good starting salary. We pay higher wages than other houses in the city. All replies held strictly confidential.
Key 434, care American Florist.

Help Wanted

Man to take charge of night work. New Bernard boiler. Give reference and what salary in first letter.

BEAUMONT FLORAL CO.
BEAUMONT, TEXAS.

Help Wanted

Two helpers in rose range; $3.50 per day to start. Must be A1 men.

WEISS-SPANDIKAU CO.,
MAYWOOD, ILLINOIS

Situation Wanted

As a foreman in a medium sized florists place. Life experience in the growing of cut flowers, all kinds of potted plants, etc. Can give entire satisfaction with my work and expect good wages. Middle aged, single man. Address
Key 433, care American Florist.

FOR SALE

Controlling interest in established pottery; all up-to date machinery; new plant and kilns. Address
Key 435, care American Florist.

BOILERS — BOILERS

ALL SIZES.

Selected Boiler Tubes, all sizes, for greenhouse piping and **Retubing Boilers.** Thoroughly cleaned like **New** and trimmed. Complete stock of **New** and **Second Hand** Pipe, Valves, Fittings, etc.

LEVINE & CO.
3738 South Halsted Street, CHICAGO, ILL.
Phone Boulevard 9354.

FOR SALE

Three ranges of glass near Chicago. One planted with carnations and the other two with roses. Each range is separate and located in different localities. Do not answer this if you have not $50,000 for each or can place $20,000 down. These are bargains.
Key 416, care American Florist.

OFFICIAL S. A. F.

Shipping Labels

Actual size of leaf 2¾x5¼ inches

FOR CUT FLOWERS: in two colors on gummed paper; your card, etc., in black and leaf adopted by the S. A. F. in red. Prices: Per 500, $3.35; per 1000, $5.00. Samples on request. Electro of leaf, postpaid, $2.00. Cash with order.

AMERICAN FLORIST CO.
440 S. Dearborn St., CHICAGO

WANTED

Experienced men for estimating, drafting, tracing and billing factory orders. We have a very bright, pleasant drafting room and would like to be associated with men wishing to make a permanent connection, with opportunity to become stockholders through profits sharing.

Apply by mail stating experience and qualifications.

THE FOLEY GREENHOUSE MFG. CO.
818 State-Lake Building - - - - CHICAGO

A HOLLY WREATH

Red and Green

FOR HOLIDAY CIRCULARS AND ADVERTISING.

Plates for printing this fine Holly Wreath in two colors—green leaves and red berries and ribbon—$4.25 per set of two plates. Larger size, 3¾x4 inches, $6.00 per set of two plates.

Plate shown here for one color, $2.15. The large size, one color, $3.50.

Cash with order.

American Florist Co.
440 S. Dearborn St., CHICAGO.

EMIL SCHLOSS,
Pres. and Treas.

MILTON SELINKA,
Secretary.

THE RIBBON HOUSE

SCHLOSS BROS., RIBBONS, INC.

31 and 33 East 28th Street, NEW YORK

HEADQUARTERS

For Florists' Ribbons, Chiffons and Novelties

SURPLUS STOCK

of Florists' Glassware, Pottery and Baskets for Sale

Many decorative pieces and novelties in the list. Imported pottery, Italian and Japanese ware; also small ice box. **A fine chance to improve your store display at bargain prices.**

OHIO FLORAL CO., Second Floor, Phone Number: Harrison 1464 **509 So. Wabash Ave., Chicago**

Kansas City, Mo.

GOOD SUPPLY OF EXCELLENT QUALITY.

Cut flower stock is more plentiful and the quality greatly improved over previous weeks, especially in chrysanthemums, which are now the leaders in popularity. Roses are good and priced a little lower, as they do not move as freely when in competition with the chrysanthemums. Carnations are better in grade and the supply has increased. Narcissi and stevia are now arriving and for the first of the season, they are of very good grade. Pot chrysanthemums are more in evidence and are very good, both in the large and small varieties. Funeral and hospital work holds up well and there have been numerous weddings, some quite large affairs, during the past week.

NOTES.

A fine supply of stock is seen daily at the establishment of H. Kusik & Co. This is especially true of Bonnaffon and White Eaton chrysanthemums, both very good for the season. Ophelia, Russell and Columbia roses are also fine and the carnation supply is increasing steadily. Wire work is in heavy demand.

W. J. Barnes has had a heavy call for funeral and hospital work which has made a heavy demand on his chrysanthemum supply. Pot plants of this flower are moving faster than in any previous year. As a close to the week, he arranged an elaborate wedding decoration at the Princeton hotel.

Visitors: P. A. Manson and Tucker Smith, Pleasant Hill, Mo.; Paul R. Klingsporn, Chicago; Wm. Montgomery, Santa Cruz, Calif.; M. Lambert, La Porte, Ind.; J. C. Steinhauser, Pittsburg, Kan.; Alex. Newett, St. Joseph, Mo., and Julius Dilloff, New York.

Samuel Murray has an ample supply of fine chrysanthemums, the quality being much better than in former years. As a result they easily bring high prices. Roses, also are fully up to standard. Business in funeral and wedding work is excellent.

The Wm. L. Rock Flower Co. held its annual chrysanthemum show at its store and the gratifying attendance augurs well for excellent business during the coming season. The flowers made a fine showing.

The Alpha Floral Co. reports excellent orders booked for Thanksgiving. This firm has increased its glass area at the farm. It has also affiliated with the Florists' Telegraph Delivery Association.

Arthur Newell reports a good business. He is at present featuring a good supply of large chrysanthemums and pompons from California. Very large pot stock is being received from Chicago.

T. J. Noll & Co. are handling chrysanthemums in quantity, roses are plentiful and good home grown carnations are coming in daily. Shipping trade is unusually heavy.

Wm. Foith reports increasing business with splendid crops of carnations and other stock coming on. He expects to be in fine shape to care for his Christmas trade.

The Rosery reports excellent business, especially in funeral orders. They recently made a strong feature of straw flowers arranged in baskets of different shapes.

McGrail & Conkling are handling fine stock of chrysanthemums, both cut blooms and in pots. Funeral and wedding orders have been quite numerous.

A. F. Barbee is cutting excellent chrysanthemums and Ophelia roses. Carnations are in fine shape and he has a fine block of begonias.

Miss J. E. Murray reports excellent business and is well supplied with high quality stock.

E. J. B.

Massachusetts Horticultural Society.

ANNUAL MEETING.

The annual meeting of the Massachusetts Horticultural Society was held in Horticultural hall, Boston, Mass., Saturday, November 15, with Vice-President Kidder in the chair. Mr. Kidder announced that the trustees had appropriated $7,500 for six exhibitions during the ensuing year, and that Miss M. R. Case, of Hillcrest Farm, Weston, had contributed $1,000 for four additional exhibitions.

The following officers of the society for the year 1920 were elected. Wm. C. Endicott, president; C. S. Sargent, vice-president. Trustees for three years—Albert C. Burrage, Ernest B. Dane, Edwin S. Webster, and Fred A. Wilson; trustee for two years, Arthur Fewkes. Nominating committee—Oakes Ames, William Anderson, John K. M. L. Farquhar, Samuel J. Goddard, and John E. Thayer.

An interesting feature of the meeting was an exhibit of a large collection of cypripediums of numerous species and hybrids by Albert C. Burrage, Douglas Eccleston, superintendent. It was awarded a silver medal. Mr. Burrage also exhibited a plant of Laelio-Cattleya Alice Burrage, never before shown. It is a cross between Laelio-Cattleya Lustre and Cattleya Reubens. This was also awarded a silver medal.

WM. P. RICH, Sec'y.

"Flowers of Superior Quality" for

THANKSGIVING

CHRYSANTHEMUMS

Chadwick—Yellow and White.
Eaton—Large Yellow and White.
Bonnaffon—Yellow.
Per dozen, $2.00 to $5.00.

POMPONS

Pink, white and yellow.
Per bunch, 50c to 75c.

HOME-GROWN SMILAX

Fresh, clean, heavy strings.
Per dozen, $2.50.

ROSES

American Beauties Mrs. Chas. Russell
Columbia Premier
Ophelia Milady
Brilliants
Wards

Thanksgiving Price List of Flowers and Greens of every commercial variety sent on request.

"The Nation's Most Expressive Flowers"

POEHLMANN BROTHERS COMPANY

66-74 East Randolph Street,
Chicago, U. S. A.

The Largest Growers of Flowers in the World.

RED GOODS for CHRISTMAS

Ruscus, Immortelles, Artificial Poinsettias,
Frieze, Minerva, Artificial Winter Berries,
Tassels, Red Ribbons, Natural Cape Flowers,
Grasses, Fox Tail Sprays, Artificial Cape Flowers,

We have all these articles in abundance in real live shades of Christmas red, illustrated and priced, in our new and complete edition of

"THE McCALLUM SERVICE FOR FLORISTS"

A postal will bring this unusual catalog to you, containing all the good things for florists, both in staple supplies and varied articles in new and novelty creations. Send for it today.

THE McCALLUM COMPANY

"THE HOUSE THAT SERVICE BUILT" **PITTSBURGH, PA.**

THANKSGIVING

To All Our Customers and Friends

We return heartfelt thanks for your patronage and friendship in the past, and we will strive to merit its continuance.

A Choice Selection of Novelties for Thanksgiving.

George J. Polykranas

WHOLESALE COMMISSION FLORIST

104 West 28th Street, NEW YORK

St. Louis.

SUPPLY SHORTENED WITH FAIR DEMAND.

Business continues fair, with no particular increase noticed, except a few weddings. The weather has been ideal, and there is no good reason why trade should not improve considerably. A noticeable thing, however, is the number of November weddings that have taken place, and are still scheduled for this month. Funeral business has been only fair. The supply of stock has shortened up a trifle. This is particularly true of roses. In fact, they have become positively scarce, and a selection of rose stock is a problem from day to day. Carnations are improving, but with the steady supply of chrysanthemums, carnations are still down in price. It seems that all cut chrysanthemums are coming in early, and Thanksgiving should clean up about everything, as the growers are cutting their late stock now. Violets and sweet peas are coming slow, but with the present weather continuing a while, should show decided improvement. Other miscellaneous stock is equal to the demand, with the exception of lily of the valley, which is a real luxury at $26 per 100, which makes it prohibitive for ordinary wedding work. Greens are in fair supply.

NOTES.

The florists' club held its November meeting at Scruggs, Vandervoort & Barney's tea rooms as the guests of Messrs. Schaeffer and Steitz. It was one of the best meetings the club has held for some time. The attendance was very good, and as an added attraction, the trustees staged a chrysanthemum show, which was very creditable for a florist club meeting. M. L. Wilkinson, of the Scruggs, Vandervoort & Barney establishment, welcomed the florists, impressing upon them the beauty and sentiment of the wares in which the florist deals. He also sounded the keynote of the future of the St. Louis business, and pictured the vast territory for trade open to the local growers in the great southwest. He is a man of great vision, which is natural for the head of one of the greatest mercantile houses of the west. As a tribute to him, the club sent him all of the cut flowers on exhibition at the meeting. One of the outstanding features of the club business was the 44 new applications presented, 40 of which were handed in by Frank A. Windler. The club now boasts over 80 per cent of the florist trade in and around this city among its membership. After the meeting, the hosts served an elegant lunch and everybody departed happy, after inspecting Messrs. Schaefler and Steitz's floral department, which was found to be one of the most completely equipped flower stores in the city.

The results of the bowling league the past week were as follows: Carnations took three straight from the Sweet Peas, and the Daisies took two from the Roses. These results tightened up the race considerably.

Quite a few large weddings are scheduled for the latter half of the month. A number of florists reported having three and four for Thanksgiving day alone.

J. J. W.

Providence, R. I.

GOOD OUTLOOK FOR THANKSGIVING.

Trade during the past week has been excellent, with stock plentiful. Chrysanthemums are moving well and the outlook for Thanksgiving is promising. There will be some chrysanthemums for that occasion, but the largest blooms will be about done for this week. Carnations are of good quality and move freely. The rose market has taken a jump and with the arrival of cooler days, the violets have shown improvement although the demand is not heavy. Sweet peas are seen and will continue to improve in quality. Small pompons sell well. Snapdragons are plentiful.

H. A. T.

INDEPENDENCE, IA.—The Northeastern Iowa Horticultural Society will hold its annual meeting in this city, December 19-20.

BELVIDERE, ILL.—Lyon & Anderson attracted many visitors to their handsome store on South State street, November 7-8, on the occasion of their annual flower show. The display was elaborate and beautiful in its arrangement.

Send for It Today

Our New Thirty-two Page Illustrated

FALL AND XMAS CATALOGUE

FEATURING

Prepared Foliages

Baskets and Flower Stands

Ribbons and Chiffons
Wreaths
Novelties
Artificial Flowers
General Supplies

THE OVE GNATT CO., Inc.

Quality Merchandise. Prompt Service.
No P. & D. Charges.

LA PORTE, INDIANA

SEND THIS COUPON TODAY.

The Ove Gnatt Co., La Porte, Ind.:
Gentlemen: Kindly send me your new Fall and Xmas Catalogue.

Name .....

City .....

State .....

Chrysanthemums

Golden Chadwick and Bonnaffon in any quantity.
Pompons and Singles in every variety.

Best Hudson River Violets The Kind That Stands Shipping

Sweet Peas, Paper White Narcissus, Callas, Calendulas

CARNATIONS Select Stock from Long Island and New Jersey Growers.

ROSES Premier, Columbia, Double White Killarney, Russell, Hadley, Ophelia, including special stocks from Duckham-Pierson Range.

GOOD RESULTS FROM PARCEL POST SHIPMENT

All Kinds of Greens

JOS. S. FENRICH

51 West 28th St., Telephone: Watkins 420-21-22 NEW YORK

S. A. F. & O. H. NATIONAL PUBLICITY CAMPAIGN

THE BILLBOARD PROPOSITION

Have you a site for a billboard as depicted in this illustration? Public highways, land bordering railroad tracks, tops of buildings, vacant lots, all furnish excellent locations for billboards.

Help the Publicity Campaign along by purchasing a billboard—and hang beneath it a supplementary sign advertising your own business, if you desire to do so.

Our Promotion Bureau will ship a billboard to you for $50, cash with order—half what it would cost you on a direct purchase from factory.

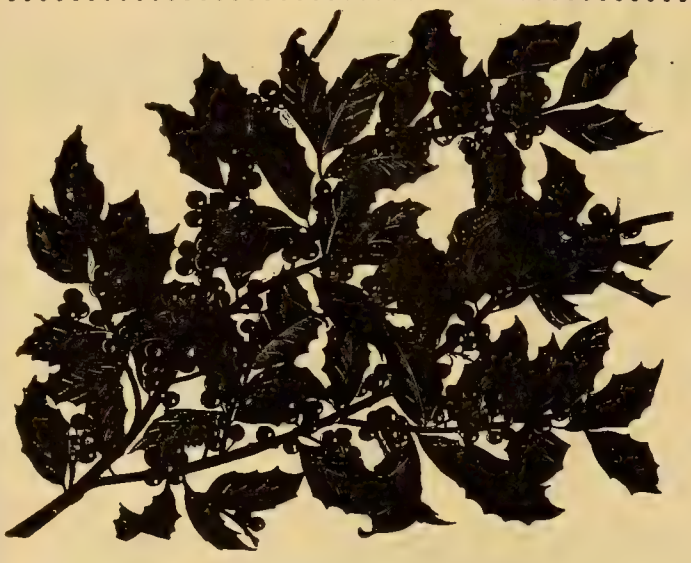
Description: Size: 20 ft. long, 7½ ft. wide. Construction: 26 gage galvanized iron, on wood frame, shipped in four 5 ft. sections, with face bands. Approximate weight, 300 lbs. Slogan on sign painted to conform in design and color to the regular gloss and transfer signs supplied by our Promotion Bureau. Three coats of paint used, with a coating of heavy outside wearing varnish. Wooden supports to be supplied by purchaser. Blue prints or drawings detailing setting up furnished with each billboard. Signs should be located within a distance of 50 ft. from highway or track.

The price, $50, is F. O. B. any railroad station in the United States.

Send your order in at once, and have a billboard working for you quickly.

JOHN YOUNG. Secretary, 1170 Broadway, New York City

Mention the American Florist when writing



Holly XXX

Holly

XXX

Holly

Book Now for Christmas. Thanksgiving Stock Ready.

Write for Vaughan's Holiday Circular. Last Call for Bulbs.

CHICAGO VAUGHAN'S SEED STORE. NEW YORK

Iowa Horticultural Society Banquet.

The members of the Iowa Horticultural Society held a banquet, November 12, at the Harris-Emery tea room, Des Moines, which proved a most enjoyable affair, the attendance numbering about 85 persons. The tables were attractively decorated with baskets of pompons. The dinner was followed by a social session. The pripcipal speaker of the evening was President J. F. Ammann, of the Society of American Florists, whose topic was "Co-operative Publicity." Miss Perle Fulmer rendered several musical selections.

J. T. D. F.

'MUMS AND POMPONS

Record Crops of Chrysanthemums and Pompons in all the leading seasonable varieties. All colors, particularly White, Pink and Yellow.

ROSES-CARNATIONS

Extra choice stock in quantity. You will make no mistake if you place your orders for these two items with us.

Violets-Sweet Peas-Daisies Calendulas--Greens--Etc.

Our Thanksgiving Supply This Year is Extra Fine and More Complete Than Ever. Place Your Thanksgiving Orders With Us and Protect Your Supply.

THANKSGIVING PRICE LIST

Subject to Change Without Notice

BEAUTIES AT MARKET PRICES

MRS. CHAS RUSSELL.	Per 100
Special	$20.00 to $25.00
Select	15.00
Medium	10.00 to 12.00
Short	6.00 to 8.00
Columbia, special	$20.00
" select	15.00
" medium	$10.00 to 12.00
" short	6.00 to 8.00
Premier, special	$20.00
" select	15.00
" medium	$10.00 to 12.00
" short	6.00 to 8.00
Milady, special	$12.00
" select	10.00
" medium	6.00 to 8.00
" short	5.00
Killarney Brilliant, special	$12.00
" " select	10.00
" " medium	$ 6.00 to 8.00
" " short	5.00

ROSES—Continued	Per 100
Ophelia, special	$12.00
" select	10.00
" medium	$ 6.00 to 8.00
" short	5.00
White Killarney, special	$12.00
" " select	10.00
" " medium	$ 6.00 to 8.00
" " short	5.00
Killarney, special	$12.00
" select	10.00
" medium	$ 6.00 to 8.00
" short	5.00
Mrs. Ward, special	$12.00
" " select	10.00
" " medium	$ 6.00 to 8.00
" " short	5.00
Sunburst, special	$12.00
" select	10.00
" medium	$ 6.00 to 8.00
" short	5.00
MINIATURE ROSES	$ 2.00 to $ 4.00
ROSES, OUR SELECTION	$4.00

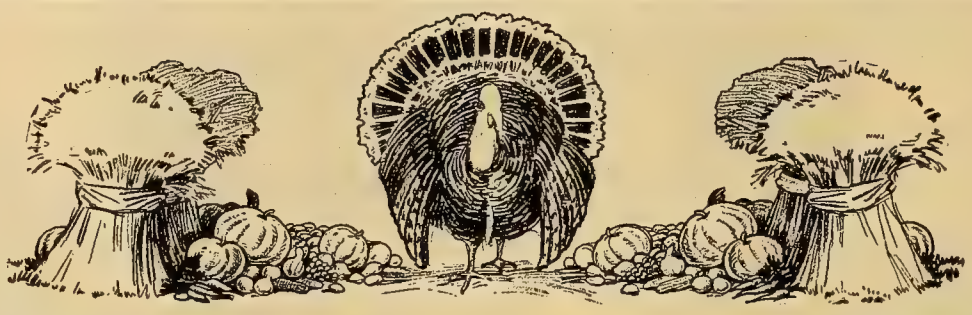
Extra special roses, billed accordingly.

CARNATIONS.	Per 100
Fancy	$2.00 to $6.00

MISCELLANEOUS.	Per 100
Calendulas	$2.00 to $4.00
Chrysanthemums per doz.	2.00 to 6.00
Pompons per bunch	.35 to .75
Daisies	1.50 to 2.00
Violets, single and double	1.00 to 1.50
Sweet peas	2.00 to 3.00

GREENS.	
Asp. plumosus per string	$0.50 to $0.75
Asp. plumosus sprays—bunch	.35 to .50
Sprengeri per bunch	.35 to .50
Adiantum per 100	1.00
Smilax, choice per doz.	3.00
Fancy ferns per 1,000	3.00
Galax leaves per 1,000	2.00
Boxwood per lb.	.35
Leucothoe Sprays	1.00
Wild Smilax per case	6.00

A. L. VAUGHAN & Co.
NOT INC.
PHONES:
CENTRAL 2571 - AUTOMATIC 48-734 - CENTRAL 2572
161 North Wabash Ave, Chicago



Fine Thanksgiving Supply of Roses, Carnations, 'Mums, Pompons, Sweet Peas, Violets, Calendulas and Greens.

THANKSGIVING PRICE LIST

ROSES		Per 100
Premier, Russell and Columbia—Good		$8.00 to $12.00
Select		15.00 to 25.00
Ophelia, Sunburst, Killarney, White Killarney, Brilliant, Milady	Long	$10.00 to 12.00
	Medium	6.00 to 8.00
	Short	4.00 to 5.00

(Specials billed accordingly)

CHRYSANTHEMUMS	Per doz.
Select	$5.00 to $6.00
Medium	3.00 to 4.00
Short	1.50 to 2.00
POMPONS—Large Bunches, each	.35 to .50

CARNATIONS	Per 100
Choice	$4.00 to $5.00
Fancy	6.00 to 8.00

MISCELLANEOUS	
CALENDULAS	$2.00 to $3.00
SWEET PEAS	2.00 to 4.00
VIOLETS—Double	.75 to 1.50
FERNS—Per thousand	3.00
GALAX—Per thousand	1.50 to 2.00
LEUCOTHOE—Per hundred	1.00
SPRENGERI—Per bunch	.25 to .35
ASPARAGUS—Per bunch	.35 to .50
BOXWOOD—Dwarf—Per pound	.30
50-lb. Lots—Per pound	.26

Subject to Market Changes

A. T. Pyfer & Company

164 North Wabash Avenue. L. D. Phone, Central 3373. **CHICAGO, ILL.**

Chicago.

PLACE YOUR THANKSGIVING ORDERS NOW.

Business was better the past week than it has been for some time, although at intervals it was very quiet. One dealer, in comparing his prices for last month with those of the same period in 1918, finds that they were at least from 20 to 50 per cent lower this season than they were then. Prices this month are better, but far from what they should be as any grower will admit, except in rare instances where he may have had some item exceptionally good that the buyer wanted very much, or in such cases, where the returns were based on orchids or lily of the valley. Chrysanthemums are in large supply at this writing, and are moving fairly well, although at times considerable pushing is needed to move all the stock. Pompons are in good demand, and are cleaning up nicely at prices ranging from 35 cents to 75 cents per bunch. Carnations are having a good call, and so are violets, which have advanced considerably in price. Home-grown lily of the valley is still commanding 20 cents, but a large quantity of eastern stock has been offered here this week at 16 cents and 18 cents. Lilies are none too plentiful, although several shipments have been received from out-of-town points. The dealers are asking $4 per dozen for the best lilies, but the buyer is not in any hurry to take them at that figure, judging from all reports. American Beauty roses are in strong demand at high prices and clean up nicely each day. Roses in general are in good supply and are moving as well as can be expected considering the general market con tions. Mrs. Chas. Russell, Ophelia, P mier, Columbia, Killarney and Wh Killarney, Richmond, Killarney B liant, Milady, Champ Weiland, S burst, Ward, Maryland, Shawy

Strength of 1st Years

FOUNDED BY FLINT KENNICOTT

THANKSGIVING IS THURSDAY NOV. 27th

"We do as WE SAY"

THANKSGIVING as a day of sentiment and prayers is where CUT FLOWERS should testify to their FULL MEANING.

The extra needs of the "Out-of-Town" Retail Florists are taken care of because of our STRONG POSITION of handling a BIG SHARE of the ROSES, CARNATIONS and 'MUMS that are grown for the CHICAGO MARKET.

EARLY ORDERS makes our acceptance towards their fulfi'l-ment much more satisfactory.

President

STRONG in 'Mums
STRONGER in Carnations
STRONGEST in Roses

KENNICOTT BROS. CO.
174 N. Wabash Ave.,
Est. 1881. CHICAGO

THANKSGIVING FLOWERS

For a Holiday it is more necessary than ever to get **absolutely fresh flowers.** Our stock is all grown in our own greenhouses and brought to our store three and four times per day. Every buyer knows the superior advantages of **home grown** flowers. We guarantee their quality and freshness. Order early as we bring in every day the cut of stock that day. **No pickle barrels at our establishment.**

BUY DIRECT FROM THE GROWER

THANKSGIVING PRICE LIST

In effect November 24th

CHRYSANTHEMUMS—Extra large, per doz.....$3.00 to $4.00
" —Large medium, per doz.. 2.00

POMPONS—All colors, per bunch..... .50 to .75

All our own growth guaranteed packed to arrive in good condition.

We Are Rose Specialists and Are Cutting from 245,000 Rose Plants

OPHELIA, HOOSIER, WHITE KILLARNEY AND SUNBURST

Extra long, per 100.....$12.00
Long medium, per 100..... 10.00
Medium, per 100..... 8.00
Good short, per 100..... 5.00 to $6.00

RUSSELLS AND COLUMBIA

Fancy long, per 100.....$20.00 to $25.00
Long medium, per 100..... 12.00 to 15.00
Medium, per 100..... 8.00 to 10.00
Short, per 100..... 6.00

ASSORTED ROSES—OUR SELECTION

Including some Russell and Columbia, lots of 300 or more, per 100, $6.00

CARNATIONS, per 100.....$6.00

NEW FANCY FERNS, per 1000 $3.00

Adiantum .....per 100 $1.00 to $1.50
Galax, bronze.....per 1,000 2.00
Asp. Sprays .....per 100 $2.50 to $3.00
Sprengerii .....per 100 2.00 to 3.00

All seasonable flowers not grown by us will be procured for our customers. A trial order solicited.

In buying direct of the grower you are assured of fresh stock at all times and the most even run of quality possible.

BASSETT & WASHBURN

LONG DISTANCE PHONE:
CENTRAL 1457
Greenhouses: Hinsdale, Ill., and Greggs Station, Ill.

OFFICE AND STORE
178 N. Wabash Ave., CHICAGO, ILL.

NOTICE:—We close at 5 o'clock week days. Closed all day Sundays.

'MUMS

Largest Crops in the West and just right for Thanksgiving

Also a Large Supply of Choice Pompons at 35c to 50c per bunch.

Roses Russell-Columbia-Premier-White and Pink Killarney
Richmond---Sunburst---Killarney Brilliant---Ophelia.
IN GOOD SUPPLY. QUALITY A1.

We have all the Standard and Best New **CARNATIONS** And Can Supply the Best Grade in Quantity.

We can fill your order better than any other house in this market and stand ready to prove it. Order here.

Thanksgiving Price List-- Subject to Change Without Notice.

MRS. CHAS. RUSSELL.	Per 100
Extra Fancy	$25.00
Fancy	$15.00 to 20.00
Good	6.00 to 12.00
PREMIER AND COLUMBIA.	
Extra Fancy	$20.00
Fancy	$15.00 to 18.00
Good	6.00 to 12.00
SUNBURST AND OPHELIA.	Per 100
Extra Special	$8.00
Select	7.00
Fancy	6.00
Good	5.00
Short	4.00

RICHMOND, KILLARNEY BRILLIANT. White—KILLARNEY—Pink,	Per 100
Extra Special	$8.00
Select	7.00
Fancy	6.00
Medium	5.00
Short	4.00
MINIATURE ROSES.	
Baby Doll	$2.00 to $3.00
Elgar	2.00 to 3.00
ROSES, OUR SELECTION	4.00
CARNATIONS	$4.00 to $5.00

MISCELLANEOUS.	Per 100
Chrysanthemums, per dozen	$1.50 to $3.00
Pompons, per bunch	.35 to .50
Ferns, per 1,000	3.00
Smilax, per doz. strings	3.00
Adiantum	$1.00 to 2.00
Galax (bronze and green), per 1,000	2.00
Asparagus Sprengeri, bunch	.35 to .50
Asparagus Plumosus, bunch	.35 to .50
Boxwood, per lb.	.35

Other Green Goods Market Rates.

WIETOR BROS.

30 East Randolph St., L. D. Phone Randolph 2081 **CHICAGO**

Mention the American Florist when writing

and Thayer are the principal offerings in this line, although there are a few other varieties available including Montrose. Sweet peas are commanding good prices and so are gardenias. Daisies, Paper White narcissus, yellow narcissus, snapdragons, pansies, calendulas, callas and bouvardia are on the bill of fare. Red winter berries are seen at a few of the stores, and some California holly has made its appearance. Ferns are bringing $3. Boxwood is in strong demand at 35 cents per pound, and wild smilax is cleaning up at $6 per case. Smilax is bringing $3 per dozen. The outlook is very encouraging for a brisk Thanksgiving business, and while at present it appears as if there will be plenty of stock to go around, everyone will do well to place their orders immediately, for a grand-cleanup in all lines would not be at all surprising.

NOTES.

The Fleischman Floral Co. has been exceptionally busy the past week at its establishment at 84 East Jackson boulevard. Manager Ed. Mallison has been complimented often the past few days on the "Flowers Gratis" advertisement that appeared for his firm in the leading daily, November 14.

Chas. A. Samuelson returned home, November 14, from Idaho, where he has an extensive farm and orchard. Ed. Enders is glad that he is back to relieve him from some of the work which was so plentiful this year that he has not been able to take a vacation.

A. L. Vaughan & Co. are enjoying a splendid business with both a good local and out-of-town demand. The outlook for Thanksgiving is very bright at this establishment and many advance orders have already been booked.

Kennicott Bros. Co.'s sales for October were considerably ahead of those of the same month of 1918. Their sales for July, August and September also show a gain over the corresponding period of last year.

Mike Poletsos, 35 East Adams street, reports that the first nine days of this month were exceptionally brisk, with the sales for that period greater than the entire month of November in 1918.

George Wienhoeber reports that his October sales were much better this year than for the same period in 1918.

Al. Barber, of the Park Flower Shop, Cleveland, O., was here this week, buying stock for his Thanksgiving trade.

Hilmer V. Swenson, of the Hilmer V. Swenson Co., is back from a successful trip through the east.

It is rumored that a new wholesale house will open for business here in the near future.

John Michelsen, of the E. C. Amling Co., and Paul Weiss, of the Weiss-Spandikow Co., visited the growers at Richmond, Ind., last week.

Frank Oechslin reports business good in the plant line with the sales running ahead of last season.

Order Your CHRISTMAS CARDS Now

100	$0.60	200	$1.00
500	2.00	1000	3.50

We will send you a nice assortment if you order at once.
Our stock is going fast.
WE GUARANTEE SATISFACTION.

THE JOHN HENRY CO., **Lansing, Mich.**

Percy Jones

INC.

Wholesale Florists

30 E. Randolph St., CHICAGO ILL.

Mention the American Florist when writing

HEAVY SUPPLY

ROSES

For Thanksgiving

SUPREME QUALITY

Russell, Columbia, Premier, Brilliant, Sunburst, My Maryland, Killarney, White Killarney, Milady, Ophelia and Champ Weiland.

CARNATIONS

Heavy supply of choice stock in all the best new and standard varieties.
Our Quality Carnations are recognized as the best in the Chicago market.

'MUMS--POMPONS

Largest quantity of both that we have ever had for Thanksgiving.
Place your order with us and obtain the best for the least money.

COMPLETE LINE OF GREENS

Buy Direct from the Grower. THANKSGIVING PRICE LIST **Subject to Change Without Notice.**

		Per 100
MRS. CHAS. RUSSELL		
	Specials	$20.00 to $25.00
	Select	15.00
	Medium	10.00 to 12.00
	Short	6.00 to 8.00
COLUMBIA		
	Special	$20.00
	Select	15.00
	Medium	$10.00 to 12.00
	Short	6.00 to 8.00
MILADY		
	Select	$10.00 to $12.00
	Medium	6.00 to 8.00
	Short	5.00
Camp Weiland, Killarney, Killarn'y Brillia't, White Killarney, My Maryland		
	Select	$10.00 to $12.00
	Medium	6.00 to 8.00
	Short	4.00 to 5.00
Sunburst, Ophelia		
	Select	$10.00 to $12.00
	Medium	6.00 to 8.00
	Short	5.00

PREMIER		
	Special	$20.00
	Select	15.00
	Medium	$10.00 to 12.00
	Short	6.00 to 8.00
		Per 100
ROSES, OUR SELECTION		$ 5.00
Carnations		$ 3.00 to 6.00
Chrysanthemums, per dozen		3.00 to 5.00
Pompons, per bunch		.35 to .75
Sweet Peas		1.50 to 3.00
Adiantum		1.50 to 2.00
Asparagus, per bunch		.50 to 75c
Boxwood		per bunch, 35c
Ferns		per 1,000, $3.00
Galax, bronze and green, per 1,000, $2.00		
Leucothoe Sprays		1.00
Smilax		per doz. strings, $3.00

PETER REINBERG

Wholesale Florist

30 East Randolph St., LONG DISTANCE PHONES CENTRAL 601 and 2846 **CHICAGO**

CHICAGO'S FIRST-QUALITY HOUSE

The Chicago Flower Growers Association

WHOLESALE GROWERS of CUT FLOWERS AND PLANTS

182 North Wabash Avenue L. D. Phone, Randolph 631 CHICAGO

We Lead--Quantity and Quality

Positively the best buys in Chicago.

THANKSGIVING PRICE LIST

	Per 100
Rose Premier	$ 6.00 to $25.00
Russell	6.00 to 25.00
Extra special	30.00 to 35.00
Columbia	6.00 to 25.00
Milady	6.00 to 20.00
Ophelia	5.00 to 12.00
Killarney Brilliant	$ 4.00 to $12.00
White Killarney	5.00 to 12.00
Maryland	5.00 to 12.00
Sunburst	6.00 to 12.00
Ward	4.00 to 8.00

Calendulas, Extra Fancy, per 100	6.00
Cypripedium, per dozen	4.00 to 5.00
Single Violets, per 1,000	15.00 to 20.00
Double Violets, per 1,000	12.50 to 15.00
Chrysanthemums, per dozen	3.00 to 4.00
" Fancy, per dozen	5.00 to 6.00
Pompons, per bunch	.35 to .75
Carnations, per 100	3.00 to 6.00
Pansies, per doz. bunches	2.00
Sweet Peas	3.00
Paper Whites	6.00 to 8.00
Yellow Narcissus	10.00
Valley	20.00
Plumosus, per bunch	.35 to .50
Sprengeri, per bunch	.25 to .50
Adiantum, per 100	1.00 to 2.00
Ferns, per 1,000	3.00
Leucothoe, per 1,000	7.50
Smilax, per dozen	3.00
Boxwood per bunch	.35; case 12.50

EXTRA SPECIAL ROSES BILLED ACCORDINGLY. ALL GREENS AT MARKET PRICES.

Mention the American Florist when writing

O. A. & L. A. Tonner report a brisk demand for Bonnaffon chrysanthemums, which are in heavy supply with them. Their house is now receiving the entire output of a good-sized rose grower, which should help increase their Thanksgiving sales considerably.

John Poehlmann says that Poehlmann Bros. Co.'s cut flower sales for last month were far ahead of those of October of last year. American Beauty roses are in brisk demand here, not to mention the Premier, which is at its best with this house now.

Wietor Bros. are pleased with business and are looking forward to a brisk Thanksgiving trade. A full crop of Killarney roses is in sight for this occasion, not to mention the usual supply of chrysanthemums and pompons.

The Alpha Floral Co. always has a magnificent showing of stock at its South Wabash avenue store. Chrysanthemums particularly, have been featured extensively in the window displays of late.

The Joseph Foerster Co. has no reason to complain of dull business, judging from the many customers seen at their store at all times. Their city trade has been very good all season.

Mida's Trademark Bureau, inviting patrons to visit their booth at the national business show, says: "We should be pleased to welcome you, and pin a flower on your lapel."

Superintendent Brydon, of the Wrigley Estate, at Lake Geneva, Wis., has been sending in some well grown chrysanthemum blooms.

Heaton Nichols, for some time with the Ohio Floral Co., is now at Harry C. Rowe's store on east Madison street.

Ferns--Galax--Leucothoe

DIRECT FROM THE WOODS TO THE DEALER

New Crop Ready for Immediate Shipment.

	1,000	Per case of 10,000
Green Galax, 3 to 3½-in., green and bronze	$1.25	$ 7.50
Green Galax, 3½ to 5-in., green and bronze	1.50	8.50
Bronze Galax, 3 to 3½-in., green and bronze	1.25	7.50
Bronze Galax, 3½ to 5-in., green and bronze	1.50	8.50

	1,000	Per case of 5,000
Fancy Ferns, 12-in. and up. Fancy and Dagger	$2.00	$ 7.50
Dagger Ferns, 12-in. and up. Fancy and Dagger	2.00	7.50
Long Green Leucothoe	5.00	
Medium Green Leucothoe	3.50	
Short Green Leucothoe	2.00	

Above prices on galax apply to lots of 10 cases and up. Remember that we are the RETAILERS' friend, and solicit the RETAILERS' business.

Member of the BLUE RIDGE DECORATIVE EVERGREEN ASSOCIATION.

Wire us at Elk Park, N. C. Terms, Cash with order.

ELK GALAX & FERN CO., Banners Elk, N. C.

Mention the American Florist when writing

JEANETTE EVERGREEN CO.

EVERYTHING

Holly and Wreaths a Specialty. MILTON, DEL.

The Chicago Flower Growers' Association had a big day, November 15, when the city sales were surprisingly large.

Vaughan's Seed store is making a strong drive this week for counter trade business on some special lots of delayed Dutch bulbs.

A. Henderson & Co. say the bulb demand continues lively, and that orders for hardy perennials are still coming in.

Several growers in this vicinity are planning on making additions to their already large ranges next season.

A. Lange had an order last week to ship an elaborate wreath of cape flowers to Paris, France.

Robert Newcomb is back from a business trip to the Pacific coast.

Heavy Supply For Thanksgiving

Get The Best—You Always Find It Here.

'Mums, Pompons, Roses, Carnations, Violets, Daisies, Paper Whites, Sweet Peas, Greens, etc.

THANKSGIVING PRICE LIST

Subject to Change Without Notice.

BEAUTIES AT MARKET PRICES

MRS. CHAS. RUSSELL.	Per 100
Special	$20.00 to $25.00
Select	15.00
Medium	10.00 to 12.00
Short	6.00 to 8.00
Columbia, special	$20.00
" select	15.00
" medium	$10.00 to 12.00
" short	6.00 to 8.00
Premier, special	$20.00
" select	15.00
" medium	$10.00 to 12.00
" short	6.00 to 8.00
Milady, special	$12.00
" select	10.00
" medium	6.00 to 8.00
" short	5.00
Killarney Brilliant, special	$12.00
" " select	10.00
" " medium	6.00 to 8.00
" " short	5.00

	Per 100
Ophelia, special	$12.00
" select	10.00
" medium	$ 6.00 to 8.00
" short	5.00
White Killarney, special	$12.00
" " select	10.00
" " medium	$ 6.00 to 8.00
" " short	5.00
Killarney, special	$12.00
" select	10.00
" medium	$ 6.00 to 8.00
" short	5.00
Mrs. Ward, special	$12.00
" " select	10.00
" " medium	$ 6.00 to 8.00
" " short	5.00
Sunburst, special	$12.00
" select	10.00
" medium	$ 6.00 to 8.00
" short	5.00
MINIATURE ROSES	$ 2.00 to $ 4.00
ROSES, OUR SELECTION	4.00

Extra Special Roses Billed Accordingly.

CARNATIONS.	Per 100
Fancy	$2.00 to $6.00

MISCELLANEOUS.	Per 100
Calendulas	$2.00 to $4.00
Chrysanthemums per-doz.	2.00 to 5.00
Paper Whites	6.00 to 8.00
Pompons per bunch	.35 to 75
Daisies	1.50 to 2.00
Violets, single and double	1.00 to 1.50
Sweet peas	2.00 to 3.00

GREENS.	
Asp. plumosus per string	$0.50 to $0.75
Asp. plumosus sprays—bunch	.35 to .50
Sprengeri per bunch	.35 to .50
Adiantum per 100	1.00
Smilax, choice per doz.	3.00
Fancy ferns per 1,000	3.00
Galax leaves per 1,000	2.00
Boxwood per lb.	.35
Leucothoe Sprays	1.00
Wild Smilax per case	6.00
Red Winter Berries, per case	4.00 to 5.00

ERNE & COMPANY

WHOLESALE FLORISTS

30 E. Randolph Street, L. D. Phone, Randolph 6578. **CHICAGO, ILL.**

Mention the American Florist when writing

Your Thanksgiving orders for Cut Flowers and Greens receive the best possible attention when placed with us. Avoid disappointment by doing your purchasing here.

JOSEPH FOERSTER CO.

WHOLESALE FLORISTS

160 N. Wabash Avenue, CHICAGO, ILL.

Mention the American Florist when writing

The George Wittbold Co. started another campaign of advertising in the daily papers this month. Louis Wittbold's son, John, is becoming quite active in the business, and was elected secretary of the Retail Florists' Association at its last meeting.

The opera season opened this week and, of course, the retailer benefited considerably by it. Orchids are in such short supply that many of the retailers were unable to fill their orders for them.

J. A. Budlong Co. is enjoying a busy month, and judging from the heavy receipts of stock at the store, this firm will not have to turn any Thanksgiving orders away.

At Peter Reinberg's store, the shipping trade is showing a marked improvement, and the outlok is encouraging for a heavy Thanksgiving trade.

Bassett & Washburn report a busy week, with a heavy demand from out-of-town points. Chrysanthemums and roses are in good crop with them.

Erne & Co. are supplying their trade with red winter berries, in addition to a complete line of all seasonable cut flowers.

YOU CAN ALWAYS RELY UPON US FOR YOUR SUPPLY OF

CUT FLOWERS

Remember when ordering that our line is so complete that it includes every item offered in the Great Chicago Market.

ZECH & MANN

30 E. Randolph St.

CHICAGO

Long Distance Phones { Central 3283 Central 3284

For Thanksgiving

Our Offerings Include:

ROSES.

COLUMBIA

RUSSELL

White Killarney

Pink Killarney

Milady Sunburst

Killarney Brilliant

Ward Ophelia

Premier

MINIATURE ROSES

Cecile Brunner

CARNATIONS

MISCELLANEOUS

Valley Cattleyas

CHRYSANTHEMUMS

White—Pink—Yellow

POMPONS

All Colors.

GREENS.

Plumosus Sprengeri

Galax, bronze. Galax, green

Ferns

Adiantum Smilax

Boxwood

C. W. Johnson, G. M. Reyburn, A. J. Zech, William Abrahamson, George Asmus, H. Bach, B. L. Fern, P. J. Foley, Jr., A. N. Humason, T. D. Long and A. F. Longren, attended the flower show of the State Florists' Association of Indiana, at Indianapolis, November 13-14.

Allie Zech, of Zech & Mann, who attended the flower show of the State Florists' Association of Indiana, at Indianapolis, last week, reports that the exhibits of roses, chrysanthemums and carnations were particularly fine.

The A. L. Randall Co.'s store fixture department is placing a new standardized refrigerator on the market. A new catalogue covering this branch of their business, is ready for mailing, and is being sent free to all florists.

The E. F. Winterson Co. had several vases of the new chrysanthemum, Mrs. C. W. Johnson, on display at its store this week. Everyone pronounced it a winner.

The John Kruchten Co., has been moving a good supply of chrysanthemums the past few days, particularly Bonnaffon, which are arriving in quality.

The American Bulb Co. is please with the demand for lily bulbs this season, and is moving a large supply of them.

A. T. Pyfer & Co. are handling more stock than ever, especially chrysanthemums, which are plentiful with them.

At Percy Jones' store, chrysanthemums are in strong demand, and clean up nicely right along.

Visitors: H. E. Smith, Danville; Arthur Newell, Kansas City, Mo.; Arno N. Nehrling, Crawfordsville, Ind.; Rolf Zetlitz, Lima, O.; Ove Gnatt, La Porte, Ind.; Art Leidiger, Milwaukee, Wis.

Buffalo, N. Y.

STOCK PLENTIFUL AND DEMAND STEADY.

Trade conditions in this city and vicinity are very fair, the demand holding to an even trend and the supply ample for requirements. Chrysanthemums are available in all grades at prices varying from $3 to $18 per dozen, with a few specials offered at $24. Roses are plentiful but their sale is limited owing to the abundance of chrysanthemums. Carnations are of good grade and move well. "Say it With Flowers" week was well advertised and will bear good fruit later on. The store windows are especially attractive at present. Florists' Telegraph Delivery orders are now coming to this city in good numbers and the local shops are good boosters.

NOTE.

The second flower show of the park greenhouses was a great success, the chrysanthemums being in perfect condition, with Turner, white and yellow in profusion, with fine flowers. The estimated attendance for the week was 142,000. The miniature lake and fountain surrounded by pot pompons was greatly admired.

BISON.

Detroit, Mich.

CHRYSANTHEMUMS REACH HIGH MARK.

The chrysanthemum season is now at its apex and the finest blooms of the local growers are seen in great quantities at the Michigan Cut Flower Exchange. This house also handles much of the stock of George Bayer, Toledo, O., whose famous Bonnaffons excel those of any other grower shipping to this market. The original cases are usually sold without inspection, a mark of distinction and merit not enjoyed by any other consignor. Roses are coming in of fine quality, and sometimes the quantity is in excess of normal demands and a reduction in price is necessary to move them. Carnations by their improved quality and increased cuts are becoming a factor. Violets are arriving, but meet with slow sale, as the quality is not attractive. As usual at this season, the chrysanthemum is, by its seasonable popularity, used for nearly every occasion requiring effective display, and a corresponding neglect of other items follows.

NOTES.

The Strand Company, C. Oscar Strand, president, 49 Washington boulevard, the latest addition to the city's retailers, is meeting with encouraging trade in its unique shop, admirably equipped and well supplied with a quality and variety of flowers to support their slogan, "Charm with Distinction." The company's greenhouses of 60,000 square feet at Farmington, Mich., are sending in fine carnations and chrysanthemums. The firm carries a full stock of bulbs, and in this line, has been favored with many big orders.

Michigan's 339th infantry hero dead arrived in this city, November 16. The sixty-eight metallic caskets in the cortege were laden with a profusion of flowers, wreaths, sprays, and clusters, of all colors. Most of the wreaths bore cards inscribed, "The Detroit Florists," who contributed them, through the publicity committee. A. Pochelon, chairman, had charge of the arrangements of the florists' tributes, many of which were of exceptional merit.

Wm. Hielscher, for many years a manufacturer of florists' wire designs, at 264 Randolph street, has abandoned that line of work and entered the retail florist business, buying the shop and greenhouse attached of Casper Pult, East Milwaukee avenue. Mr. Pult will take a well earned rest, which will include a trip to Europe in the early spring.

James Hamilton, the well-known gardener for E. S. Buhl, sailed November 16, for Glasgow, Scotland, from which city he came to this country, 15 years ago. He will be away for about three months, and will visit the floral centers of England before his return.

Raleigh Wells, for many years a salesman of the Michigan Cut Flower Exchange force, has taken a position with Peter Reuss & Co. in their Broadway store.

J. F. S.

For Your Thanksgiving Trade

HAVE YOUR CUSTOMERS

Say it With Budlong's Flowers

The Kind that are bound to give satisfaction.

'MUMS In heavy supply---White, Yellow and Pink---Also **POMPONS**

We have everything in the way of Cut Flowers, **Roses of all varieties,** including **Double White Killarney,** which is much better than the White Killarney that is commonly grown by other growers. Also plenty of **Russells, Columbias** and **Premiers,** besides **Nesbit** and **Brunner.**

CARNATIONS - - Red, White, Deep Pink and Light Pink

VALLEY **Sweet Peas, Pansies, Feverfew,** and all other seasonable Cut Flowers, including **Greens** of all kinds. **VIOLETS**

With the 'Mum season fast drawing to a close same finds us coming on with a heavy crop of Roses, also Carnations, hence same finds us in A-1 condition to look after your wants from now on. Send us your trial order.

Send us a trial order and get in touch with the quality of our stock and our prices.

If you want good stock and good treatment, buy of Chicago's most up-to-date and best-located Wholesale Cut Flower House.

J. A. Budlong Co.

Quality Speaks Louder Than Prices.

Wholesale Cut Flowers and Greens

184-186 North Wabash Ave., Corner Lake St., CHICAGO

Roses, Valley and Carnations Our Specialty

Prices As Low As Others.

SHIPPING ORDERS GIVEN CAREFUL ATTENTION.

We are in daily touch with market conditions, and when a decline takes place you can rely upon orders sent us receiving such benefits.

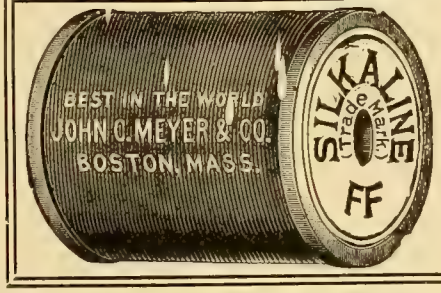
WE ARE CLOSED ALL DAY SUNDAY.

F. J. Rosser, florist at Maybury avenue and Linden street, will have to vacate his premises as the city has taken the property which will be converted into a playground for school children. He has at that location, a residence, five houses and a retail store, and enjoys a good neighborhood business.

Milwaukee, Wis.

HEAVY RECEIPTS WITH BRISK MOVEMENT.

Conditions for the past week again showed an improvement over the previous one. While the daily receipts of pompons and single chrysanthemums are still heavy, the demand is great enough to give the market a good tone. The supply of large chrysanthemums is about equal to the call. Roses were somewhat more plentiful and moved well, while carnations still feel the competition of the bunch chrysanthemums.



The Meyer Green Florist Threads

are for sale by all the leading supply houses. If they do not have them, order them direct from the manufacturer.

JOHN C. MEYER FLORIST THREAD WORKS
LOWELL, MASS. Dept BB.

Mention the American Florist when writing

NOTES.

The florists' advertising club issued an extra ad card for Thanksgiving which is out of the ordinary and very pretty. Heavy newspaper publicity of late, no doubt, helps to create an extra demand, which kept prices from reaching rock bottom.

White and Yellow Bonnaffon

Finest stock in the Chicago market. Large, perfect flowers on long stems, with clean, healthy foliage.

GOOD SUPPLY OF ALL OTHER SEASONABLE 'MUMS

POMPONS Choice White and Yellow Garza, Beu, Klondyke, and all other desirable varieties.

Large Supply of Ophelia Roses

We will be particularly strong on Ophelia for Thanksgiving, but can supply all the other varietiesof Roses in the market.

CARNATIONS Splendid supply of stock in all the leading varieties.

We Carry the Choicest Line of Green Goods Procurable

Bronze Galax in case lots at special prices; **Sprengeri,** 35c to 50c per bunch; **Plumosus,** 75c to $2.00 per bunch of 60 sprays each; **Leucothoe,** $1.00 per 100; **Ferns,** $3.00 per 1000.

COMPLETE LINE OF FLORISTS' SUPPLIES

Everything you need, particularly **Fancy, Made-up Magnolia Wreaths,** which we are featuring as a leader this season.

O & L A A Tonner Wholesale Florists

Dealers in Supplies Chicago Ill.

30 East Randolph St. **L. D. Phone: Central 6284**

At the Brown Deer range of the Holton & Hunkel Co., they are again crowded for room, in spite of the many up-to-date houses which are operated in a systematic way. Directly a bunch of chrysanthemums is cut, there is always plenty other stock to fill in.

Gust Bauman & Sons have worked up a good retail trade at the Wanderer's Rest cemetery. Their stock never looked better, especially the carnations. A large cut of single chrysanthemums will come in just right for the Thanksgiving trade.

We were treated to a little surprise November 13-14, when the thermometer went down to 14 and 17 above zero. Quite unusual to get so cold in this vicinity in November.

The C. C. Pollworth Co. feels somewhat easier since the arrival of all their Dutch bulbs, also their consignment of giganteum lilies. November 14-15.

Gust Rusch & Co. have added another man to their wire department, which gives them a chance now to fill all orders on short notice.

The A. F. Kellner Co. is rushed with decorative work at the Auditorium, for the food and music show, to be held November 20-25.

From present reports, there will be a good supply of all kinds of cut flowers for the Thanksgiving holiday.

E. O.

MINNEAPOLIS, MINN.—The annual flower show of the park board which opened November 9 and will continue until November 23, had more than 3,000 plants on view included in which were chrysanthemums in nearly 300 varieties.

Seattle, Wash.

SHORTENED SUPPLY LIMITS SALES.

Trade fell off a little here during the past week, but limitation of offerings was the main factor in this condition. There is still a notably light cut of carnations, and the growers say they are not at all inclined to force production for the sake of immediately relieving the situation. California chrysanthemums still supply the bulk of the trade, but the local crop is now arriving in fine condition, and will command a readier sale on account of the greater comparative freshness. The Japanese growers have been delivering some especially good White Turners, and Cecile, a pink pompon. Transient business has shown a steady improvement, the fall season being marked with the return of those having summer homes and the passing of most garden flowers. The celebration of Armistice day, while lacking the spontaneousness of the 1918 holiday, drew large crowds to the business section, and all of the retailers were featuring corsages. The rose cut is holding up well, with Ophelia more common than Columbia. Ward, Killarney, Mrs. Chas. Russell and Sunburst are also to be had, and two growers are planning to bring in quite a few Lady Hillingdon this year. It is believed that this rose can be made to take well with the better class trade here after a little pioneering work. Cattleyas and Cypripedium insigne are the orchids offered most freely, the local cut being heavier than ever before for this season. As the prices are also holding up, this leaves no cause for complaint from the trade. The social season promises to eclipse all records. Funeral work is the usual big feature of trade, but there are not the returns from weddings that might be expected. Sales of pot offerings are large. There is evidently going to be a greater demand for flowers this Christmas season than ever before, and the retail trade is already laying careful plans. Telegraph orders have been larger this fall than ever before, and the national advertising campaign of the S. A. F. is being given credit for a considerable share of this increase. There is little lily of the valley to be had and prices are high. The usual heavy deliveries of greens are coming in from the south.

NOTES.

The Hollywood Gardens featured Armistice day with a special window display. One of the smaller windows was used to drape a large flag over the back, the folds falling flat on the window floor. Directly in front was placed an attractive basket of orchids, while on each corner was a gold candle stick, holding a blue candle. Beside one of these was a basket of red carnations and Shasta daisies, and by the other, a basket of American Beauty roses and White Turner chrysanthemums, to carry out the red, white and blue idea.

H. P. Anderson, proprietor of the University Floral Shop, 4309 Fourteenth avenue, Northeast, is carrying on a small advertising campaign in the University of Washington Daily, which is producing good results. This is the only shop adjacent to the campus, and serving the university district, and the attention of the students and householders to the value of a live green plant in the study room, of fresh flowers for the halls, or of wall boxes of ferns for the living room, is made the basis of daily ads.

Complete Line of Stock

For Thanksgiving

'MUMS--POMPONS--ROSES

CARNATIONS

Unlimited Supply of the Highest Quality Stock

☛We always have what you want at the right prices. Send for our Special Thanksgiving Price List.

E. C. AMLING CO.

The Largest, Best Equipped, Most Centrally Located Wholesale Cut Flower House in Chicago.

169-75 N. Wabash Ave., L. D. Phones: Central 1977-1978 **CHICAGO**

Thanksgiving Specials

Order liberally of these items—they bring in the money for Thanksgiving day. Insure your supply by ordering now and protect your customers at the same time.

POMPONS

Wonderful stock—cream of the market at 35c, 50c and 75c per bunch.

'MUMS

The best possible buys at $1.50, $2.00, $3.00 and $4.00 per dozen.
Extra fancy, $5.00.

Fancy Hudson River Violets and Choice Carnations in Quantity.

A. L. Randall Co.

Wabash Ave. and Lake St.
CHICAGO, - - ILLINOIS

Mention the American Florist when writing

The Woodlawn Flower Shop arranged a basket for a local jewelry house recently. Maple and bronze chrysanthemums, double French marigolds and three or four perfect bunches of Almeria grapes were grouped in a tall, wide mouthed basket. These grapes are always available for the holiday season, and their translucent, red afforded an effective contrast to the bright hued flowers.

The visit this week of Eamon de Valera, president of the Irish "republic," was the occasion of a great demonstration, and good business to all of the florists accrued. Anna F. Burns, of the Burns Floral Company, supplied the feature piece for the reception at the Hotel New Washington, a basket of Yellow Turners larger than the little Irish miss who presented it to de Valera.

A visitor last week was Walter K. Louis, of Los Angeles, who is associated wth P. Vincent Matraia in the Art Floral Company, of San Francisco. He reported conditions in the florist trade as generally good in all of the cities he has visited in his official position as secretary of the Western Confectioner's Association.

Rosaia Bros. have been featuring chrysanthemums and Ophelia roses almost entirely in their window displays of late, and report a very good business. Pot pompons have been used at the base of the pillars in the store with equally good effect.

H. M.

E. F. WINTERSON CO. 166 N. Wabash Ave. Chicago
L. D. Phone, Central 6004
Established 1892

Daily shipments of the finest stock in Roses, Carnations, Violets and Chrysanthemums. Headquarters for Wild Smilax, Fancy Ferns, Adiantum and all Green Goods. Don't forget, our Supply Department is complete—Ribbons, Chiffons, Boxes, Crepe Paper and Wire Designs.

Mention the American Florist when writing

Pittsburgh.

HEAVY THANKSGIVING TRADE INDICATED.

Despite strikes, and rumors of strikes, business has been good and all indications point to one of the largest Thanksgivings in the history of the trade. With the exception of roses, stock has been plentiful, with enough to supply all needs. Outdoor stock is finally eliminated, which gives the flowers grown under glass the call, and consequently prices are firmer. American Beauties are of very good quality, and while the supply is not large, there are plenty to satisfy the demand. The receipts of all roses are on the short end, as most growers have pinched back for the Christmas trade. What are coming, are mostly of the longer grades, while the demand is for the cheaper quality. Chrysanthemums are not in very large supply, as the early and mid-season varieties are about cut out, and the growers are trying to hold the later ones for the Thanksgiving business. Carnations are in good supply, and the quality is fine. Paper White narcissus finds a ready market at good prices. Sweet Peas and calendulas are beginning to be a factor and meet with ready sale. The supply of greens is ample.

NOTES.

E. J. McCallum, H. D. Wood, C. E. Philips and Ed Niggel, all of the McCallum Co., have just returned from a 10 days' hunting trip in Forest county, Pa., and some of the tales they are telling are really too much.

The A. W. Smith Flower Stores Co. is again featuring "the dollar box," which they were forced to discontinue last season, owing to the shortage and high prices.

The retail stores all report business as brisk, while some of them say they are booked full with decorations until the first of the year.

M.

Cincinnati.

LARGE SUPPLY MOVES WELL.

The market is fairly good. The supply is large, but it is not as heavy as it was during the past three or four weeks. The demand is steady and has caused an advance in price. Orders for Thanksgiving are coming in nicely. Chrysanthemums are in a good supply, but they are not as plentiful as they were a fortnight ago. However, the demand for them appears better than it was at that time. Roses are fairly plentiful. Among others, Madame Butterfly, Ophelia, Columbia, Hoosier Beauty, Killarney and White Killarney may be had. Madame Butterfly are selling as quickly as they come into the market. Pompons are fairly plentiful. Callas may be had. Single violets and sweet peas are regular arrivals.

NOTES.

C. J. Ohmer and wife, and their son, James, have returned to their home at West Palm Beach, Fla. They spent the entire summer and early fall, visiting here and at the lakes.

W. Ray Murphy and H. W. Sheppard attended the flower show at Indianapolis last week. They have only words of praise for the exhibition.

GOLDFISH 1,500,000 (Fancy and Plain)
Ready for market at rock bottom prices. Ship anywhere in U. S. or Canada. Write for our illustrated catalogue.
ORIENTAL GOLDFISH & SUPPLY CO.
3757 to 3761 Cottage Grove Ave., CHICAGO, ILL.

Joseph Hill's Madame Butterfly roses are cleaning up quickly at C. E. Critchell's.

Visitors: Norval Kiger and wife, Marietta, O.; Mrs. J. F. Young, Dayton, O.; Miss Olive Ritter, Dayton, O.; J. E. Thomas, Circleville, O.; Arving Aronson, representing Schloss Brothers, New York, and A. F. Longren, Chicago.

H.

Columbus, O.

GOOD VARIETY AND FIRM PRICES.

Business was quite brisk in every way during the past week. A large assortment of flowers is coming in and customers are buying liberally. Funeral work has been good, but the striking feature is the large number of weddings. Party work is also good, as the social season is now in full swing and many events are scheduled for the immediate future. On the whole, the market is satisfactory, with a better assortment of flowers coming in as the holiday season approaches. Prospects for Christmas trade are exceedingly good, both in flowers and in plants. Chrysanthemums are one of the best features. There are many varieties and they find a ready sale at from $4 to $10 per dozen. Pompons are also active, and prices range from $1.50 to $2 per dozen. Carnations are in better supply than formerly, and quite a few pink varieties are offered for sale. White is still in the lead, however. A few reds are arriving and find ready call. Sweet peas are plentiful and of good quality. They retail at about 75 cents a bunch of 25. Greens are plentiful at all of the florists. Plants are now being shown at the downtown establishments. Fine cyclamens are exhibited, and are attracting a good deal of attention. Preparations have been made for an active trade in plants during the holiday season.

NOTE.

Quite a few white carnations were worn by pedestrians, Armistice day, November 11. In fact, all florists reported an extra heavy demand for carnations during that day.

J. W. L.

Wilkesbarre, Pa.

There are several well appointed stores in this thriving city of 75,000 inhabitants. Ira G. Marvin has an up-to-date store, with fine show window and large work room in the rear. A handsome flower case, filled with choice seasonable stock, is a feature. An office and commodious greenhouse for the storage of palms, occupies the entire second floor. A cash flower store at 8 South Main street, where there are also several greenhouses in the rear, is an important branch. The Florists' Telegraph Delivery has been found an important adjunct to the business.

Arthur W. B. Evans, 14 North Main street, just off the Square, is centrally located. His store is commodious and very well arranged. His business the past year had been very satisfactory.

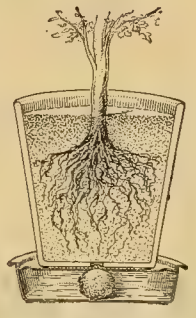
The New York Floral Co., at 70 South Main street, is right on the square in the center of the shopping district. Their large window is kept beautifully decorated, as they feel it is their greatest asset. A good stock of flowers is carried, and business reported very good.

The large center square contained a number of flower beds, filled with foliage and flowering plants, all in splendid condition. This is a part of the park system and is in charge of Park Superintendent Charles Seybold, who is one of the country's best landscape architects.

Gottlieb Bauman, 168 South Main street, just off the square, is centrally his large store. He has a fruit department and two large spaces in the new Wilkes-Barre market, one for plants, and another for cut flowers. Mrs. Bauman is a valued assistant.

K.

Sell More Potted Plants



You can easily double your plant trade by showing your customers how easy it is to grow potted plants with a

Little Wonder Plant Irrigator

They keep your plants watered just right. Wholesale price, $20.00 per 100.

If your supply house does not carry them send us their name with your order.

Sample by mail, 35c.

The Wonder Plant Irrigator Co.
2918 N. Clark St., CHICAGO

Mention the American Florist when writing

GOLDFISH
BUY FROM THE BREEDER.
41 Acres of Ponds This Season.
Write for big new catalogue.
Globes, Aquariums, Aquarium Supplies, Etc.
BERT J. PUTNAM, Scientific Aquarist
Dept. F, 490 Washington St., BUFFALO, N. Y.

Mention the American Florist when writing

John Kruchten Co.

30 East Randolph Street, WHOLESALE FLORISTS L. D. Phone Central 8016-8017. CHICAGO, ILL.

Mention the American Florist when writing

E. C. AMLING CO.

The Largest, Best Equipped, Most Centrally Located

WHOLESALE

CUT FLOWER HOUSE

IN CHICAGO

169-75 N. Wabash Ave., CHICAGO

L. D. Phones

CENTRAL 1977 and 1978

Mention the American Florist when writing

MILLER & MUSSER

Wholesale Florists

211 North State Street CHICAGO

Mention the American Florist when writing

A. L. Randall Co.,

Wabash Ave., and Lake St. CHICAGO, ILL.

Wholesale Cut Flowers, Florists' Supplies.

Mention the American Florist when writing

WEILAND-RISCH CO.

FLOWER GROWERS

TELEPHONE CENTRAL 879 154 N. WABASH AVE. CHICAGO ILLINOIS

Mention the American Florist when writing

George Reinberg

WHOLESALE FLORIST

Extra fancy Ophelia, Sunburst, Columbia, Russell, Milady, White Killarney and Killarney Brilliant Roses. All orders given prompt attention. Try us.

162 N. Wabash Av., CHICAGO

Mention the American Florist when writing

Wire Hanging Baskets

Price List, 1919. Plain Wire Hanging Baskets.

10-inch	$1.75	14-inch	$3.00
12-inch	2.25	16-inch	4.50

SHEET MOSS in bags, per bag, $2.00

Our Sheet Moss is the best value for the money in the market.

Michigan Cut Flower Exchange, 264-266 Randolph St., DETROIT, MICH.

Mention the American Florist when writing

Wholesale Flower Markets

Chicago.

CURRENT PRICE LIST.

	Dozen
Roses, Beauty	$ 1.50@$ 6.00
" Mrs. Chas. Russell	6.00@ 30.00
" Columbia	6.00@ 20.00
" Premier	6.00@ 25.00
" Hoosier Beauty	4.00@ 15.00
" Killarney Brilliant	4.00@ 12.00
" Killarney	4.00@ 10.00
" White Killarney	4.00@ 10.00
" Richmond	4.00@ 10.00
" My Maryland	4.00@ 12.00
" Mrs. Geo. Shawyer	4.00@ 12.00
" Milady	6.00@ 20.00
" Sunburst	4.00@ 12.00
" Mrs. Aaron Ward	4.00@ 12.00
" Hadley	4.00@ 15.00
" Ophelia	5.00@ 12.00
" Double W. Killarney	4.00@ 12.00
" Champ Weiland	4.00@ 12.00
" Stanley	4.00@ 12.00
" Bayard Thayer	5.00@ 20.00
" Cecile Brunner	3.00
" George Elgar	3.00
" Baby Doll	3.00
" Nesbit	3.00
" Our selection	5.00
Carnations	3.00@ 5.00
Cattleyas per doz.	18.00@ 24.00
Daisies	2.00
Valley	20.00
Calendulas	2.00@ 6.00
Chrysanthemums per doz.	2.00@ 5.00
Pompons per bunch	.35@ .75
Gardenias per doz.	6.00
Paper Whites per 100	8.00
Callas	15.00
Sweet Peas per 100	2.00@ 3.00
Violets	.75
Ferns per 1,000	3.00
Galax per 1,000	1.50@ 2.00
Leucothoe	1.00@ 1.25
Mexican Ivy per 1,000	5.00@ 6.00
Plumosus Strings each	.60@ .75
Smilax per doz.	2.50@ 3.00
Sprengeri, Plumosus Sprays	3.00
Boxwood, 35c per lb., per case	9.00

ZECH & MANN

WHOLESALE FLORISTS

30 E. Randolph St., CHICAGO

Telephone Central 3284

Mention the American Florist when writing

THE CHRYSANTHEMUM MANUAL

By Elmer D. Smith

FOURTH EDITION

Price 60 Cents. Cash with Order.

American Florist Co.

440 S. Dearborn St., Chicago

BASKETS

Write for Catalog Now

RAEDLEIN BASKET CO.

713 Milwaukee Ave. CHICAGO, ILL.

REFRIGERATORS

COMPLETE FIXTURES

CENTRAL REFRIGERATOR & EQUIPMENT CO.

Estimates Submitted.

155 No. Clark Street, CHICAGO

o You Sell Flowers?

Do You Merely Let the Public Buy Them?

Too many florists "accept orders" for flowers—they don't **force their sales.**

Those whose books show real profits are the ones who really **sell their stock.** They "arouse interest" and "create desire" for their merchandise.

That which makes the public pay **you** its money for your flowers is their **beauty.** The corner grocer displays his cabbages, but too often the florist hides his flowers.

To increase the flower business and to promote the display and sale of flowers, we sumbit—

THE RANDALL STANDARDIZED ISPLAY REFRIGERATOR

(Illustrated on opposite page)

This refrigerator is the size and design which long experience in flower store equipment has taught us to be the best. It's best from the standpoints of floral display, economical operation and the keeping of flowers. It's just the right size for 90% of the retail stores.

We have standardized this box. Every detail has been developed to perfection. We build them in quantities under the "continuous production" method, and so reduce the cost—you get the benefit.

Don't wait until you think you need a refrigerator—get in touch with us on this propostion today, if you know you want to sell more flowers.

A postal card reading
"Send details about Standardized Refrigerator"
will bring the whole story.

L. RANDALL COMPANY

Store Fixture Department

Office: Wabash Av.

Chicago, Ill.

Factory: 728 S. Wabash Av.

Boxwood and Lycopodium

We handle these two items in larger quantity every year, which is the best indication that we give our customers the right kind of stock. Our shippers have very careful instructions how to cut it. There will be a big demand this year and you should place your order now for the same quantity you used last year.

THE LEO NIESSEN CO., 1201 Race St., Philadelphia, Pa.

Philadelphia.

GOOD DEMAND AND NO CARRYOVER.

Opening strong, owing to the great demand at the close of the previous week, the market, November 10, was very encouraging, there being sale for all good stock at advancing prices. It eased up a little for a couple of days, but Friday and Saturday, business was fine, and there was little left to carry over. The chrysanthemums are of a trifle higher grade. The Chadwicks and Eatons, white and yellow, have arrived; they are always a welcome addition and mark the beginning of the end, as there is nothing comes after them. The later varieties of pompons are also seen in good shape. They are in great demand, and will be a strong factor in next week's stock. Roses are fast getting into winter form. There are not any too many, and as they gain in quality, the prices quicken to keep on a par with them. American Beauty, Russell, Columbia, Premier and Ophelia are the leaders. The flowers of Premier are now in better form, showing less of the bull heads that were prominent when the young plants were growing so fast during the summer. Premier with 24-inch stems, and Columbia with 30-inch, are now offered. Carnations are better and more plentiful, and will take quite a jump when the chrysanthemums pass out about December 1. There are good snapdragons, a fair showing of calendulas and more sweet peas than ever before seen at this season. The quality of all of this stock is fine. Violets are selling up to the last bunch, the crop shortening up as it always does before Thanksgiving week. Cattleyas are much below the demand; anything worth while brings $1.00.

NOTES.

The retailers are, for the most part, satisfied with their business for the season, some, in fact, reporting a very busy week with weddings, coming-out teas and other social functions. J. J. Habermehl's Sons had some quite large affairs, both in and out of town, and the London Flower Shop is kept busy with the debutantes. H. H. Battles' large store is always rushed with orders, and his show window, with its unique color and artistic flower effects, is very attractive. His bee-hive Century Flower Shop is a model flower store in every sense of the word, where the transient trade are sure to find seasonable plants and cut flowers in great variety, all featured and arranged as to be most inviting and salable.

A chrysanthemum grower of experience stated that Major Bonnafon is one of the best yet. Many varieties have been introduced that would surpass it on the exhibition table, but they have come and gone, while "the Major" is as popular today as ever. Some growers get the notion once in a while that it is running out and drop it from their list, only to take it up again later. The Chadwicks, white and yellow, are also old reliables that are splendid producers and bring top figures in the market.

Elmer Weaver, Ronx, Lancaster county, Pa., the sweet pea expert, was in town last week. He feels that growers of cut flowers generally should contribute liberally to the S. A. F. advertising fund. Being producers, they can

CHRYSANTHEMUMS

In all popular varieties, best quality, direct from grower to you. Roses, Carnations, Violets.

PHILADELPHIA CUT FLOWER COMPANY

Wholesale Florists

1517 SANSOM ST., George Aeugle, Proprietor, PHILADELPHIA, PA.

EDWARD REID

Roses, Carnations, Chrysanthemums. All Seasonable Flowers.

This is the exclusive shop, only one block from Express Depots.

1619-1621 Ranstead Street, PHILADELPHIA, PA.

Wholesale Flower Markets

BUFFALO, Nov. 19 Per 100

Roses, Beauty, Special	50.00@	60.00
" Fancy	30.00@	40.00
" Extra	15.00@	20.00
" 1st	8.00@	10.00
" Killarney	3.00@	10.00
" My Maryland	3.00@	10.00
" Sunburst	3.00@	12.00
" Ward	3.00@	4.00
" Columbia	6.00@	15.00
" Ophelia	3.00@	15.00
" Russell	6.00@	10.00
" Shawyer	3.00@	10.00
" Bon Silene	2.00@	3.00
Cattleyas	85.00@	100.00
Chrysanthemums	8.00@	40.00
Pompons, per bunch	.50@	1.00
Violets	.75@	1.00
Carnations	2.00@	5.00
Snapdragons	4.00@	6.00
Sweet Peas	1.00@	1.50
Asparagus Sprengeri	.35@	.50
Ferns	per 1,000	2.50
Calendulas	2.00@	3.00
Smilax		25.00
Japan Lilies	8.00@	10.00

BOSTON, Nov. 19. Per 100

Roses, American Beauty	4.00@	40.00
" Shawyer, Russell	2.00@	12.00
" Killarney	1.00@	5.00
" Milady, Miller	1.00@	8.00
" Francis Scott Key, Radiance	2.00@	8.00
" White Killarney	1.00@	6.00
" Killarney Brilliant	1.00@	6.00
" Mrs. Aaron Ward, Sunburst	2.00@	8.00
" Hadley	2.00@	10.00
" Ophelia	2.00@	10.00
" Premier	3.00@	12.00
" Columbia	3.00@	12.00
" Maryland, Hoosier Beauty	2.00@	8.00
Cattleyas	40.00@	60.00
Cypripediums	12.00@	15.00
Sweet Peas	.75@	1.00
Carnations	2.00@	3.00
Longiflorum Lilies	20.00@	25.00
Pohpons, per bu, $0.50@$1.00		
Chrysanthemums	8.00@	24.00
Violets	.75@	1.00
Marguerites	.75@	1.00
Calendulas	2.00@	3.00
Bouvardia, per doz, $2@$4.00		
Paper White Narcissi	4.00@	6.00
Callas	16.00@	20.00

CINCINNATI, Nov. 19. Per 100

	Per doz.	
Roses, Beauties, 36-inch	4.00@	6.00
" Beauties, 30-inch	4.00@	5.00
" Beauties, 24-inch	2.50@	3.00
" Beauties, 18-inch	1.00@	2.00
" Beauties, Short		1.00
	Per 100	
" Columbia	6.00@	20.00
" Premier	6.00@	25.00
" Killarney	3.00@	15.00
" Ophelia	4.00@	12.00
" Russell	5.00@	18.00
Carnations	3.00@	6.00

Wax Flowers

(In all desirable colors.) Per 100

Dahlias		$6.00
Chrysanthemums		5.00
Calla Lilies		5.00
Harrisii (or Easter Lilies)		5.00
Roses		3.00
Carnations		3.00
White Lilac (12 sprays to bu.) per dozen bu.		3.00
Lily of the Valley	(per gross)	2.00
Forget-me-nots	(per gross)	1.85

Our latest price list of all other Supplies sent free on request.

Geo. H. Angermueller Co.

Wholesale Florists, 1324 Pine St., ST. LOUIS, MO.

Write For Our

Price List

On Cut Flowers

H. G. BERNING

1402-4 Pine St., St. Louis, Mo.

BERGER BROS

CHRYSANTHEMUMS

All Grades.

Roses, Carnations, Violets.

1225 Race St. Philadelphia, Pa.

Pittsburgh Cut Flower Co.

WHOLESALE FLORISTS

116-118 Seventh Street,

PITTSBURGH, - PA.

Growers of Quality Flowers.

C. C. POLLWORTH CO.
EVERYTHING in the line of Cut Flowers, Plants and Florists' Supplies.
MILWAUKEE, WIS.

HOLTON & HUNKEL CO.
462 Milwaukee St., Milwaukee, Wis.
Wholesalers and Growers of Choice Cut Flowers and Greens

H. Bayersdorfer & Co.
The Wholesale Supply House of America . . .
EVERYTHING THE BEST IN FLORISTS' SUPPLIES
1127 Arch St., Philadelphia, Pa.

Wholesale Florists' Supplies
THE HOUSE OF MERIT
Staple Baskets and Seasonable Novelties in Quantity.
Send for Our Catalogue.
JOS. G. NEIDINGER CO.
1309-1311 N. 2nd St., Phila., Pa.

assist materially in this way to make a better market for their stock.

The florists of the nation's capital appear to have made a wonderful success of "Say it with Flowers" week, even if they did "go up in the air" over it. It was President Blackistone's idea, and we hope that it greatly quickened what promises to be a successful flower season.

One of the large wholesalers is of the opinion that as soon as the chrysanthemums are cut out, there will be a substantial advance in prices, particularly in the higher grades of all stock, as there is not any too much now when the market is full of chrysanthemums.

Philip Breitmeyer and wife, of Detroit, Mich., were in the city the past week, attending the wedding of their niece, Miss Margaret Stortz. Mr. Breitmeyer looks well, and reports business in Detroit, and throughout that section, very satisfying.

Charles H. Grakelow, referring to his downtown store plan, thinks he will wait a while, until the rent profiteers cool off a little. Just at present, they want the penny, and the cake, too.

The new mastic floor laid recently in George Craig's store, gives the shop a most finished appearance. His greenhouse and garage in the rear are a great convenience.

Charles B. Stahl has installed a new show refrigerator, a facility he has needed for some time. Business has been good through the fall, particularly in decorations.

K.

CHARITON, IA.—The Kemble Floral Co., of Oskaloosa, with branches in several cities in the state, has purchased the Kneeland range here. R. H. Stobbart will be in charge and many improvements are planned for next spring.

ST. PAUL, MINN.—The fifty-third annual meeting of the Minnesota State Horticultural Society will be held at the Ryan hotel, this city, December 2-5.

GUST. RUSCH & CO.
Wholesale Florists
Jobbers in FLORISTS' SUPPLIES.
Phone Main 1245. P. O. Box 206
444-446 Milwaukee St., Milwaukee, Wis.

Wholesale Flower Markets

MILWAUKEE, Nov. 19.

	Per 100
Rose, Killarney, W. Killarney	4.00@ 8.00
" Ward	4.00@ 8.00
" Mrs. Chas. Russell	6.00@ 20.00
" Ophelia	4.00@ 12.00
" Columbia	6.00@ 20.00
" Premier	8.00@ 25.00
" Hoosier Beauty	6.00@ 12.00
Carnations, assorted	3.00@ 5.00
Cattleyas, per doz.	12.00@ 15.00
Chrysanthemums, per doz.	2.00@ 6.00
per bunch	.35@ .75
Bouvardia, per bunch	.50@ .75
Cypripedium, per doz.	4.00
Stevia	2.00@ 3.00

PITTSBURGH, Nov. 19.

	Per 100
Roses, Beauty, special	35.00@ 40.00
" " fancy	20.00@ 25.00
" " extra	10.00@ 20.00
" " No. 1	3.00@ 6.00
" Hadley	4.00@ 15.00
" Killarney	4.00@ 15.00
" Maryland	4.00@ 15.00
" Scott Key	10.00@ 20.00
" Sunburst	4.00@ 15.00
" Mrs. Aaron Ward	4.00@ 10.00
" Russell	4.00@ 20.00
" Columbia	4.00@ 25.00
" Ophelia	4.00@ 15.00
" Hilda	3.00@ 12.00
Carnations	3.00@ 4.00
Cattleyas	100.00
Ferns, per 1,000	2.50
Sweet Peas	1.00@ 2.00
Daisies	1.00@ 2.00
Chrysanthemums, per doz.	2.50@ 4.00
Galax	1.50@ 2.00
Plumosus	.35@ .50
Sprengeri	.35@ .50
Smilax, per doz.	3.00
Mexican Ivy, per doz.	1.00@ 7.50
Calendulas	2.00
Pompons, per bunch	.50@ .75

PHILADELPHIA, Nov. 19.

	Per 100
Roses, Beauty, special	40.00@ 60.00
" " fancy	20.00@ 30.00
" Mrs. Chas. Russell	8.00@ 25.00
" Killarney	4.00@ 8.00
" Hadley	8.00@ 25.00
" Sunburst	6.00@ 15.00
" Wards	3.00@ 6.00
" Ophelia	6.00@ 20.00
" Columbia	6.00@ 25.00
Easter Lilies	20.00@ 25.00
Snapdragons	6.00@ 10.00
Calendulas	3.00@ 5.00
Adiantum	1.00@ 1.50
Smilax	.35
Asparagus Strings	.50@ .75
Asparagus bunches	.50
Dagger and Fancy Ferns, per 1,000	3.00@ 4.00
Chrysanthemums, large, per doz.	1.00@ 5.00
" Pompons, bunch	.35@ .50
Violets	.75@ 1.00
Cattleyas	75.00@100.00

FANCY (Special Picked) FERNS
Leave us your order for regular shipments.
C. A. Kuehn, WHOLESALE Florist
All Seasonable Cut Flowers | Mfr. and Dealer in "Florists" (Brand) Supplies
1312 Pine Street, ST. LOUIS, MO.
Mention the American Florist when writing

WHY NOT TRY THE
McCALLUM CO.
For Real Service in FLORISTS' SUPPLIES?
We are manufacturers and importers—not merely jobbers. Send for Our New Catalog and be convinced.
The McCallum Co., Pittsburgh, Pa.
Mention the American Florist when writing

Philadelphia Wholesale Florists' Exchange
CHRYSANTHEMUMS, ROSES, VIOLETS, CARNATIONS.
Up-to-the-Minute Service. Satisfaction Guaranteed.
1615 Ranstead St., Philadelphia, Pa.

MINNEAPOLIS, MINN.
RICE BROTHERS
Wholesale Florists and Supplies
218 North Fifth St.
Send list in for quotations.

ST. LOUIS, Nov. 19.

	Per 100
Roses, Hadley	2.00@ 8.00
" Killarney	2.00@ 5.00
" White Killarney	2.00@ 6.00
" Hoosier Beauty	2.00@ 12.50
" Russell	3.00@ 15.00
" Ward	2.00@ 4.00
" Sunburst	2.00@ 8.00
Ferns	2.50
Carnations	2.00@ 8.00

New York.

MODERATE SUPPLY; PRICES SATISFACTORY.

Although it is always hard to find a wholesaler that will say that business is good, we will say for that branch of the business, that it is not at all bad. Now that much colder weather has put down the outdoor stock, the supply is not exceptionally heavy, and good prices are being realized. In fact, some of the leading retailers say that prices are too high, but they often say that and it is a question that they are quite willing to leave to the two branches to arbitrate. The stock of American Beauty roses is light, and prices have been creeping up, a few of the best specials having sold at the rate of $50 to $75 per 100. All good tea roses are holding firm. Special orchids range from $1 to $2, the latter price having been paid for some of the hybrids. Violets took a high jump during the past week, wholesaling at $2 per 100 from November 12, and going to $3 on the 14th on account of the demand for the football game at New Haven. Carnations, too, have improved in price, the Mrs. Wards now selling at $4 and $5 per 100, though the carnation market cannot be called active. It is an unquestioned fact, that, considering the great fortunes that were amassed during the war, and that some lines of business are even now making "war time profits," the public is not buying flowers to the extent that one has reason to expect. Various reasons are being assigned for this, depending—to borrow from Sam Weller's famous remark—"on the taste and fancy" of the reasoner. A few days ago, a man was heard to state that "prohibition is doing it." As the United States supreme court will eventually pass an opinion on the justice or injustice of prohibition, we offer no argument as to its merits or demerits—except, that if men are saving money by not being able to get whiskey, they should spend some of it for flowers. The diamond merchants report that they are behind with their orders, so great is the demand. In the windows of the Fifth avenue stores, furs and other sorts of wearing apparel, tagged with enormous prices, are being displayed, and it is reasonable to suppose that they are being bought. But—the plain people, that Lincoln said, "God must have loved, because he made so many of them," are not buying diamonds or expensive furs. It is true, that in many lines of work, wages are much higher than formerly, but in others, such as call for people of education, taste and refinement, there has been little advance, while the cost of living has doubled, and these are the people who when they can afford it, are good customers of the florists. It seems like a vain repetition, but is worth remembering, that there must always be a limit to the prices charged for flowers, and no propaganda can put them beyond that limit without an injury to the trade. The people must be sheltered, clothed and fed, but in the final analysis, though they may love flowers, they know that they can—if necessity compels—do without them.

November 17.—Business is quite active and there are indications of a busy week. The horse show opens today; the Metropolitan opera season this evening, and the Prince of Wales will arrive tomorrow to be the guest of the city for the remainder of the week. It seems certain that all these events will have an improving effect on business.

NOTES.

The Brooklyn florists have distributed large numbers of cards as follows:

"Say it With Flowers."

"November 16-22 is flower week. You are invited to visit the up-to-date flower stores of the city as often as possible during the week. The proprietors and their employes will be glad to welcome you and your friends, and show the wonderful array of fall flowers.

"Yours for a more beautiful borough,

"The Florists of Brooklyn."

The firm name of Riedel & Meyer, Inc., wholesalers, 49 West 28th street, has been superseded by that of Riedel & Williams. Since the death of Mr. Meyer some months ago, the business has been carried on by Henry C. Riedel. He has now taken as a partner, Fred C. Williams, a brother to Mrs. Riedel, who has taken a financial interest in the business.

The Traveling Wholesale Florist, 133 West 28th street, is attracting attention with sample Christmas wreaths, which he is exhibiting in variety. They are made up of pine cones on evergreen foliage, and decorated with the red winter berries, which are unusually large.

James B. Deal, formerly in the retail business in this city, who spent a year in the United States army in France, and was wounded by a machine-gun bullet, is now with the Cadieux Company, retail florists, 1007 Madison avenue.

T. Doganges, the retailer of 695 Columbus avenue, has acquired the lease of the store at 685 Columbus avenue, which has been conducted as a flower shop. He has thus eliminated competition from the block.

Business is active at the Dards store, Madison avenue and 44th street. In addition to a fine stock of large chrysanthemums, many attractive features in the pompons and singles have been noticed.

The Cornwall Florist has one of the attractive stores of Broadway, at 91st street. It is always well stocked with a good quality of plants and cut flowers.

George Sullivan, well and favorably known as a salesman in the wholesale district, is now with the United Cut Flower Co., 111 West 28th street.

Malandre Brothers, Broadway and 72nd street, arranged an elaborate window decoration with Red Cross features in honor of Red Cross week.

The Madison Floral Company, Madison avenue and 33rd street, has been making a fine window display of massed chrysanthemums.

Joseph Levy, of the Brooklyn Cut Flower Co., who has been ill for several months, is said to be in a serious condition.

R. Hale, manager for T. F. Galvin, Inc., has recently been busy arranging wedding decorations.

John Young & Co. are receiving fine stock of the chrysanthemum, Pink Chieftain.

Hentz & Nash, Inc., are handling a considerable supply of the pink bouvardia.

A. F. F.

THERE'S a growing tendency toward a closer contact—toward a better understanding of man with man in every line of endeavor today, two essentials which make for a sound and lasting prosperity. I want to be on such terms with every florist; I solicit new business on such a basis

Joseph S. Fenrich, 51 West 28th Street, NEW YORK
Telephones: 420-421-422 Farragut.

FUTTERMAN BROS.
Wholesale Florists, 102 West 28th St., New York.
Telephones: Farragut 159 and 9761.
The Right People to Deal With. Consignments Solicited.

C. Lecakes & Co.
Evergreens and Florists' Supplies
Ferns, Galax, Laurel, Leucothoe Sprays, and Moss, Our Specialties.
116 W. 28th St., New York
Telephone Farragut 2315
No connection with any other concern.
Prompt and careful attention to Mail, Telegraph and Telephone Orders.

HENTZ & NASH INC. N.Y. (WHOLESALE COMMISION FLORISTS) GROWER AGENT 55 and 57 West 26th St.

Joseph A. Millang
WHOLESALE FLORIST
55-57 W. 26th St., New York
Telephone 2046 Farragut

WHOLESALE FLORISTS John Young & Co. 54 West 28th St. New York. Consignments Solicited

Traveling Wholesale Florist
INC.
133 W. 28th St., NEW YORK
Telephone 9760 Chelsea
SPECIALTIES—Cut Orchids, Asparagus Plumosus Sprays and Mistletoe and Berries. Our Orchids are grown by Carillo & Co., of Mamaroneck, N. Y.

Telephone Farragut 9254
EDWARD BRENNER
Wholesale Florist
101 West 28th Street, NEW YORK
Everything in Cut Flowers
Consignments Solicited.

PAUL MECONI
WHOLESALE FLORIST
55-57 WEST 26TH STREET
Telephones: 3864 and 3157 Farragut. NEW YORK CITY

GEO. J. POLYKRANAS
Wholesale Commission Florist
CONSIGNMENTS SOLICITED
104 West 28th St., NEW YORK
Telephone No. 2264 Farragut.

William Mackie
WHOLESALE FLORIST
105 W. 28th St., New York
Telephone 759 Farragut

Riedel & Williams
WHOLESALE FLORISTS
25 years' experience. Consignments solicited.
49 West 28th St., New York
Phone 4024 and 4025 Madison Square.
Mention the American Florist when writing

Telephones {4422 / 4423} Farragut D. J. Pappas, Pres.
United Cut Flower Co., Inc.
WHOLESALERS
111 W. 28th St., NEW YORK
Mention the American Florist when writing

Walter F. Sheridan
WHOLESALE FLORIST
Telephone Call: 3532-3533 Farragut 133 W. 28th St., New York
All the NEW ROSES, CARNATIONS and Seasonable Flowers.

Wholesale Flower Markets

NEW YORK, Nov. 19. Per 100

Roses, Beauty, special	50.00@	75.00
" " extra and fancy	30.00@	35.00
" Hadley	4.00@	25.00
" Francis Scott Key	10.00@	60.00
" Columbia	4.00@	20.00
" Prima Donna	4.00@	15.00
" Alice Stanley	2.50@	10.00
" Double White Killarney	4.00@	15.00
" White Killarney	2.00@	10.00
" Aaron Ward	3.00@	8.00
" Ophelia	3.00@	15.00
" Sunburst	2.00@	8.00
" J. L. Mock	3.00@	12.00
" Mrs. Chas. Russell	4.00@	15.00
" Premier	6.00@	35.00
Cattleya orchids, special	100.00@	200.00
Carnations	3.00@	4.00
Carnations, Mrs. Ward	4.00@	5.00
Adiantum Croweanum and Hybridum	.50@	.75
Asparagus Plumosus, doz. bchs.		2.00
Smilax, doz. strings	1.50@	2.00
Bouvardia, per doz.	.75@	1.00
Chrysanthemums, per doz.	1.00@	5.00
Chrysanthemums, ex. var., doz.	6.00@	12.00
Lilies, white	20.00@	30.00
Gardenias, per doz.	3.00@	6.00
Callas, per doz.	2.00@	2.50
Paper White Narcissus, doz.	.30@	.35
Lilies, Rubrums	3.00@	5.00
Sweet Peas	2.00@	2.50
Lily of the Valley	4.00@	15.00
Violets	.50@	1.00
Snapdragons, per doz.	.25@	.50

PHONE {2335 / 2336} FARRAGUT
WM. KESSLER,
WHOLESALE FLORIST
113 W. 28TH STREET
Bet. 6th & 7th Aves. NEW YORK
Mention the American Florist when writing

HORACE E. FROMENT
WHOLESALE COMMISSION
All the New and Standard Varieties of Roses, Violets, Carnations, Valley, Lilies, Etc.
148 West 28th St., NEW YORK CITY
Telephones: Farragut 300 and 301
Mention the American Florist when writing

Phones Farragut {167 / 3058} Established 1887
J. K. ALLEN
Wholesale Commission Dealer in
CUT FLOWERS
118 W. 28th St., NEW YORK
West of 6th Ave. Open 6 a. m. every morning.

JOHN YOUNG & CO.
Wholesale Commission Florists
53 W. 28th St., NEW YORK
Telephone Farragut 4336.
Mention the American Florist when writing

N. Y. Cut Flower Exchange
Coogan Bldg., 6th Av. and W. 26th, New York.
Desirable wall space to rent for advertising.
Open for Cut Flower Sales at 6 o'clock every morning.
V. S. DORVAL, Secretary
Mention the American Florist when writing

WILLIAM P. FORD
WHOLESALE FLORIST
107 West 28th Street, NEW YORK
Telephone 5335 Farragut
Mention the American Florist when writing

Frank H. Traendly Charles Schenck
Traendly & Schenck
Wholesale Florists and Cut Flower Exchange
436 Sixth Avenue, NEW YORK
Between 26th and 27th Sts.
Telephones: 798 and 799 Farragut.
Orchids, Roses, Carnations, and all the other best products of the leading growers.
CONSIGNMENTS SOLICITED.
Mention the American Florist when writing

The Kervan Co.
Fresh Cut Decorative Evergreens
Highest Standard of Quality.
Largest stock in America. Send for illustrated catalog of Greens and Florists' Supplies.
119 West 28th St., NEW YORK

Geo. C. Siebrecht
Wholesale Florist
109 West 28th St., NEW YORK
Tel. 608 and 609 Farragut.
CONSIGNMENTS SOLICITED
Mention the American Florist when writing

Phones, 3310-11-12 Farragut.
Henshaw Floral Co.
(Incorporated)
Wholesale Commission Florists
127 W. 28th St., NEW YORK
Mention the American Florist when writing

GEO. B. HART
WHOLESALE FLORIST
24-30 STONE STREET
ROCHESTER, NEW YORK.
Mention the American Florist when writing

Telephone: Chelsea 6925
I. Goldstein
WHOLESALE FLORIST
116 W. 28th St., New York
Prompt and careful attention to your interests. Consignments Solicited.

J. J. COAN, Inc.
WHOLESALE FLORIST
Everything in Cut Flowers
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115 West 28th Street, New York
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A complete assortment of the best in the market can always be relied upon.
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A Guarantee of Quality and Service

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RAILWAY EXCHANGE BUILDING

TELEGRAPH DELIVERIES IN CHICAGO

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"THE BEST FLOWERS BY TELEGRAPH"

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Leaders of Fashion in Floral Arrangement

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THIS IS A TIME FOR THANKFULNESS

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NEW YORK, Pannonia, Cunard-Anchor, (Piraeus)
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FROM BOSTON, Valdura, Cunard-Anchor, (London).
Wheaton, American, (Rotterdam).
FROM BALTIMORE, Maryland, Atlantic Transport, (London).
Celtic, White Star, (Liverpool).

November 23.
FROM NEWPORT NEWS, Yseldyk, Holland-America, (Rotterdam).
FROM BOSTON, West Hosekie, Atlantic Transport, (London).
Waubesa, Red Star, (Antwerp).
FROM MONTREAL, S. S. Canada, White Star-Dominion, (Liverpool).

November 24
Invincible, Atlantic Transport, (London).
FRO MBOSTON, Marcian, Leyland, (Manchester).
FROM PHILADELPHIA, West Cherow, Red Star, (Antwerp).

November 25.
Ryndam, Holland-America, (Rotterdam).
Nantasket, American Line, (Liverpool).
FROM NEW ORLEANS, Nevisian, Leyland, (Liverpool).
Eclantier, Red Star, (Antwerp).
Cretic, White Star, (Naples-Genoa).
FROM MONTREAL, Welshman, White Star, (Avonmouth).

November 26.
FROM PHILADELPHIA, Rekettcut, American Line, (Liverpool).
Minnekahda, Atlantic Transport, (London).

November 28.
Eclipse, American Line, (Liverpool).
FROM NEW ORLEANS, Nessian, Leyland, (Liverpool).
Adriatic, White Star, (Southampton).

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Albany, N. Y.—Eyres, 106 State St.
Albany, N. Y.—Danker's.
Boston, Mass.—Thos. F. Galvin, Inc.
Boston, Mass.—Penn, The Florist.
Brooklyn, N. Y.—Hugo H. Jahn.
Brooklyn, N. Y.—Joseph Trepel.
Brooklyn, N. Y.—James Weir, Inc.
Brooklyn, N. Y.—The Long Island Floral Co.
Buffalo, N. Y.—S. A. Anderson, 440 Main St.
Chicago—Alpha Floral Co., 146 S. Wabash.
Chicago—Central Floral Co., 132 N. State St.
Chicago—Friedman, 522 S. Michigan Blvd.
Chicago—C. Frauenfelder, 3343 W. Madison St.
Chicago—Fleischman, Railway Exchange Bldg.
Chicago—A. Lange, 77-79 E. Madison St.
Chicago—Mangel, 17 E. Monroe St.
Chicago—North Shore Floral Co.
Chicago—Schiller, The Florist, 2221 W. Madison.
Chicago—G. Wittbold Co., 745 Buckingham Pl.
Cincinnati, O.—Julius Baer.
Cincinnati, O.—Hardesty & Co.
Cincinnati, O.—H. W. Sheppard.
Cleevland, O.—Bramley & Son.
Cleveland, O.—Smith & Fetters Co.
Cleveland, O.—The J. M. Gasser Co.
Colorado Springs, Colo.—Pikes Peak Floral Co.
Dallas, Tex.—Lang Floral & Nursery Co.
Dayton, O.—Matthews, The Florist.
Dayton, O.—J. W. Rodgers.
Denver, Colo.—The Park Floral Co.
Detroit, Mich.—Central Floral Co., 35 Broadway
Detroit, Mich.—John Breitmeyer's Sons.
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El Paso, Tex.—Potter Floral Co.
Galesburg, Ill.—I. L. Pillsbury.
Grand Rapids, Mich.—Grand Rapids Floral Co.
Grand Rapids, Mich.—Henry Smith.
Harrisburg, Pa.—Charles L. Schmidt.
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Kansas City, Mo.—Samuel Murray.
Kansas City, Mo.—A. Newell.
Kansas City, Mo.—Wm. L. Rock Flower Co.
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Lincoln, Neb.—Frey & Frey.
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Los Angeles—Wolfskill Bros. & M. Goldenson.
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Louisville, Ky.—The F. Walker Co.
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Montreal, Que., Can.—The Dominion Floral Co.
Nashville, Tenn.—Joy Floral Co.
Newark, N. J.—Bergerow's.
Newark, N. J.—The Rosery Floral Co.
Newark, N. J.—Philips Bros.
Newburyport, Mass.—E. W. Pearson.
New Orleans, La.—Metairie Ridge Nursery Co.
New Orleans, La.—Chas. Eble.
New Orleans, La.—The Avenue Floral Co.
New York—The Aphrodite Co.
New York—Astoria Florist, 2188 Broadway.
New York—The Boulevard Floral Co.
New York—Broadway Florist, 2094 Broadway.
New York—A. T. Bunyard, 413 Madison Ave.
New York—H. H. Burns, 509 Madison Ave.
New York—Cornwall Florist.
New York—Dard's, 44th and Madison Ave.
New York—David Clarke's Sons.
New York—Doganges, 695 Columbus Ave.
New York—John D. Flessas.
New York—Henry Hart, Inc.
New York—Guido, Inc., 595 Lexington Ave.
New York—Hession.
New York—Kottmiller.
New York—Leikens, Madison Av. and 55th St.
New York—Madison Floral Co.
New York—Malandre Bros.
New York—J. G. Papadem Co.
New York—A. B. Cazan.
New York—Max Schling.
New York—Thos. F. Galvin, Inc.
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Omaha, Neb.—Lewis Henderson.
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Rochester, N. Y.—J. B. Keller Sons.
Salt Lake City, Utah—Miller Floral Co.
San Francisco—Podesta & Baldocchi.
Seattle, Wash.—Hollywood Gardens.
Seattle, Wash.—Rosia Bros.
Sheboygan, Wis.—J. E. Matthewson.
Stamford, Conn.—Quality Flower Shop.
St. Louis, Mo.—F. H. Weber.
St. Louis, Mo.—Grimm & Gorly.
St. Paul, Minn.—Holm & Olson.
St. Paul, Minn.—L. L. May & Co.
Tacoma, Wash.—California Florists.
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Avenue Floral Co., The, New Orleans, La.
Baer, Julius, Cincinnati, O.
Barnes, W. J., Kansas City Mo.
Baumer, August R., Louisville, Ky.
Bergerow's, 746 Broad St., Newark, N. J.
Boulevard Floral Co., The, New York.
Bramley & Sons, Cleveland, O.
Breitmeyer's Sons, John, Detroit, Mich.
Broadway Florist, 2094 Broadway, New York.
Buckbee, H. W., Rockford, Ill.
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Burns, H. H., 509 Madison Ave., New York.
California Florist, Tacoma, Wash.
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Dard's, 44th and Madison Ave., New York.
Doganes, 695 Columbus Ave., New York.
Danker's, Albany, N. Y.
Dard's, 44th and Madison Ave., New York.
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Melandre Bros., New York.
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Metairie Ridge Nursery Co., New Orleans, La.
Miller Floral Co., Salt Lake City, Utah.
Murray, Samuel, Kansas City, Mo.
Newell, A., Kansas City, Mo.
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Pearson, E. W., Newburyport, Mass.
Penn, The Florist, Boston, Mass.
Philips Bros., 938 Broad St., Newark, N. J.
Pikes Peak Flo. Co., Colorado Springs, Colo.
Podesta & Baldocchi, San Francisco.
Potter Floral Co., El Paso, Tex.
Quality Flower Shop, Stamford, Conn.
Randall's Flower Shop, Worcester, Mass.
Randolph & McClements, Pittsburgh, Pa.
Rock, Wm. L., Flower Co., Kansas City.
Rodgers, J. W., Dayton, O.
Rosery Floral Co., The, Newark, N. J.
Rosia Bros., Seattle, Wash.
Saake, O. C., Los Angeles, Calif.
Schiller, The Florist, 2221 W. Madison, Chicago
Schling, Max, 785 Fifth Ave., New York.
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Sceery, Edward, Paterson, N. J.
Schlatter, Wm. & Son, Springfield, Mass.
Schmidt, Chas. L., Harrisburg, Pa.
Shaffer, Geo. C., Washington, D. C.
Smith & Fetters Co., Cleveland, O.
Smith Co., A. W., Pittsburgh, Pa.
Smith, Henry, Grand Rapids, Mich.
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Trepel, Joseph, Brooklyn, N. Y.
Walker Co., The, F., Louisville, Ky.
Weber, F. H., St. Louis, Mo.
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Mail or telegraphic orders promptly and most carefully executed.

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Exceptional Service

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We Solicit Telegraph Orders.
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ALFRED HANNA & SONS will fill your orders for Designs and Cut Flowers in Michigan.

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Orders from other cities receive our personal attention.

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The Rosery Floral Co.,
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Everything in Flowers
Prompt Deliveries to any town or city within 150 miles of Newark. Telephone Market 494

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"Up-to-the-Minute" Service and Execution.
Every Flower in Season

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The Seed Trade

American Seed Trade Association.

E. C. Dungan, Philadelphia, Pa., President; Wm. G. Scarlett, Baltimore, Md., First Vice-President; David Burpee, Philadelphia, Pa., Second Vice-President; C. E. Kendel, 216 Prospect Avenue, S. E., Cleveland, O., Secretary-Treasurer.

The thirty-eighth annual meeting will be held June, 1920.

THE price of bags at Chicago, November 19, was $60.

VISITED NEW YORK: Ralph B. Howe, of the W. W. Barnard Co., Chicago.

THERE is a glut of delayed stocks of Dutch bulbs in several cities, especially bedding varieties.

DUTCH and probably German inspectors have issued certificates on lily of the valley, and this crop is moving forward.

IMPORTERS who have French bills to meet were able to purchase francs, November 18, at the low rate of 9.60 for one dollar.

ONION SETS in the Chicago district remain about the same as last week, $2.75 for reds and yellows, and $3.25 for whites, for spot shipment.

GILROY, CALIF.—L. W. Wheeler and wife, of the Pieters-Wheeler Seed Co., will spend Thanksgiving in Los Angeles, and expect to go east soon after the first of the year.

THE fall meeting of the Western Seedsmen's Association will be held at the Hotel Baltimore, Kansas City, Mo., November 29, when a number of important questions will be discussed.

LOS ANGELES, CALIF.—O. H. Drew, formerly of Hibernia, N. Y., is at Baldwin Lake, having secured patent on a considerable tract of land there. He will be here for Thanksgiving, but will return to the lake for the winter's trapping.

SPEAKING of the foreign demand for California grown onion seed, a large contracting house in England writes this month offering 17,000 pounds in 15 different kinds of California grown onion seed of 1919 crop, at prices from five to 10 cents per pound above contract cost.

VISITED CHICAGO: F. G. Cuthbertson, of C. C. Morse & Co., San Francisco, Calif.; C. C. Massie, of Northrup, King & Co., Minneapolis, Minn.; H. A. Johns, of the Sioux City Seed Co., Sioux City, Ia.; Carl Chesmore, of Chesmore Seed Co., St. Joseph, Mo.; N. B. Keeney, Leroy, N. Y.; Joseph L. Schilder, of Schilder Bros., Chillicothe, O.; H. M. Wilson, of Washburn & Wilson Produce Co., Moscow, Ida.; Howard Webster, of Mel. L. Webster Co., Independence, Ia.

THE Wisconsin Pea Packers' Association held its annual meeting at Milwaukee last week, the following officers being elected for the ensuing year: W. I. Berg, Oshkosh, president; F. W. Traxler, Plymouth, vice-president; H. W. Wollum, Owen, treasurer; J. A. Hagemann, Fort Atkinson, secretary. Seedsmen represented at the meeting included the Everett B. Clark Seed Co., Milford, Conn.; the Allan Seed Co., Sheboygan, Wis.; S. F. Leonard Seed Co., Chicago; N. B. Keeney & Son, Leroy, N. Y.; Rogers Bros., Alpena, Mich.

CALIFORNIA seed growers are badly in need of rain, the ground being so hard as to be almost unworkable.

Wholesale Seedsmen's League.

The annual meeting of the Wholesale Seedsmen's League was held at the Detroit Athletic Club, Detroit, Mich., November 19, among those in attendance being representatives of F. W. Bolgiano & Co., Washington, D. C.; the W. Atlee Burpee Co., Philadelphia, Pa.; Joseph Breck & Sons Corporation, Boston, Mass.; W. W. Barnard Co., Chicago; A. J. Brown Seed Co., Grand Rapids, Mich.; Everett B. Clark Seed Co., Milford, Conn.; Comstock, Ferre & Co., Wethersfield, Conn.; the J. M. McCullough Sons Co., Cincinnati, O.; D. M. Ferry & Co., Detroit, Mich.; Alex. Forbes & Co., Newark, N. J.; David Landreth Seed Co., Bristol, Pa.; S. F. Leonard Seed Co., Chicago; the Chas. H. Lilly Co., Seattle, Wash.; C. C. Morse & Co., San Francisco, Calif.; Northrup, King & Co., Minneapolis, Minn.; Jerome B. Rice Seed Co., Cambridge, N. Y.; John A. Salzer Seed Co., La Crosse, Wis.; Sioux City Seed & Nursery Co., Sioux City, Ia.; J. M. Thorburn & Co., New York; Vaughan's Seed Store, Chicago and New York; Weeber & Don, New York; Mel L. Webster & Co., Independence, Ia.; Wood, Stubbs & Co., Louisville, Ky.; T. W. Wood & Sons, Richmond, Va.

Chicago Seed Trade.

S. F. Leonard, of the S. F. Leonard Seed Co., and a large corps of assistants, attended the Wisconsin Pea Packers' Association meeting at Milwaukee, last week.

Leonard H. Vaughan, of Vaughan's Seed Store, is at Detroit, Mich., this week, attending the seed trade meetings.

The Albert Dickinson Co.'s plant was raided by automobile bandits, November 17, and a sack of mail taken.

R. B. Howe, of the W. W. Barnard Co., is in the holly district.

Seed Trade Advertising Campaign.

A. J. Brown, of Grand Rapids, Mich., has some ideas regarding a publicity campaign to boost backyard gardens again next spring. He believes an advertising campaign now, supported by contributions from all growers and dealers, especially by California growers, based on a percentage of the sales of all concerns, should help to sell the entire 1919 crop of garden seed and avoid carrying over surpluses as last year. He suggests that packet prices among mail order houses should be so fixed as to secure a price which will cover the increased overhead charges, both for packeting and handling, and give a liberal size packet for the increased price, say 10 cents, and omit all five-cent packets.

Tariff Hearings Suspended.

Washington.—No more hearings on revenue and tariff legislation will be held during the present year. A comprehensive survey will first be made of the situation. There is a possibility that the question of a tariff on beans will be taken up shortly. Complaints have been received from a number of states that Japanese beans are being shipped into the United States and disposed of at prices ruinous to the American producer. Bean growers of this country are already somewhat disgruntled at purchases by the war department of Japanese beans, and collapse of the castor bean project sponsored by the government, and they are making a strong plea for protection.

Pieters-Wheeler Seed Company

Growers of High Grade SEED

Gilroy, California

Beet, Carrot, Lettuce, Onion, Radish.

Correspondence Solicited.

THE W. C. PRESSING SEED COMPANY

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Growers Exclusively of

Sweet Corn Seed

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Growers of

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Grower for the Wholesale Trade Only. ONION, LETTUCE, CARROT, PARSNIP, PARSLEY, CELERY, ENDIVE, SALSIFY, NAMED AND MIXED GRANDIFLORA AND SPENCER SWEET PEAS AND SUNFLOWER.

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VEGETABLE SEEDS

With our Stock Seed Farms at Grass Lake, Mich., and our growing stations in every part of the United States where seeds are grown successfully, all in charge of capable and experienced men, we are equipped for and are producing

PEAS, BEANS, CORN and VEGETABLE SEEDS

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Glad to quote for present delivery or on growing contract for future delivery.

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We specialize in Beans, Carrots, Lettuce, Onions, Parsnip, Radish, Salsify, Spinach, and Named and Mixed Nasturtiums, and Grandiflora and Spencer Sweet Peas.

Write for Our Growing Contract Price List.

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Write for Special Contract and Spot Prices.

Office and Warehouse, **FREMONT, NEB.** Growing Station, **ROCKY FORD, COLO.**

Forage Plant Seed Imports.

The following table prepared in the seed laboratory of the bureau of plant industry, United States department of agriculture, shows the amount of the various kinds of forage plant seeds subject to the seed-importation act permitted entry into the United States during the four months ending October 31, 1919, as compared with the corresponding period in the previous year:

Kind of seed.	4 months ending Oct. 31, 1919. Pounds.	4 months ending Oct. 31, 1918. Pounds.
Alfalfa	4,003,700	76,700
Blue grass, Canada	219,100	56,500
Clover:		
Alsike	2,446,200	2,343,600
Crimson	4,550,200	220,100
Red	3,008,300	43,800
White	11,200	.....
Clover mixtures:		
White and alsike	6,300	37,500
Red and alsike	700	.....
Millet: Broom corn	225,400	.....
Mixtures: Grass	.....	100
Orchard grass	755,600	.....
Rape	184,800	152,100
Red top	.....	4,100
Rye grass:		
English	181,800	305,900
Italian	104,800	18,300
Timothy	3,200	41,500
Vetch:		
Hairy	76,300	187,400
Spring	149,100	21,400

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Quality Seed

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Salvia or Scarlet Sage

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Net, 60 days, 2% off 10, f. o. b. Bristol, Pa., if unsold on receipt of order, as we did not have a large crop.

D. Landreth Seed Company, Business Established 1784 **Bristol, Pa.**

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Onion, Lettuce, Radish, Carrot, Sweet Peas, Etc.

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Garden Seeds
438 MARKET STREET
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Contract growers of Cucumbers, Cantaloupe, Watermelon, Squash and Pumpkin Seed; Sugar, Flint and Field Seed Corn.

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ORDERS BOOKED NOW
For delivery when new crop seed arrives.

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VERBENA—		
Mammoth Fancy Blue	$0.30	1.25
Mammoth Fancy Pink	.30	1.25
Mammoth Fancy Scarlet	.30	1.25
Mammoth Fancy Striped	.30	1.25
Mammoth Fancy White	.30	1.25
Mammoth Fancy Mixed	.30	1.00
VINCA—		
Alba	.15	.75
Alba Pura	.15	.75
Rosea	.15	.75
Mixed	.15	.60
LOBELIA—		
Crystal Palace Compacta	.30	2.00
Crystal Palace Speciosa	.20	.75
SALVIA—		
America, or Globe of Fire	.50	4.00
Bonfire	.40	2.50
Zurich	.50	4.00

Also All Other Seasonable Seeds, Bulbs and Supplies. Our Handy Flower Seed Order Sheet will be ready soon. Send for a copy.

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WHOLESALE SEED GROWER
Specialties:
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Get the benefit of our 69 years' experience.
All seasonable varieties.
Our stocks are very complete.
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Separate Colors.

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Fresh Bouquet Green for Christmas, Ready.

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200,000 Fine Plants, Giant Strain, $3.00 per 1000.

ALYSSUM, Double Giant, 2-in., $2.00 per 100; $18.00 per 1000.
ASPARAGUS Sprengeri, 2½-in., $4.00 per 100.
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2¼-inch Pot Plants, Except Noted.

Asparagus Plumosus and **Sprengerii**, $5.00 per 100, $45.00 per 1,000.

Fern Dish Ferns—Pteris, Mayi, Victoria Variegata, Critica Alba, Wimmsetti, etc., $6.00 per 100, $50.00 per 1,000. (very heavy.)

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Euonymus Japonica, "Silver Edged," 3-in. pot plants, $15.00 per 100, 4-in. pot plants, $30.00 per 100; 5-in. bushy, 15 to 18 inches high, $60.00 per 100.

Lantanas, Dwarf—Two wonderful varieties in red, Jacob Schulz and Michiel Schmidt, $5.00 per 100; $45.00 per 1,000.

Kentia Forsteriana—Decorating Palms of good value, well rooted single specimen plants, 42 inches high, $7.50 each; 48 inches high, $8.50 each, 54 inches high, $10.00 each.

Phoenix Canariensis, Heavy plants, 48 inches high, $10.00 each.

The Storrs & Harrison Co.

PAINESV LLE, O.

BULBS JAPANESE, DUTCH and U. S. GROWN.

All of the following stock can be shipped at once—except Begonia Bulbs which are due Dec. 1st. All prices are understood packed and F. O. B. cars or steamer New York.

U. S. GROWN BULBS

	Per 1,000		Per 1,000
NARCISSUS EMPEROR, double nosed	**$22.00**	**NARCISSUS EMPRESS, No. 1 single nosed**	**$18.00**
NARCISSUS EMPEROR, No. 1 single nosed	**18.00**		

Both varieties in 10,000 lots, Double nosed, **$21.00**; in 10,000 lots, single **$17.50.**

DUTCH BULBS

"D. N." means double nosed. Tulips are sold in multiples of 250—as they come that way in bags and we cannot break bags.

SINGLE EARLY TULIPS

	Per 1,000		Per 1,000		Per 1,000
Yellow Prince	**$32.00**	**Duchess de Parma**	**$30.00**	**Mon Tresor**	**$46.75**
White Swan (True)	**30.00**	**Vermilion Brilliant**	**47.50**	**Coleur Cardinal**	**48.50**
White Hawk	**30.00**	**Proserpine**	**46.75**	**Flamingo**	**50.00**
Prince of Austria	**35.00**				

DOUBLE EARLY TULIPS

	Per 1,000		Per 1,000
Snow Ball	**$24.00**	**Couronne d'Or**	**$47.00**
Murillo	**30.00**	**Imperatur Rubrorum**	**50.00**

DARWIN TULIPS

	Per 1,000		Per 1,000
La Candeur	**$26.00**	**Baron de la Tonnaye**	**25.25**
Massachusetts	**31.00**	**Erguste**	**33.00**

NARCISSUS

	Per 1,000		Per 1,000
Empress (D. N.)	**$42.50**	**Dbl. Von Sion (D. N.)**	**$42.50**
Victoria (D. N.)	**50.00**	**Glory of Leiden**	**39.00**
Emperor (D. N.)	**42.50**	**Poetaz Irene**	**42.00**
Poetaz Alsace	**26.50**		

MISCELLANEOUS

English Ivy Plants, field grown, 2½-3 feet., 3-5 branches ..... **$110.00 per 1000**

BEGONIA AND GLOXINIA BULBS

T. R. Begonias, single, separated colors, 1½-2 inches ..... **$125.00** per 1000
Pink. Rose, Crimson, Scarlet, Yellow, Orange, White.
T. R. Begonias, single, mixed colors, 1¼-2 inches ..... **124.00** per 1000
T. R. Begonias, single, mixed colors, ¾-1 inch ..... **90.00** per 1000
Gloxinias, mixed colors, 1-1¼ inches ..... **170.00** per 1000

November-December shipment. Orders booked for not less than 500 bulbs, or less than 100 of any one variety or color.

LILIUM GIGANTEUM

	Per Case		Per Case
Lilium Giganteum, 6-8 inches, 400 to case	**$42.00**	**Lilium Giganteum**, 9-10 inches, 200 to case	**$50.00**
Lilium Giganteum, 7-9 inches, 300 to case	**49.50**	**Lilium Giganteum**, 10-11 inches, 150 to case	**49.50**
Lilium Giganteum, 8-10 inches, 250 to case	**47.50**		

F. O. B. New York, Chicago, Denver and London (Canada)—though we are sold out of 6-8 in Chicago and London. Immediate shipment from Chicago, Denver and London, and shipment after December 1st, from New York.

TERMS OF PAYMENT, 60 days net, less 2% cash 10 days from invoice date. Cash with order from those who have not established credit with us. All stock is offered subject to prior sale.

McHUTCHISON & CO., The Import House **95 Chambers St., NEW YORK**

Market Gardeners

Vegetable Growers' Association of America.

E. A. Dunbar, Ashtabula, O., President; Louis F. Miller, Toledo, O., Vice-President; S. W. Severance, Loui ville, Ky., Secretary; H. J. Cheney, Grand Rapids Mich., Treas. Next annual convention September 1920.

SEATTLE, WASH.—Shipments of local grown lettuce to the Rocky Mountain states have proved so successful that during the 1919 season two Japanese co-operative associations, an Italian gardeners' association and two commission houses here have sent more than 250 carloads to eastern markets, growers being paid $2.50-$3 per crate of 36 dozen heads f. o. b. this city. Fertilizers on peat land have made a two-crop season possible with a production of 700 to 800 crates per acre.

Prices of Indoor Fruits and Vegetables.

Chicago, Nov. 18.—Cucumbers, 2-dozen box, $3.00 to $4.00; celery, Michigan, square box, $1.15 to $1.60; leaf lettuce, per tomato box, 37½ cents; radishes, per dozen bunches, 80 cents; tomatoes, per lug, $2.00 to $2.50.

New York, Nov. 17.—Celery, per doz. roots, 10 to 50 cents; cucumbers, basket or crate, $3.00 to $4.00; mushrooms, 75 cents to $2.00 per three-pound basket; tomatoes, per pound, 12 to 25 cents; lettuce, per dozen, 50 cents to $1.00; radishes, per 100 bunches, $1.00 to $3.00.

Tomatoes in the Bahamas.

The tomato crop for 1919 promises to be the largest ever grown in the Bahamas, according to Consul Karl de G. MacVitty in Commerce Reports. Approximately 2,000 acres have been planted—1,500 on the island of Eleuthera and 500 on New Providence—which is a considerable increase in acreage over that of any previous year. Shippers estimate that they will be able to export 400,000 crates of tomatoes to the United States during the winter season, which will prove a decided increase over the exports of 1917 and 1918, which were 73,605 and 35,500 crates, respectively.

The tomato industry is still in its infancy in the Bahamas, and its development has been handicapped by the lack of shipping facilities. If a frequent and regular shipping service between Nassau and New York can be obtained, it is believed that this industry will so increase that tomatoes will form one of the leading exports of the Bahamas.

Sweet Potato Diseases and Control.

"Sweet Potato Diseases," a 26-page Farmers' Bulletin—No. 1059—just issued by the bureau of plant industry of the United States department of agriculture, and now available for distribution, explains in non-technical language the character of various field diseases and storage rots which do much to menace the profitableness of sweet-potato crops of this country. Accompanying each description of a disease are suggestions as to how the disease may be controlled or prevented. The comments on the manner in which the various diseases are spread and the best methods of prevention are also of timely value. Supplementing the text are a number of illustrations which should be of assistance to the grower in identifying various field diseases and storage troubles. Stem rot, black rot, foot rot, Texas root rot, scurf, leaf blight, and white rust are among the field diseases treated, while the list of storage rots discussed includes soft rot, ring rot, Java black rot, and charcoal rot.

The new bulletin is a revision of Farmers' Bulletin No. 714. It can be had by addressing the United States Dept. of Agriculture, Washington.

Vegetable Markets.

Reports to the bureau of markets of the United States department of agriculture for the period November 11-18, show last week's conditions still in force with markets strong. Potatoes were slightly higher with haulings light in most shipping sections on account of conditions of weather or roads. And there was some disposition to hold for higher prices and also more or less complaint of car shortage. The demand was fair to good with gains in consuming markets of 5-20 cents and similar advances in most shipping sections. No 1 sacked northern round whites gained 5-20 cents in shipping sections, closing $2.65-2.75 per 100 pounds f. o. b., while carlot and jobbing sales in middlewestern markets ranged $2.75-3.15. Minnesota Red River Ohios gained 5 cents to $2.80 and were firm in terminal markets at $3-3.50. Colorado and Idaho sacked white stock strengthened in producing sections to a range of $2.25-2.65 cash to growers, while consuming markets quoted white and russet stock at $3.00-3.50. New York round whites gained 15 cents at shipping points, closing $2.70-2.82 sacked, and bulk stock was nearly steady in most consuming markets at $2.50-2.70. Maine Green Mountains sacked, gained 15 cents in jobbing markets, closing $2.75-2.80 in New York and Boston, and advanced 5-10 cents in producing sections closing $2.42 f. o. b.

Choice eastern yellow onion stock was in good demand in producing sections, advancing 50 cents in western New York to a close of $4.50-5 per 100 pounds f. o. b. sacked, while eastern and middlewestern yellow stock followed a wide but firm range of $4.00-5.00 in consuming markets. Middlewestern red onions ruled $5.00 in south central markets and $4.75 f. o. b. shipping points, with fair demand.

Leading middlewestern cabbage markets advanced fully $5 with closing range $35-40 per ton bulk for Wisconsin Holland seed stock. New York Danish seed strengthened slightly in jobbing markets to $30-40, while Cincinnati reached $45-50. Best stock gained $7 in producing sections, closing $37-40 f. o. b. while poorer grades ranged $33-35. New York domestic advanced $3 in producing sections, reached $20-25 with similar gains in consuming markets to a general jobbing range of $22-30.

Wilmington, Del.

E. F. Lewis. Newport pike, has quite a range of glass. Carnations and chrysanthemums are a specialty, the latter followed by sweet peas and spring stock. He finds late struck cuttings of the Seidewitz chrysanthemum kept clear of disease. A. H. Lewis, almost adjoining, has quite a group of houses. Some years ago, getting tired of consigning his stock, he put in a telephone, and has worked up a retail trade that comes in entirely over the phone, so that frequently he has to buy to fill his orders. Lewis Bros. have another adjoining place. All four of these florists are of the same family. Their houses are planted mostly to carnations, asparagus and sweet peas, all of which looked well.

In this city of over 100,000, where live the powder magnates of the world, who in the past few years have added many millions to the wealth of the city, there are several progressive flower shops and a number of successful growers. George Carson Boyd, 216 Tenth street, has an up-to-date shop with greenhouse in the rear. The interior of the store is well arranged with its large cut flower case and other fixtures. There is a good stock of baskets and other accessories, and an air of readiness that helped to account for his large patronage.

The Central Flower Shop, 509 Market street, which George Condack has opened this fall, is right in the thick of things. Mr. Condack started in several years ago, selling on the street, then moved to a hallway, and now has a fine large store with two show windows, which are kept well decorated. He believes his store is worth every cent of its $250 a month rent, and that he will make good. He is a graduate of the Philadelphia "school of hard knocks," and has energy plus that will stand him in good stead.

M. F. Hayden, at Tatnall and Ninth streets, has a very pretty corner store with an abundance of light through its front and side show windows, which are kept attractively decorated with plants and cut flowers. Miss Hayden is the manager, Mr. Hayden's time being taken up at his greenhouses in the suburbs. Business had been very good all fall.

A. B. Cartledge, 220 West Ninth street, has an inviting store, with well dressed windows. Baskets, covered with decorated mats, were a feature. These, when suitably filled, can be used for all kinds of occasions. F. C. Thornett, the manager, said they had found the F. T. D. business very desirable.

Sines & Welch, 212 West Eighth street, specialize in funeral flowers, which together with other work, keeps them fairly busy all the time. They find a good demand for a line of waxed flower designs.

There are two street markets, which several of the growers find a good outlet for their plants and flowers, except in freezing weather.

If you are interested in
POINSETTIAS
and four and five inch
BOSTON FERNS
for immediate delivery, write
GEO.A. KUHL, Wholesale Grower PEKIN, ILL.

Carnation Laddie
R. C., Feby. and March Delivery.
$10.00 per 100; $90.00 per 1000.
The demand for this Carnation will far exceed the supply.
F. DORNER & SONS CO., Lafayette, Ind.

New Roses For 1920

Frank W. Dunlop

(Dunlop) **THE IMPROVED RUSSELL**

Dunlop, is a seedling of Russell with Mrs. Shawyer as the pollen parent and combines all the good points of Russell with the quick, free growth of Shawyer, so noticeable in Columbia, the other Shawyer off-spring.

Madame Butterfly

(Hill) **THE GLORIFIED OPHELIA**

Butterfly, is a glorified sport of the popular Ophelia, and originated with the E. G. Hill Co. It is even freer in growth than its parent and the flower is a glorious combination of pink, apricot and gold.

Quantity	OWN ROOT STOCK	Price
100		$ 35.00
250		82.50
500		150.00
1,000		300.00
2,500		725.00
5,000		1,375.00
10,000		2,600.00

GRAFTED

$7.50 per 100, additional to own root price.

Come and see these varieties growing any time and you will be always welcome.

E. G. HILL CO.
Richmond, Ind.

JOS. H. HILL CO.
Richmond, Ind.

CHARLES H. TOTTY CO.

MADISON, NEW JERSEY

NEW CROP

LILY OF THE VALLEY

Now on the Way

Bruns' Celebrated Chicago Market Pips ..... $35.00 per 1000
Holland Grown Pips ..... 25.00 per 1000

Order early. All orders filled in strict rotation.

H. N. BRUNS, 3040 W. Madison Street, Chicago

DUTCH BULBS

READY FOR IMMEDIATE SHIPMENT

NAMED HYACINTHS

	Per 100	Per 1000
Blue, Grand Maitre, King of Blues, Queen of Blues.		
Red and Pink, Cardinal Wiseman, Gen. De Wet, Lady Derby.		
White, L'Innocence.		
Second size named varieties	$8.50	$80.00
Forcing grade in separate colors	6.00	55.00
Bedding grade in separate colors	4.50	40.00

SINGLE TULIPS

Artus, scarlet	$2.25	$20.00
Cardinal's Hat, red	4.75	45.00
Chrysolora, yellow	3.00	27.00
Dusart, scarlet	2.40	21.50
Keizerskroon, red and gold	3.30	30.00
Mon Tresor, yellow	4.90	46.00
Prince of Austria, orange scarlet	3.60	33.00
Rosamundi, rose pink	2.40	21.50
Rose Grisdelin, soft rose	2.75	24.00
Thos. Moore, orange yellow	3.00	27.00
White Hawk	3.25	29.50
White Swan, pure white	2.50	21.50
Yellow Prince	3.30	30.00
Extra Fine Mixed	2.00	18.00

DOUBLE TULIPS

Murillo, pink	$3.75	$35.00
Salvator Rosa, deep rose	3.85	35.00
Schoonord, pure white	3.00	25.00
Extra Fine Mixed	2.50	21.00

LATE FLOWERING TULIPS

	Per 100	Per 1000
Inglescombe Yellow	$2.60	$23.00

DARWIN TULIPS

Baronne de la Tonnaye, bright rose	$2.90	$26.00
Glow, scarlet	3.30	30.00
Kate Greenway, white	2.50	22.00
Madam Krelage	3.30	30.00
Wm. Pitt	5.15	48.00
Extra fine mixed	2.50	22.00

SINGLE HARDY NARCISSI OR DAFFODILS

	Per 100	Per 1000
Empress, double nose bulbs	$4.85	$46.00
Emperor, double nose bulbs	4.85	46.00
Golden Spur, double nose bulbs	5.00	48.00
Golden Spur, round bulbs	3.75	35.00
Sir Watkin, double nose bulbs	4.75	45.50
Victoria, double nose bulbs	5.25	49.50

DOUBLE HARDY NARCISSI OR DAFFODILS

	Per 100	Per 1000
Von Sion, double nose bulbs	5.25	49.50
Von Sion, round bulbs, 1st size	4.25	40.00

CROCUS

	Per 100	Per 1000
White, mixed	$1.50	$12.00
Blue, mixed	1.50	12.00
Yellow, mixed	1.50	12.00
Striped, mixed	1.50	12.00

A. HENDERSON & CO., 166 N. Wabash Ave., CHICAGO

Vaughan's Flower Seeds for Early Sowing.

Extracts from "Fall Book for Florists"

VERBENA—Vaughan's Best Mixture.

AGERATUM.

	Trade Pkt.	Oz.
Imperial Dwarf, Blue	$0.10	$0.50
Imperial Dwarf, White	.10	.50
Blue Perfection	.10	.60
Little Blue Star, ⅛ oz. 70c	.25	

ALYSSUM.

Maritimum, Sweet Alyssum, lb. $2..	.05	.20
Vaughan's Little Gem, extra fine strain, lb. $6.00	.10	.60

ANTIRRHINUM.

Golden King, yellow, ¼ oz. 30c	.15	1.00
Queen Victoria, pure white, ¼ oz. 30c	.15	1.00
Vaughan's Special Mixture	.20	1.00

ASPARAGUS.

Plumosus Nanus. Northern Greenhouse Grown. Per 100 seeds; 50c; 250 seeds, $1.00; 1,000, $3.75.

Sprengeri. 100 seeds, 15c; 250 seeds, 25c; 1,000 seeds, $1.00.

ASTERS.

Queen of the Market Aster. White, Pink, Light Blue, Dark Blue, Scarlet, Flesh, Lavender. Each of the above, ¼ oz., 25c; trade pkt., 10c; oz., 80c; lb. $11.00.

Queen of the Market, best mixed, trade pkt., 10c; oz., 60c; lb. $8.00.

We Carry a Most Complete Line of Aster Seeds for Florists.

BEGONIA.

	Trade pkt.
Gracilis Luminosa, foliage lustrous reddish brown, flowers fiery dark scarlet, 1/32 oz., $1.60	$0.50
Glory de Chatelaine	.50
Prima Donna, large transparent rose flowers, 1/32 oz., $2.00	.50
Vernon, red-leaved and red-flowered, oz., $3.00, ⅛ oz., 50c	.15
Erfordia, rosy carmine, 1/32 oz., $1.00	.35

BELLIS (Daisy).

	Trade Pkt.	Oz.
Mammoth Mixture, ⅛ oz., 60c	$0.25	$4.00
Mammoth, White, ⅛ oz., 60c	.25	4.00
Mammoth, Pink, ⅛ oz., 65c	.25	4.00

CANDYTUFT.

Giant Hyacinth-Flowered, Extra selected stock, lb., $5.00	.15	.50

CELOSIA.

Cristata (Coxcomb): Dwarf President Thiers	.25	1.60
Dwarf Empress, crimson, ¼ oz., 60c	.25	2.00
Childsii, Chinese Wool Flower, ⅛ oz., 75c	.25	
CENTAUREA, Gymnocarpa	.10	.40
Candidissima	.25	1.80
COBAEA, Scandens, Purple	.10	.35
Scandens Flore Alba, White	.15	.80
COLEUS, Vaughan's Rainbow Mixture, 1/32 oz., 75c	.25	
Extra Choice, large leaved, mixed, 1/16 oz., $1.00	.25	
CYPERUS, Alternifolius, Umbrella Plant	.15	1.00
DRACAENA Indivisa, lb., $3.50	.10	.30
Australis	.15	.60
GREVILLEA, Robusta	.15	.60
HELIOTROPE, Mammoth Flowered, mixed, ¼ oz., 45c	.25	1.50
LEMON VERBENA, ¼ oz., 60c	.25	
LANTANA, Hybrida, mixed	.10	.30
Bruant's New Dwarf Hybrids	.10	.40

LOBELIA.

Bedding Queen, ⅛ oz., 40c	.20	2.50
Crystal Palace Compacta, true, ⅛ oz., 40c	.20	2.60
Speciosa, dark flowers and foliage	.15	1.00
Emperor William, ⅛ oz., 35c	.20	2.00
Hamburgia	.35	
Hybrida Sapphire, best for hanging basket, 1/16 oz., $1.00	.25	

MIGNONETTE.

True Machet, Vaughan's Selected Stock, ¼ oz., 25c	.10	.80
New York Market, ⅛ oz., $1.00	.50	7.00

PETUNIAS.

Large Double-Flowered Sorts.

Double Large-Flowering, extra choice. Mixed 1,000 seeds, $1.25; 10,000 seeds, $10.00; 500 seeds, 65c; 1/64 oz., $3.00.

Double Large-Flowering Fringed, best mixed, 1,000 seeds, $1.25; 10,000 seeds, $10.00; 500 seeds, 65c; 1/64 oz., $3.00.

Vaughan's Special Mixture Double, extra choice, 1,000 seeds, $1.25; 500 seeds, 75c; 1/64 oz., $4.00.

Single Large-Flowering Sorts

	Trade Pkt.
Large-Flowering, finest mixed, 1/16 oz., $1.60	$0.25
Fringed, mixed extra choice, 1/16 oz., $1.80	.25
Giants of California, true, 1/16 oz., $1.80	.25
Triumph of the Giants, 1/32 oz., $1.50	.50
Balcony Queen. Rich velvety violet with white blotches	.50

Vaughan's Best Mixture of Large-Flowering Single Petunias. Trade Pkt. (1,000 seeds), 50c; 3 pkts. for $1.35

	Trade Pkt.	Oz.
Pyrethrum, Parthenifolium Aureum, Golden Feather	$0.10	$0.40

PANSY.

VAUGHAN'S INTERNATIONAL MIXTURE.

The World's Best, oz., $10.00; ¼ oz., $2.50; ⅛ oz., $1.50; Trade Pkt., 50c.

VAUGHAN'S GIANT MIXTURE.

Oz., $5.00; ¼ oz., $1.25; ⅛ oz., 75c; Trade Pkt., 50c.

See Catalogue for list of separate varieties.

SALVIA SPLENDENS.

	Trade Pkt.	Oz.
Clara Bedman	$0.25	$2.00
Drooping Spikes	.25	2.25
Fireball	.35	3.00
Zurich	.35	3.40
Maroon Prince, rich plum purple	.25	2.40

STOCKS.

Double Large-Flowering, Dwarf, German 10 weeks. Canary Yellow, Dark Blue, Crimson, Brilliant Rose, Light Blue, Blood Red, White, Flesh. Each of above ⅛ oz., 35c	.25	
Extra choice mixed, ⅛ oz., 35c	.25	
Giant Perfection or Cut and Come Again. Sky Blue, Flesh, White, Dark Blue, Canary Yellow, Pink, Scarlet. Each of the above, ⅛ oz., 40c	.25	
THUNBERGIA, mixed	.15	.60
TORENIA Fournieri Grandiflora, ⅛ oz., 40c	.25	

SWEET PEAS.

Trade Packets contain ¼ oz.

	Trade Pkt.	Oz.	Lb.
Asta Ohn. A popular lavender	$0.25	$0.80	$10.00
Hercules, Lovely shade of pink	.30	.90	12.00
Morning Star. Deep orange scarlet with rich orange pink wings	.30	.90	12.00
Early Aviator, scarlet	.90	3.00	
White Orchid. White flowers of good substance	.20	.65	8.00
Zvolanek's Blue. The brightest blue	.25	.80	10.00

See Catalogue for list of separate varieties.

VINCA.

	Trade Pkt.	Oz.
Vinca Rosea. Mixed	$0.10	$0.70
Rosea, pink	.10	.80
Rosea Fl. Alba Oculata	.10	.80
Rosea Alba Pura, pure white	.10	.80
Rosea Delicata, delicate pink	.15	.80

VERBENA.

(See cut above.)

Mammoth. Mixed	.15	.80
White. Extra choice	.15	.90
Purple shades	.15	.90
Aurora Borealis. Fiery red	.25	2.00
Commandant Marchand, purple	.25	2.00
Defiance. Brilliant scarlet, true	.15	.80
Firefly. Scarlet, white eye	.15	1.40
Lucifer. Improved Defiance, ¼ oz., 80c	.50	
Auricula-Flowered, mixed	.10	.80
Mayflower. Beautiful pink	.15	1.00

Vaughan's Best Mixed Verbenas. This is unquestionably the best strain of Verbena seed in existence. It is composed of the best strains and colors of the Mammoth type, the Mayflower, the best European introductions of last year, all grown separately, and mixed in the right proportion.

Trade pkt., 25c; ¼ oz., 50c; oz., $2.00; 2 ozs., $3.50.

Our Trade Packets Contain Double the Quantities of Most Dealers. Four Complete Catalogues Annually. We Want Your Card for Our Mailing List. Mail It Today.

10% cash discount on flower seeds if cash is enclosed except Asparagus; discount on this is 2%.

Vaughan's Seed Store, 43 Barclay Street, NEW YORK. 31-33 W. Randolph St., 803 W. Randolph St., **Chicago**

Orchids

If you want Orchids for any purpose whatever, we solicit your inquiries and orders for same. We do not grow or handle anything else but orchids. Special lists on application.

LAGER & HURRELL, Summit, N. J.

Carnation Laddie

Rooted Cuttings, Jan. 1st, 1920 Delivery.

$10.00 per 100; $90.00 per 1000. Order now

A. F. LONGREN

4249 West Monroe St., CHICAGO, ILL.

CHRYSANTHEMUM SPECIALISTS

Elmer D. Smith & Co.

Adrian, Mich.

The Nursery Trade

American Association of Nurserymen.

J. Edward Moon, Morrisvill , Pa., President; Lloyd C. Stark, Louisiana, Mo., Vice-President; John Watson, 400 Nassau Street, Princeton, N. J., Secretary; J. W. Hill, Des Moines, Iowa Treasurer.

Forty-fifth annual convention will be held at Chicago, June, 1920.

DAKE'S CORNERS, N. Y.—Reuben A. Dake, retired orchardist, died at his home here, November 6, age 75 years.

THE Illinois State Horticultural Society meets at Bloomington, December 16-18. A fine apple show is looked for.

YAKIMA, WASH.—Lee M. Hutchins has been appointed plant pathologist by the state department of agriculture and will make his headquarters in this city.—H. M.

MANISTEE, MICH.—Orders placed with nursery firms by farmers in this section indicate that the fruit growing industry of this county will be gven great impetus in the spring.

TOPPENISH, WASH. — Superintendent L. M. Holt of the Wapato Indian reservation here, in his annual report, estimates the value of nursery stock grown there this year will total $376,000.

FRESNO, CALIF.—The Kirkman Nurseries have purchased a large tract in the irrigated district of Madera county and will establish a branch there. An extensive fig orchard will also be planted by this concern.

OLYMPIA, WASH.—M. L. Dean of the state division of horticulture, has issued a warning to fruit growers to exercise extreme care in nursery stock purchased to keep the state free from peach yellow and little peach diseases. —H. M.

THE United States department of agriculture has issued Farmers' Bulletin 1056 which describes the more important fungous and insect enemies of the pear in the humid sections of the Pacific northwest. The present losses to the crop are largely due to pear scab and insect pests and growers can greatly increase yields by careful spraying at the right time and with proper materials.

THE United States reclamation service is advertising the sale at auction of over 6,000 acres of what is claimed to be frostless citrus land at Yuma, Arizona, beginning December 10 at 10 a. m. and continuing daily until the tracts which range from five to 20 acres each have been offered for sale. Ten per cent of an accepted bid must be paid on the day of sale, 15 per cent within 60 days, and 25 per cent for each of the three following years.

Forest Replanting From Air.

Representative Randall, of California, has urged the forestry service to start a reforestation programme for the fire-denuded areas in the Sierre Madre range by using aeroplanes to scatter millions of tree seeds over the mountains as soon as the rainy season begins. Civic organizations in Pacific coast cities have also been asked to organize forestry associations to press action by the government.

ROSES

For Easter and Memorial Day Forcing

Order now for delivery when ready, about November 5th to 10th. Strong field grown plants, plenty of canes for training.

VARIETIES

Tausendschon, XXX forcing grade.....$35.00 per 100

Dorthy Perkins — **White Dorothy Perkins**

Lady Gay — **Crimson Rambler**

Excelsa (Red Dorothy Perkins)

All XXX forcing grade.....$30.00 per 100

Jackson & Perkins Company, Newark, New York

Mention the American Florist when writing

Natural Habit.

Ibolium THE NEW HYBRID **Hardy Privet**

(L. Ibota x Ovalifolium)

Now sent out for the first time. Inquire for further information. One-year field-grown plants, $5.00 each. Summer rooted, frame-grown, $3.00 each. Nov. 25th. delivery.

Introducers of **Box-Barberry,** well rooted summer frame cuttings, $65.00 per 1000

The Elm City Nursery Co., Woodmont Nurseries, Inc.

NEW HAVEN, CONN.

When Trimmed.

Mention the American Florist when writing

VIBURNUM PLICATUM

Also **Berberris Thunbergii. Hydrangea Paniculata, Weigelia, Spireas, Etc.**

Ask for complete list of Oak Brand Shrubs.

The CONARD & JONES CO — WEST GROVE PENN'A.

Robert Pyle, Pres. — Ant. Wintzer, Vice-Pres.

Mention the American Florist when writing

Hill's Evergreens

BEST FOR OVER HALF A CENTURY

Small, medium and large sizes supplied. Price list now ready.

The D. Hill Nursery Co.

Evergreen Specialists — Largest Growers in America

Box 404. DUNDEE, ILL.

Mention the American Florist when writing

Miscellaneous Plants

Boston Ivy
Clematis Paniculata
Shrubs
Raspberries, Blackberries
Evergreens
Ornamental Trees
Perennials
California Privet Hedge
Japan Barberry

Prices on request.

Peter Bohlender & Sons

Tippecanoe City, Ohio

Mention the American Florist when writing

Painesville, O.

T. R. Norman & Sons shipped three cars of ornamentals last week.

R. E. Huntington has had a large force of men digging gladioli the past few weeks.

W. B. Cole, nurseryman, says the large demand for fruit trees this fall will make them scarce in the spring.

S. R. Welch, who makes a specialty of growing Japan iris, recently filled one order for 25,000 plants.

T. J. M.

HARRISONS' NURSERIES

Fruit Trees Budded from Bearing Orchards. Peach, apple, pear, plum, cherry, quince, grape-vines, strawberry plants, raspberries, blackberries, evergreens and shade trees. Catalog free.

Harrisons' Nurseries, Box 39, Berlin, Md.

Mention the American Florist when writing

Dutch Bulbs From Holland

CHOICE SELECT STOCK

10% discount for cash with order.

HYACINTHS, Bedding

Per 100, $4.50. Per 1000, $40.00.

Blue
Light Blue
Rose
Red and Rose
White Shades
Pure White

DUTCH ROMAN HYACINTHS

Per 100, $3.60. Per 1000, $32.00.

Gertrude
Gigantea
L'Innocence
La Victoire
Grand Maitre
Queen of the Blues
Grand Monarque

SINGLE TULIPS

	Per 100	Per 1000
Artus	$2.75	$24.00
Cramoisi Brilliant	3.50	32.00
La Reine	3.25	30.00
Mon Tresor	6.00	55.00
Keizerskroon	4.00	35.00
Rose Grisdelin	3.50	30.00
Van Vondel	3.00	25.00
White Hawk	3.25	30.00
Yellow Prince	4.00	34.00
White Swan	3.25	30.00
L'Immaculae	3.00	27.50
Flamingo	6.00	52.00
President McKinley	3.50	32.50
Fred Moore	3.75	34.00
Vermilion Brilliant	5.00	45.00
Crimson King	3.25	30.00

LATE TULIPS

	Per 100	Per 1000
Bouton d'Or	$3.00	$24.00
Gesneriana Spathulata	3.00	26.00
Inglescombe Yellow	3.00	27.00
Mrs. Moon	4.00	36.00

DOUBLE TULIPS

	Per 100	Per 1000
William 3	$4.50	$40.00
Murillo	4.00	35.00
Tournesol Red & Yellow	5.00	45.00
Vuurbaak	5.50	50.00
Schoonoord	3.50	32.00
Extra Fine Mixed	2.75	25.00

DARWIN TULIPS

	Per 100	Per 1000
Baronne de la Tonnaye	$3.50	$30.00
Clara Butt	3.00	25.00
Gretchen	3.50	30.00
Farncombe Sanders	4.00	36.00
Dream	4.00	35.00
Mme. Krelage	4.00	36.00
W. Copeland	5.00	46.00
William Pitt	3.25	30.00
Wedding Veil	3.00	27.00
Europe	3.50	32.50
Painted Lady	3.00	26.00
Suzan	3.25	30.00
Darwin's Ex. Fine Mixed	3.00	25.00

NARCISSI, Single

	Per 100	Per 1000
Golden Spur 1st	$3.50	$30.00
Golden Spur D. N.	5.00	45.00
Princeps 1st size	3.25	28.00
Victoria 1st size	3.50	30.00
Victoria D. N.	5.50	50.00
Sir Watkin 1st size	3.50	30.00
Poeticus Pheasant's Eye	3.00	24.00
Poeticus Elvira	3.00	26.00
Madam Plemp	5.00	45.00
Barri Conspicuus	3.25	27.50

NARCISSI, Double

	Per 100	Per 1000
Albus Plenus Odoratus	$3.00	$25.00
Sulphur Phoenix	4.00	35.00
Orange Phoenix	4.00	35.00
Von Sion D. N. Mam.	5.50	50.00
Von Sion Double 1st	3.50	30.00

YELLOW CALLAS

Select Stock $15.00*

AMARYLLIS

Belladonna Major $15.00*

* The 10% discount does not apply on these items.

FRENCH BULBS

	Per 1000
Paper White Grandiflora, 13 ctm. 1250 to case Select	$28.00 Net

The 10% discount does not apply on Paper Whites.

A. B. C.

American Bulb Co.

"WATCH US GROW" 172 N. Wabash Ave., Phone Randolph 3316 CHICAGO

Geraniums Rooted Cuttings.

WINTER PRICES.

S. A. Nutt and Buchner..at $18.00 per 1000
Poitevine and Ricard....at 22.00 per 1000

Parcel post or express delivery.
Parcel post charged at cost.

ALBERT M. HERR, LANCASTER, PA.

Mention the American Florist when writing.

For **DUTCH BULBS** write to

VAN MEEUWEN & TEGELAAR

1133 Broadway, corner, 26th Street, NEW YORK

Lilium Formosum, 7/9	per case, $75.00	Gladioli America, 1½ up	per 1000, $30.00
Lilium Giganteum, 7/9	per case, 60.00	" " 1¼-1½	" 24.00
		" " 1 -1¼	" 18.00

Immediate Delivery—F. O. B. New York. Subject to prior sale.

Robert Craig Co...

High Class **PALMS**

and Novelties in Decorative Plants.

Market and 49th Sts., Philadelphia, Pa.

NARCISSUS PAPER WHITE GRANDIFLORA

1300 to a case. WRITE FOR PRICES.

READY FOR IMMEDIATE DELIVERY.

HOGEWONING & SONS, Inc., 32 Broadway, New York

Azaleas for Forcing

Azalea Hinodigiri, the Most Valuable Variety Grown

Stock limited. We offer 2-in. pot plants for spring delivery at $20.00 per 100, $180.00 per 1000. Order now if desired.

Can also supply pot-grown Ampelopsis

THE ELIZABETH NURSERY COMPANY, Elizabeth, New Jersey

DUTCH BULBS

Case No.		Single Hyacinths	Per 1000
861	500	**Gertrude,** First Size	$85.00
861	500	**Queen of Blues,** First Size	85.00
861	250	**Grand Maitre,** First Size	85.00
862	250	**Grand Maitre,** First Size	85.00
862	250	**King of Blues,** First Size	85.00
862	700	**L'Innocence,** First Size	85.00
863	300	**L'Innocence,** First Size	85.00
863	1000	**Gertrude Miniature**	30.00
863	1000	**Queen of Blues,** First Size	30.00
863	500	**Grand Maitre,** First Size	30.00
864	500	**Grand Maitre,** First Size	30.00

Case No.		Double Tulips	Per 1000
864	3000	**Murillo**	30.00
864	2000	**Dark Red** (Rubra Maxima)	34.00
864	500	**Tournesoll Yellow**	40.00
865	1000	**Tournesoll Yellow**	40.00

Case No.		Single Tulips	Per 1000
865	2000	**Belle Alliance**	29.00

Case No.		Single Narcissus	Per 1000
865	1000	**Trumpet Major** (D. N.)	25.00
865	500	**Bicolor Victoria** (D. N.)	40.00

Case No.		Double Narcissus	Per 1000
866	1000	**Von Sion,** (D. N.)	42.50

Case lots only 10% from this price for cash with order.

S. S. SKIDELSKY & CO., 50 Park Place, New York City

Scranton, Pa.

Geo. R. Clark, 124 Washington avenue, also carries seeds and bulbs. A large greenhouse in the rear is a great asset, particularly at holiday seasons. "Wear a flower, and make Scranton grow," is a slogan and custom with the merchants of this city, many of whom are button makers, as one fourth the buttons used in the United States are made here. Wearing a flower fills the empty button hole, puts a "never a care" smile on your face, and stamps you hereabouts as a resident and booster for Scranton. Mr. Clark said this custom had given the business quite an impetus, as it brought many into the store, who would not otherwise have come.

This city, with its 130,000 population, and some 30,000 more suburbanites, who depend on this center for their supplies, contains several live and up-to-date flower shops, together with a number of growers on whom they depend for much of their stock. Muir's old established flower shop, 430 Spruce street, is right in the center of the shopping district, where they are kept busy with transient trade, and have also a good demand for funeral flowers. Mrs. Muir and her son are active in the business, and have a large personal following.

B. E. & J. T. Cokely, 46 North Seventh avenue, conduct the Scranton Florists' Supply Co. This is an enterprizing firm catering to business all over the country. They make a specialty of florists' wire designs, paper block and script letters, and also are manufacturers of the Baur patent carnation clips.

Miss A. Besancan's corner shop is most modern and up-to-date in all its furnishings. Large show windows, tastefully arranged, and the well stocked interior, shows enterprise that is fully justified in the many orders seen going out.

Schultheis, the Florist, has a busy shop with nicely arranged windows. The interior is well filled with plants, and stocked with baskets, vases and other accessories. An F. T. D. emblem was well displayed.

Kennedy and O'Hara, two lady florists, who have recently opened a shop at 1372 Washington avenue, are much encouraged. They are in a residence district, and expect to build up a good neighborhood trade.

The New York Floral Co., 401 Spruce street, has a very attractive window and well furnished store. With a good stock of flowers, they are ready for all customers.

K.

ABUNDANCE OF STOCK

	Per 100	Per 1000
2¼-inch Smilax plants	$ 2.75	$25.00
2¼-inch Snapdragons, white, pink and yellow	5.00	48.00
4-inch Marquerites, white and yellow	15.00	
25,000 Vincas, field grown	8.00	75.00
10,000 Bench Ferns, 5 varieties, $25.00 and $30.00 per 100.		

Packing free of charge. Liberal extras.

Alonzo J. Bryan

Wholesale Florist

Washington, New Jersey

Mention the American Florist when writing

For Christmas

PINK TRUMPET HEATHER
75c to $5.00 each.

MELANTHERA
$1.50 to $5.00.

ERICA REGENERIUS
Lavender, per doz., $9.00 to $18.00.

JERUSALEM CHERRIES
Per doz., $6.00 to $18.00.

PANDANUS VEITCHII
Per doz., $9.00 to $24.00.

DRACAENAS, Colored
In four varieties.
Per doz., $9.00 to $24.00.

Also Oranges, Cyclamens, Poinsettias.
Prices on application.

Anton Schultheis
316 19th St., College Point, New York N.Y.

Mention the American Florist when writing

SMILAX

Extra Good, Well-Rooted Plants.
From 2-in. pots, $2.00 per 100; $18.00 per 1000.

BOSTON YELLOW DAISIES.
A special good strain; from 2-in. pots, $3.50 per 100.

LETTUCE, Grand Rapids Forcing, $1.00 per 100; $8.50 per 10,000.

Elmer Rawlings, Wholesale Grower, ALLEGANY, N. Y.

Ready Reference Section.

12 CENTS, NET, PER LINE.

ALYSSUM.

Alyssum, Double Giant, 2-inch, $2.00 per 100. Elmer Rawlings, Allegany, N. Y.

Alyssum, Double Giant, 2-in., $2.00 per 100; $18.00 per 1,000. Byer Bros., Chambersburg, Pa.

Asparagus plumosus, 4-in., 12c; 3-in., 6c each. EDGAR EASTERDAY, Nokomis, Ill.

ASPARAGUS.

Asparagus plumosus, 2¼-in., 3½c; 3-in., 7½c; 4-in., 12½c. Sprengeri, 3-in., 7c. Cash. L. J. ROWE, Titusville, Pa.

Asparagus Sprengeri, 2½-in., $4.00 per 100. Byer Bros., Chambersburg, Pa.

ASPARAGUS ROOTS.

ASPARAGUS ROOTS. 4-yr., $2.25 per 100, $11.00 per 1,000; 3-yr., $1.50 per 100, $8.25 per 1,000; 2-yr., $1.05 per 100, $5.25 per 1,000. HARRY M. SQUIRES, Good Ground, N. Y.

ASPIDISTRAS.

Aspidistra, green, 10-in. tubs, 20 to 24-in. high, $5 to $8; 12-in. tubs, 22 to 28-in. high, $8 to $10 each. Vaughan's Seed Store, Chicago and New York.

BEGONIAS.

Begonia (pink) in bloom. Fine for Xmas, 4-in., 15c. Cash. L. J. ROWE, Titusville, Pa.

BOXWOOD.

CHOICE BOXWOOD SPRAYS

Write us today for prices on Fall and Winter deliveries. Best merchantable fancy tips Dwarf variety. Quality guaranteed. Satisfactory delivery assured to all parts of U. S. A. and Canada.

PITTSBURGH CUT FLOWER CO.,
116-118 Seventh St. Pittsburgh, Pa.

BULBS.

Bulbs. Hyacinths, early and Darwin Tulips and Narcissus. For varieties and prices see display advertisement elsewhere in this issue. Vaughan's Seed Store, Chicago and New York.

Dutch Bulbs, for immediate shipment. For varieties and prices see display advertisement elsewhere in this issue. A. Henderson & Co., 166 N. Wabash Ave., Chicago.

Dutch Bulbs. For varieties and prices see display advertisement elsewhere in this issue. Van Meeuwen & Tegelaar, 1133 Broadway, New York.

Dutch Bulbs. For varieties and prices see display advertisement elsewhere in this issue. S. S. Skidelsky, 50 Park Place, New York.

Bulbs, Holland and French. Ask for our quotations. General Bulb Co., 110 Water St., New York.

CALCEOLARIA.

Calceolaria, Hybrida, choicest mixed, 2-in., $9.00 per 100. Cash. BRILL CELERY GARDENS, Kalamazoo, Mich.

CALENDULAS.

Calendula Orange King, 2-inch., $2.00 per 100. Seedlings, $1.00 per 100. Byer Bros., Chambersburg, Pa.

CARNATIONS.

YOUR LAST CHANCE!!
SPECIAL OFFER.
ORDER TODAY!!!

FIELD-GROWN CARNATION PLANTS.
Plant Carnations NOW for Mother's Day.
These plants have been protected from frost.

White Enchantress	$9.00	$85.00
Aviator	9.00	85.00

M. C. GUNTERBERG
Wholesale Florist
Randolph & State Sts. Chicago, Ill.

Carnation Cuttings, January, February and March delivery, at $6.00 per 100; $50.00 per 1000. Varieties—Beacon, Alice, Cottage Maid and Mrs. C. W. Ward.
THE PARK FLORAL CO.
Denver Colo.

Carnation Laddie, rooted cutting, January 1st, delivery. $10.00 per 100; $90.00 per 1,000. A. F. Longren, 4249 W. Monroe St., Chicago.

Carnations; rooted cuttings. Laddie, $90.00 per 1000. F. Dorner & Sons Co., Lafayette, Ind.

CHRYSANTHEMUMS.

Chrysanthemum stock plants now ready. White Smith's Advance, Oct. Frost, Opa, Rosea, Unaka and Chrysolora, $5.00 per 100; yellow Smith's Advance, $10.00 per 100. ELI CROSS, Grand Rapids, Mich.

Chrysanthemums in all leading varieties. Write for list. Elmer D. Smith & Co., Adrian, Mich.

CINERARIAS.

Cinerarias. Vaughan's Columbian, mixed; fine plants; 2-in., $4.00 per 100. Cash. BRILL CELERY GARDENS, Kalamazoo, Mich.

CYCLAMEN.

Cyclamen Seedings. We are booking orders for cyclamen seedings, assorted varieties. Will be ready soon. $8.00 per 100, $75.00 per 1,000. Add 5% for packing. THE GEO. WITTBOLD CO., 745 Buckingham Place, Chicago.

CYCLAMENS—Strong, transplanted seedlings for January and February delivery; all leading varieties. $6.50 per 100; $60.00 per 1,000. PETER PEARSON, 5732 Gunnison St., Chicago.

FERNS.

Ferns. Pot grown; shipped without pots. Boston and Scottii, 4-in., $3.00 per doz.; $20.00 per 100. 5-in., $4.80 per doz.; $35.00 per 100. E. Vincent, Jr. & Sons Co., White Marsh, Md.

FERNS.

Ferns, Galax and Leucothoe. New crop ready for immediate shipment. For sizes and prices see display advertisement elsewhere in this issue. Elk Galax & Fern Co., Banners Elk, N. C.

Ferns. Victory. A new and valuable variety of Nephrolepis. For sizes and prices see advertisement on front cover page of this issue. F. R. Pierson, Tarrytown, N. Y.

Boston ferns out of the bench ready for 6 and 8-inch pots. Come and see the stock and for prices. J. H. FIESSER, North Bergen, N. J.

Ferns. Boston 4-in., 20c and 25c. Bench grown, ready for 6-in. Strong, 50c. Cash. L. J. ROWE, Titusville, Pa.

Fancy Ferns, special picked. C. A. Kuehn, 1312 Pine St., St. Louis, Mo.

FREESIAS.

Freesias. Imp. Purity, ⅜-½-in., $6.00; ½-in. Plump, $8.00 per 1000. Colored (Fardel's), separate colors, $4.00 per 100; $35.00 per 1000. Mixed, $3.50 per 100; $30.00 per 1000. Vaughan's Seed Store, Chicago and New York.

GERANIUMS.

Geraniums. Rooted cuttings, S. A. Nutt and Buchner, $18.00 per 1,000. Poitevine and Ricard, $22.00 per 1,000. Albert M. Herr, Lancaster, Pa.

Geraniums. Nutt and Castellaine, 2¼-in., 3½c, $30 per 1000; 3-in., 4½c, $40 per 1000. Cash. L. J. ROWE, Titusville, Pa.

HOLLY.

Holly. Vaughan's XXX quality. Write for prices. Vaughan's Seed Store, Chicago and New York.

HYDRANGEAS.

Hydrangea, Otaska and French, pot grown, 5-in., 30c; 6-in., 35c. Cash. L. J. ROWE, Titusville, Pa.

KENTIAS.

Kentia Belmoreana. Average in 3 and 4 leaves, good strong plants out of 2¼-in. pots at $15.00 per 100. Prices on larger quantities on application. J. H. FIESSER, 711-741 Hamilton Ave., North Bergen, N. J.

NARCISSUS.

Narcissus. Paper White grandiflora. 13 ctms. (1250 to case), $3 per 100; $28 per 1000. 14 ctms., (1000 to case), $3.50 per 100; $30 per 1000. A. Henderson & Co., 166 N. Wabash Ave., Chicago.

Narcissus Paper White Grandiflora. Ready for immediate shipment. Write for prices. Hogewoning & Sons, Inc., 32 Broadway, New York.

ORCHIDS.

HASSALL & CO., orchid growers and raisers, Southgate, London, England. Cattleyas, Laelio-Cattleyas our specialty. One trial order solicited.

Orchids of all kinds, established and semi-established. Lager & Hurrell, Summit, N. J.

If You Do Not Find What You Need In Our Ready Reference Department, Write Us About It.

PALMS.

Palms, high class, and novelties in decorative plants. Robert Craig Co., Market and 49th Sts., Philadelphia, Pa.

PANDANUS.

Pandanus Veitchii, per doz., $9.00 to $24.00. Anton Schulther's, 316 19th St., College Point, New York, N. Y.

PANSIES.

Pansy Plants. Vaughan's Giant Mixture; also separate colors and varieties. September sown, out-door grown, $4.00 per 1,000. ODOR GREENHOUSES, Iola, Kans.

Pansy plants, Mastodon strain; August sown, $4.00 per 1,000, by express. EDGAR EASTERDAY, Nokomis, Ill.

Pansies. 200,000 fine plants, Giant strain, $3.00 per 1,000. Byer Bros., Chambersburg, Pa.

PARSLEY.

PARSLY PLANTS, double curled, 85c per 100, $4.50 per 1000. HARRY M. SQUIRES, Good Ground, N. Y.

PRIMULAS.

Primula Obconicas. Rosea, Apple Blossom, Kermesina. Good, strong stock from 2¼-in. pots at $6.00 per 100; $55.00 per 1000. J. H. FIESSER, North Bergen, N. J.

PRIVET.

Privet, Box-Barberry, well rooted summer frame cuttings, $65.00 per 1000. The Elm City Nursery Co., Woodmont Nurseries, Inc., New Haven, Conn.

RHUBARB ROOTS.

RHUBARB ROOTS. $1.00 per 12, $4.50 per 100. HARRY M. SQUIRES, Good Ground, N. Y.

ROSES.

Roses. For Easter and Memorial day forcing. Ready for delivery October 10. Order now. Strong field-grown plants. For varieties and prices see display advertisement elsewhere in this issue. Jackson & Perkins Co., Newark, New York.

Roses. New for 1920. Pilgrim, Crusader and Mrs. John Cook. For further particulars write. A. N. Pierson, Inc., Cromwell, Conn.

List of 2¼ and 4-in. Roses ready, on request. Leedle Co., Expert Rose Growers, Springfield, O.

SCHIZANTHUS.

Schizanthus Wisetonensis, strong transplanted plants, $4.00 per 100, prepaid. Cash. Brill Celery Gardens, Kalamazoo, Mich.

SEEDS.

Seeds, High Grade. We specialize in beans, carrot, lettuce, onion, parsnip, radish, salsify, spinach, named and mixed nasturtiums, and Grandiflora and Spencer Sweet Peas. Atascadero Seed Company, Atascadero, Calif.

SEEDS. New crop CABBAGE and TURNIP SEED for prompt shipment. Also ONION, BEET, CARROT, WATERMELON. Write for our surplus list and special prices. CHESMORE SEED COMPANY, St. Joseph, Mo.

SEEDS.

Seeds. Specialties in variety. Onion, carrot, beet, radish and parsnip. Contract prices mailed on request. R. C. McGill & Co., wholesale seed growers, San Francisco, Calif.

Seeds. Pedigree and selected stocks of rutabaga, turnip, cabbage, Savoy cabbage, beet and mangel; flower seeds. Write for special prices. Kelway & Son, Langport, Eng.

Seeds. Flower for early sowing. For varieties and prices see display advertisement elsewhere in this issue. Vaughan's Seed Store, Chicago and New York.

Seeds. Michell's Flower. For varieties and prices see display advertisement elsewhere in this issue. Henry F. Michell Co., 518 Market st., Philadelphia, Pa.

Seeds. Contract growers of cucumber, cantaloupe, watermelon, squash and pumpkin seed; sugar, flint and field corn. J. C. Robinson Seed Co., Waterloo, Neb.

Seeds. Tomato, pepper, eggplant, squash, pumpkin, cucumber and watermelon seed and field corn on contract. Edgar F. Hurff, Swedesboro, N. J.

Surplus Stocks.

The new plant quarantine gives greatly increased value to many kinds of surplus stock heretofore considered of little account, especially bulbs and plants.

You can quickly turn such surpluses into cash by advertising here.

Seeds. Contract growers of cucumber, muskmelon, squash and pumpkin; sweet flint and dent corn. The C. Herbert Coy Seed Co., Valley, Neb.

Seeds. Rhodes grass, Paspalum grass, Soudan grass, Couch, Prairie grass, Red Top grass. H. A. Peterson, Ltd., Brisbane, Queensland, Australia.

Seeds. Sweet, flint and dent corn, cucumber, musk and watermelon, pumpkin and squash. Western Seed & Irrigation Co., Fremont, Neb.

Seeds, specialties: Pepper, eggplant, tomato, vine seed and field corn. George R. Pedrick & Son, contract seed growers, Pedricktown, N. J.

Seed. Beet, sweet corn, bean, onion sets, potato. Prices will be quoted upon application. S. D. Woodruff & Sons, 82 Dey St., New York.

Seeds. Growers for the trade: Beans, peas, sweet corn, onion, turnip, radish, beet, etc. The Everett B. Clark Seed Co., Milford, Conn.

Seeds. Peas, beans, corn and vegetable of all kinds in quantity and of highest quality. Jerome B. Rice Seed Co., Cambridge, N. Y.

Seeds. Wholesale field and garden seeds. J. Bolgiano & Son, Light, Pratt and Ellicott Sts., Baltimore, Md.

SEEDS.

Seeds. Specialties: Lettuce, onion, sweet peas, aster, cosmos, mignonette, verbena in variety. Waldo Rohnert, Gilroy, Calif.

Seed. Vegetable and flower, of every description. The W. W. Barnard Co., 231-235 W. Madison Street, Chicago.

Seeds. Garden of all kinds. Write for catalogue. Everette R. Peacock Co., 4013 Milwaukee Ave., Chicago.

Seeds. Specialties: Beets, mangoes, carrots, cabbages, celeries, parsley, parsnips, turnips. R. & M. Godineau, Angers, France.

Seed. Flower and Garden seeds. Sweet peas and nasturtium a specialty. Rontzahn Seed Co., Arroyo Grande, Calif.

Seeds. Growers of selected stocks of onion, lettuce, radish, carrot, sweet peas, etc. C. C. Morse & Co., San Francisco, Calif.

Seeds. Wholesale price list for florists and market gardeners. The W. Atlee Burpee Co., Philadelphia, Pa.

Seeds. Tomato, grown for the wholesale seed trade. Haven Seed Co., Santa Ana, Calif.

Seed. For the wholesale trade only. Braslan Seed Growers' Co., San Jose, Calif.

Seed. Flower, vegetable and farm. Wholesale only. Kelway, Langport, England.

Seeds. Bean growers for the wholesale trade. Henry Fish Seed Co., Carpinteria, Calif.

Garden Seeds. All varieties. I. N. Simon & Son, 438 Market Street, Philadelphia, Pa.

Seeds. Pea and bean. Alfred J. Brown Seed Co., Grand Rapids, Mich.

Seeds which succeed. Get quotations from Landreth, Bristol, Pa.

Sweet corn seed. Grown exclusively by the W. C. Pressing Seed Co., Norwalk, Ohio.

SMILAX.

Smilax. Extra good strong, well-rooted plants. From 2-in. pots, $2.00 per 100; $18.00 per 1000. Elmer Rawlings, Allegany, N. Y.

SNAPDRAGONS.

SNAPDRAGONS. We specialize in Snaps; grow our own seed from specially selected plants, continually improving color and winter-blooming qualities. Silver Pink, Rose Pink, Enchantress Pink, Lavender shades, red, white and yellow. 2½-in. branched, $4.50 per 100. Rust free. Cash please. HILLVIEW GREENHOUSE CO., Dept. K., La Crosse, Wis.

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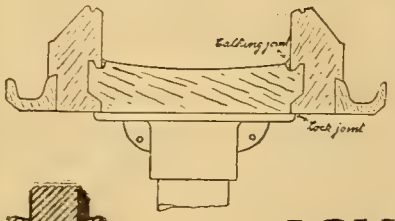

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Vol. LIII. **CHICAGO AND NEW YORK, NOVEMBER 29, 1919.** **No. 1643**

THE AMERICAN FLORIST

ESTABLISHED 1885

Copyright 1919 by American Florist Company. Entered as Second Class Matter Nov. 11, 1891 at the Post Office at Chicago, Illinois, under act of March 3, 1879.

PUBLISHED EVERY SATURDAY BY

AMERICAN FLORIST COMPANY,
440 S. Dearborn St., Chicago.
Long Distance Phone: Harrison 7465.
Registered Cable Address: Ameflo, Chicago.

Subscription, United States and Mexico, $1.50 a year; Canada, $2.00; Europe and Countries in Postal Union, $2.50. Volumes Half Yearly From August 3, 1901. Single Copies, 10 cents.

Address all correspondence, subscriptions, etc., American Florist Co., 440 S. Dearborn St., Chicago

SOCIETY OF AMERICAN FLORISTS AND ORNAMENTAL HORTICULTURISTS.

OFFICERS—J. F. AMMANN, Edwardsville, Ill., President; E. A. FETTERS, Detroit, Mich., Vice-President; JOHN YOUNG, 1170 Broadway, New York, Secretary; J. J. HESS, Omaha, Neb., Treas. OFFICERS-ELECT—A. L. MILLER, Jamaica, N.Y., President; F. C. W. BROWN, Cleveland, O., Vice-President; JOHN YOUNG, New York, Secretary; J. J. HESS, Omaha, Neb., Treasurer. The thirty-sixth annual convention will be held at Cleveland, O., August, 1920.

AMERICAN CARNATION SOCIETY.

Next annual meeting and exhibition, Chicago, January 21-22, 1920. OFFICERS: THEO. DORNER, Lafayette, Ind., President; C. W. JOHNSON, Morgan Park, Chicago, Vice-President; A. F. J. BAUR, Thirty-eighth St. and Rockwood Ave., Indianapolis, Ind., Secretary.

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FLORISTS' TELEGRAPH DELIVERY.

Next annual meeting, Indianapolis, Ind., October, 1920. OFFICERS — PHILIP BREITMEYER, Detroit, Mich., President; IRWIN BERTERMANN, Indianapolis, Ind., Vice-President; ALBERT POCHELON, Detroit, Mich., Secretary; WM. L. ROCK, Kansas City, Mo., Treasurer.

THE SEASON'S PROSPECTS.

Paper by Arthur Niessen, Philadelphia, Pa., Read at the November Meeting of the Lancaster County Florists' Association.

Measure of Prosperity Depends on Effort.

First, there is no doubt in my mind but that the season will be a very satisfactory one. Your share of whatever prosperity is in store, however, will be in proportion to the effort that you have put forth to produce it. The laws of compensation are not likely to permit you to share to a larger extent. I fear that I am indulging in a pastime, that seems to have become one of our national indoor sports—too much talking. Is it not true that we already have an over abundance of talk, and not sufficient action? Is it not evident everywhere that there is a lack of personal initiative?

Some people look to the government to cure all social unrest and business disturbances. The experiment, in most cases, has been a sad failure. We welcome any legislation of a constructive nature, but we should resent sending politicians to Washington to manage our national affairs, instead of business men, who are better qualified to understand the needs of the country.

We hear much about the profiteer, and everybody denounces this selfish monster, and while everybody condemns the profiteer, nearly all continue profiteering. Everyone is doing his share; the manufacturer, the jobber, the retailer and labor is not missing an opportunity to grasp a share of the spoils. From every side, we hear profiteering must stop, but where shall we begin, and who will make the beginning No one is willing to sacrifice even a trifle, lest his neighbor should profit ever so little by the good one might do for the benefit of the general cause.

Thrift and increased production are to overcome the high cost of living. That is what we are told, not only by the statisticians, college professors and the self-styled public adviser, but by the government itself, and while Uncle Sam is preaching thrift to his people, they are working overtime at Washington to find ways and means to collect more taxes, and spending the money in an almost reckless fashion. Every taxpayer is trying his utmost to make the other fellow help pay his assessment. The high tax rate has increased our cost of living as much as anywhere else. Who will be the first one to practice thrift? Who is willing to curtail or decrease production, and work a few hours a day, instead of six and eight? In many plants we find a condition where most of the people can see danger ahead, but no one is willing to take the initiative to clear the road.

Co-Operation Big Factor.

A similar condition today, confronts us in our business pursuits. Through the trade organizations, such as the Society of American Florists, the Florists' Telegraph Delivery Association, and many local clubs, we have aimed to create a more favorable understanding among members of the trade and the different branches of our business. It has been their endeavor to procure close co-operation, and undoubtedly much good has been accomplished. The Florists' Telegraph Delivery has probably accomplished more in that direction than any other organization, for the reason that the benefits derived, are traceable to actual visible results. When an F. T. D. florist receives a telegram in the morning for a $25 order there is no question in his mind that the F. T. D. is a good institution. The actual facts are in evidence.

There has been a great deal of discussion about the uplift of our business; how to increase sales, improve working conditions and a hundred other subjects. Who is going to right all the wrongs? Who is the big leader among us that will be our standard bearer and show us the way? Is there such a man in our profession? I say yes, thousands

of them, if only each and every one of our craft will see his duty to himself, to his neighbor, and to his business. Everybody should set his own house in order, and the rest would be comparatively easy. The great trouble is, we complain because nothing is being done. What are you doing to help build up your own and your neighbor's business? What are you doing to elevate our profession; to make it more attractive for the young men and women that will carry on our business in the future? What are you doing to make our business bigger and more profitable? You have the opportunity every day, and every minute of the day. Doing your duty—that is the solution.

Co-operation means nothing unless you personally are co-operating. An advertising campaign misses its mark completely, unless you are part and parcel of the campaign. Unless the public can see a reflection of the national advertising campaign in your store, you are losing the benefits of the advertising. The S. A. F. national publicity campaign can do nothing for you, unless you are willing to do something yourself. Sometimes, we hear an argument, that only the big retail stores are being benefited by national publicity. Admitting that they are being benefited, it is only to the extent that they are taking advantage of the opportunity that exists for all alike. Every florist, or group of florists, should do some local advertising, and if the local effort is linked together with the national publicity, there is bound to be satisfactory results. Every florist in the country should be a subscriber to the national publicity campaign, but that is not sufficient. You must work along with the publicity campaign. Any collective movement only gives you an opportunity to participate in its benefits, but unless you take advantage of that opportunity, you can not expect to accomplish anything. All this argument points to one essential feature. You must do your part. You must do your duty. You must grasp every opportunity to improve our business.

The retailer that keeps a careless shop that does not deliver the goods in quality or value, one that lacks courtesy, one that is not aggressive, is not an asset to our business. The grower that produces an inferior quality of flowers, that places them on the market in a careless manner, may the flowers be good or bad, is a detriment to our business. Poor flowers interfere with the sale of the good ones. If you do not pay close attention to the small details of growing, watering, ventilating and a hundred other details that enters in the growing of flowers, and for that reason produce stock that lacks in size, form or keeping qualities, you are doing an injury to our business.

If you want the business to grow and expand, you should render 100 per cent efficiency in your establishment, and the rest is simple. You are the one to be benefited, and you are the one that must make the effort. No movement of any nature, may it be through the S. A. F., or local organizations, will produce good results, unless you personally do your share. Before you criticize or condemn, always ask yourself the question—Have I done my part? Not until you can answer that question in the affirmative, will you derive the full benefits of any national or local movement.

Look over the list of the subscribers to the national publicity fund, and you will find nearly all the progressive florists in the country. Unfortunately, some of them do not subscribe to the extent that they should. The S. A. F. should, for next year, ask every subscriber to double his subscription, and I believe over 90 per cent of them will do it gladly. Some men condemn national advertising, and the very first purchase they make, is a nationally advertised article, which they never would have known had it not been for advertising.

We often hear the remark, that "we must educate the public to the use of flowers," but first of all let us educate ourselves to the point that we thoroughly understand our own business. Some years ago, I expressed a thought that the S. A. F. should start a campaign of education among the retail florists, have three-day sessions at some central point, and bring all the trade from the neighboring cities together, and have an educational session. Show them by actual demonstration, how to link the national publicity campaign with their own business; teach them anything new in the business, the correct margin of profit, the value of local advertising, or any problem that might be brought up for discussion. A great deal of good could be accomplished. The distribution, or rather the selling of flowers at retail, is the all important feature of our business that needs development. The production will take care of itself. I will leave it to the progressiveness of the grower to keep up with any effort made by the retailer.

In my talk, I have wandered somewhat from the main point that I wish to emphasize most strongly, and that is, that no one can help you, unless you are willing to help yourself. Our business is in a very healthy condition. The past season was undoubtedly one of the best we ever had, and the coming season looks promising to me. If we could only arouse every one of our craft to fully realize the wonderful opportunities that exists today, greater opportunities than we have ever had in the past, and let every man do his share 100 per cent, our business would grow in leaps and bounds.

Doing your duty—that is the final answer.

Bouquet Green Dyeing.

ED. AMERICAN FLORIST:

We have a quantity of lycopodium or bouquet green held over from last year which has faded and wish to know if there is any way to prepare or dye it a good natural green? Please give the necessary directions.

Wisconsin. R.

It is possible that the lycopodium may be made use of without a total loss, by first soaking the plant thoroughly. It should then be dyed with an aniline green suitable for dyeing cotton goods, that is, of approximately the color of natural vegetation, and if it does not fall to pieces too rapidly with this process, it may be kept in a pliable state indefinitely by soaking for two or three hours in about a 10 per cent solution of glycerine and water. The strings of lycopodium may then be hung up to dry and will retain their fresh condition for a long time.

P. L. R.

DAYTON, O.—In the matter of Wm. Kiefaber, plaintiff, against the Miami Floral Co., a hearing will be held in Room 1 in the new court house, December 1 at 10 o'clock a. m., a court order having been issued that all claims against the firm or Robert G. Corwin, receiver, must be presented before that date or be forever barred.

SMALL VASE BASKET OF ODDS AND ENDS OF CHRYSANTHEMUMS.

THE RETAIL TRADE

Conducted by Robt. Kift, Phila., Pa.

Holiday Preparations.

All eyes are now focused on Christmas, which busy period promises as much or more business than any that has gone before. Preparedness is the watchword of the successful man; he plans and plans and plans, first to secure an ample stock, and then with his perfected methods to sell it to the best advantage.

The modern, up-to-date retailer will by this time have his plant stock engaged, and all the supplies and selection of novelties in baskets, vases, fancy pottery and ferneries, on the shelves, or at least in stock on the premises. He finds it just as easy to order early, as it does not cost a penny more, but in most cases, means a great saving. Novelties that have merit, are soon sold out and then, for late orders, it is a race with time, resulting quite frequently in hastily made articles, that meet with transportation delays, which mean last minute delivery. "A penny saved is a penny earned," and the money gained by early purchasing in every line of the florist business, makes a great addition to the profit side of the ledger.

The detailed record of last year's holiday business is an excellent guide to the planning for this year's busy period. There, should be found lists of all stocks bought for the various departments, and whether they were more or less sufficient to meet the demand. It is well to go over the purchases made so far, and check them up with last year's account. Then, if not complete, there may yet be time to order the various articles required.

Foliage plants, palms, dracænas, pandanus, aspidistras, rubbers and then ferns in quantity, are the staple decorative house plants. Poinsettias, in pots and pans, cyclamens, begonias, heather, primulas, azaleas, etc., make up the list of the blooming stock, while oranges, ardisias, Jerusalem cherries and peppers, the latter three of which carry the Christmas color in their red berries or fruit, are seen in every well selected stock.

All kinds of Christmas greens are profitable to handle, and orders for the loose holly, holly wreaths and crosses, mistletoe, ground pine and laurel wreathing, should be in the hands of the woodsmen as soon after the first of November as possible. The cost of this material, made up and packed to your order, is but little if any more expensive, than that picked up at the wharves or markets at the last moment. This stock should be carefully ordered in quantities that are reasonably sure of sale, as all that is on hand after January 1, is generally dead stock.

Miniature Norway spruces in pots and tubs, are good stock. They are largely used as table ornaments. Have your nurseryman get a lot ready and store them before a severe frost dulls the color. Small knots of red immortelles or red cape flowers, wired on the ends of the branches of these small trees, give them a decorative touch that is worth much more than it costs.

Fancy wreaths made of clippings of the nursery evergreens, such as the various retinosporas, arborvitae, junipers, etc., decorated with holly berries, cones, plain or whitened, gilt or silvered ruscus in its various shades, are as choice as anything in this line. These can be made up from Thanksgiving on; if kept in a cool place out of drafts, they will remain in perfect condition for a month or more. Such wreaths are suitable for house and window decoration, or can be placed on the graves in the cemetery.

FLOWER BOWL WITH SINGLE CHRYSANTHEMUMS.

The magnolia or oak foliage wreaths, with their various decorations, should be for the most part, finished by this time. If not, they cannot be made ready too soon, as to have to crowd this work into the rush period of the last week, puts a strain on the store force, that by earlier planning, could all have been avoided.

Such necessary stock articles as pot covers, to be sold with plants, wicker plant boxes on stands, fern dishes, jardenieres and pedestals, cut flower vases and other forms of holders, are all looked for in the flower shop, and should be ready to display as gifts.

Everything in the stationery line should be on hand, full and plenty, as this is the busiest period of the year for job printers. Tags and tag envelopes, customers' cards and envelopes, order sheets, bill heads, etc., or anything on this list that is short should be ordered at once. Cut flower boxes are as necessary as the flowers themselves. Certain sizes will get low, and the box manufacturer should have all the time possible. There are often transportation delays, as they frequently have to come from out of town. Order anything required in this line at once. Also, see that there are sufficient shipping boxes.

Wax and wrapping paper, tape and twine are requisites, as are bundles of clean newspapers, which may be necessary in case of extremely cold weather.

The Christmas circulars, or invitations to customers, can be made a great aid to publicity. They should be ready for mailing not later than December 10. With the store looking its best, and crowded to capacity with its line of floral gifts, this invitation should be mailed to a large list of extra names of people who are likely to need plants and flowers, and on whom the well-stocked store will likely make a good impression.

Plan for an elaborate outside store front decoration. From a publicity standpoint, the money and time spent for this work will bring greater returns than for any other form of advertising. The decorative features of the business give the florist an advantage over all other lines, so that his shop should always be at once the most conspicuous in the block.

If there are still window boxes on the store list that have not as yet been filled with their winter evergreens, customers should be urged to have the work done at once, so as to avoid having to answer the call for them at the last minute to be in place before Christmas eve.

Look up the car or wagon heaters, and the stock of coal for the same.

These are some of the necessary details that are of prime inportance. They will be of little interest to the planner, but may help the plodder. The Christmas, and in fact, every important holiday, is a harvest time to the store that uses efficient, up-to-date methods, first in preparedness, by early buying, which keeps costs to the lowest minimum, while at the same time every opportunity is taken advantage of to exploit and place the stock before the greatest number of possible customers.

Foreign F. T. D. Membership.

It is perhaps opportune at this time to elucidate on the feasibility of spreading F. T. D. propaganda in foreign countries on membership in our association. It is of inestimable value to the association, that the foreign field should be given more attention and our membership largely increased. At present we have representatives in England, Scotland, Wales and Cuba. Within the past month, we have added Cairo, Egypt, and Buenos Aires, Argentine Republic. Why are we not represented in France, Italy, Switzerland, Japan, Norway and many other countries where Americans are sure to travel within a short time? It is obvious that it is necessary for every F. T. D. member who places an order abroad, to strongly urge the dire necessity of foreign representatives, so that we may place orders with the confidence and assurance that they will be properly executed.

The F. T. D. office is frequently called on to furnish information relative to the placing of orders in other countries. Recently, we have had such inquiries for France, Italy, Switzerland, Germany, Norway and China. We have furnished the information desired in each case, but how much better it would be if we had a member in each country, who could be relied on to take care of our needs in their respective countries? The time has come when the F. T. D. gospel should reach every corner of the globe, and the members should bear in mind, that no opportunity should be lost, and that everyone should grasp at the chance to encourage foreign membership.

The secretary's office has not been negligent in this important mission, as we are constantly on the alert, and at every opportunity, take advantage of any lead that will assist us in this work. It is, therefore, obligatory upon every member of the association to furnish this office with any information that will help us in this great work of building up our foreign membership. Last April, the secretary drafted a circular letter, asking and urging florists in foreign countries to become members of our association; if they did not desire membership, to at least become correspondents, so that we might place orders with them in the confidence that they would be properly executed. At that time, we mailed about 500 letters to all parts of the world, with the exception of Russia, Austria, Hungary and Germany, owing to the unsettled conditions in those countries. Just as soon as conditions will warrant, we will complete our programme of F. T. D. propaganda, and we hope to have a better response to our efforts than we have had in the past. The answer to our appeal of last April has not been up to expectations. However, we gained two new members, and received several letters, the writers saying that they would act as correspondents, which we have already found to be of material assistance to our members. We hope to make a second appeal sometime in the near future, and we shall make every effort to present our claims in their own language, which we did not do in our initial attempt, and we are hopeful that results will prove more satisfactory.

I cannot understand why France, Italy, Switzerland, Spain, Australia and the Hawaiian Islands do not realize the importance of membership in the F. T. D. A., or at least, giving us the privilege of showing them their lost opportunity. Their absolute indifference, by not being courteous enough to make a reply to our correspondence, is beyond my comprehension. However, it is quite possible they do not understand our intentions, and take it for granted that it is another American trick to fleece them in some way. Some line of educational propaganda will be necessary to enlighten them on the necessity of international co-operation. The secretary is fully awake on the subject, and will lose no opportunity to spread the gospel of F. T. D.

ALBERT POCHELON,
Secretary F. T. D. A.

Next Week in the Flower Shop.

This is the season or period when the retailer needs to be wide awake, with his mind on the business all the time, attending not only to the urgent demands of the present month, which is the third best of the year, but he must at the same time look ahead and plan for the busier holiday period which is but a little more than a month away. The business should be so systematized that, no matter how large the volume, or the frequency of extra busy days, these should not interfere with the attractive and effective arrangement of the store and windows, which must always, because of their selling power, be kept to the highest point in efficiency. One would not think of going on an important mission without first making themselves as presentable as possible, being dressed in their best, with all details of their personal appearance perfected, so as to make a good impression. It is all the more necessary to keep the shop up to its best all the time; not only for those attracted before, and who have found it a reliable place to deal, but so as to appeal to strangers, people who pass hurriedly along with other things on their mind, and to flower lovers who, in answer to advertising or circulars, are prompted to call and see if there is anything different in this, to them, new store.

An endeavor in one way or another should be made to get the names and addresses of all strangers, who are recognized as making their first visit. If possible, a sale is made of an article to be sent home or to another address, accompanied with a card. Visitors should always receive polite attention, but never urged to buy. A piece of the store literature, small booklet or circular, can be handed them, and before they go their address asked for, so that they may be sent various store notices. In most cases, it will be given.

Those who have not as yet ordered their Christmas plant stock, will find the cream of it already bought up. It costs no more to place orders well in advance, but it does secure first selections, or at least, a portion of something choice that is nearly always in limited quantities. Heather, cyclamens, oranges, ardisias, and frequently poinsettias, are sold out long before the demand is satisfied.

Standard holiday stocks from the supply houses, such as plant baskets and pot covers should be on hand not later than December 1. Give them time. Yours is not the only order. Then there are transportation and other delays.

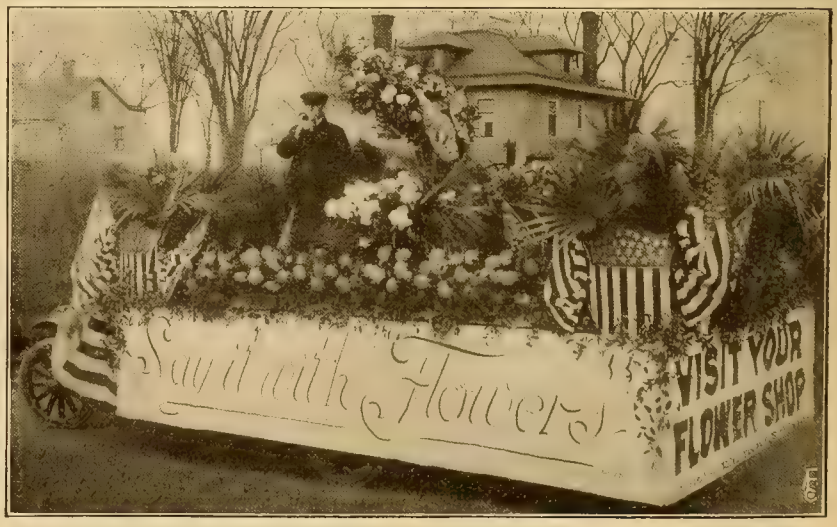
The most economical way to do business, is to plan well ahead. Order so as to get quantity discounts, with cheapest transportation. Secure all rebates that come from cash or prompt payments. Telegraphing at the last, getting rush goods with the paint hardly dry, or late from delays on account of excess express business, eats great holes in the profits.

The market is full of pompon chrysanthemums. These can be run off in the small vase baskets, a number of which should be on hand filled at this season. Arrange the colors of the baskets and flowers so as to get the best effects. A little bow of ribbon on the handle is always worth more to the appearance than it costs.

A few filled plant baskets of foliage and a little flowering stock, are always attractive and make good store or window ornaments, while quite frequently they are just what is wanted.

Fruited plants, such as peppers and solanums, are seen in good color, and if featured, are attractive and salable. Chrysanthemum plants, now in full flower, are very showy; half a dozen will stand around until they get passe, while a stock of 50, well displayed, can soon be disposed of. People are attracted by the quantity, while the few sample plants go unnoticed.

Winter window boxes should be pushed at every opportunity. There are quantities of choice evergreens in the nursery rows, grown especially for this purpose. The boxes over the store should be at their best, while tubbed evergreens in variety make a good



ALBANY FLORISTS' CLUB FLOAT, "SAY IT WITH FLOWERS" WEEK.

showy street front. Garden vases can be kept out all winter if filled with one or more choice specimens. A greatly increased business in this line is possible if it is pushed by the trade. Orders taken from store samples, in tubs or boxes, will be gladly duplicated by the nurserymen, saving the storekeeper all the bother of filling.

One good turn deserves another. The publicity campaign is boosting your business, so give it a raise in return. Send a five or ten dollar encouragement. Do it today.

Matthews Optimistic.

Warren G. Matthews, the well-known florist of Dayton, O., recently made an extended tour of the east and writes as follows, November 17: "The writer has just returned from New York, Boston and Philadelphia, and found more enthusiasm among the florists than he expected. Everyone is looking forward to a great Easter business, notwithstanding the fact bulbs have doubled in price. Already the dealers say they have not enough for the call. The Florists' Telegraph Delivery branch of the business is growing by leaps and bounds. It is the cleanest and nicest part of the profession, and only in its infancy."

Rhode Island Hort. Society Show.

The exhibition of the Rhode Island Horticultural Society in connection with the Providence county farm bureau and the market gardeners' association, November 13-14, proved one of the most successful shows in the history of the organization. In the floricultural section some of the finest chrysanthemums exhibited in many years were staged, the Maplehurst Greenhouses at Longmeadow being winner in a number of classes and also captured high honors for carnations and snapdragons. John Macrea, florist, Providence, also won many prizes, especially for carnations. Fred S. Peck, (John Doig, Gr.), also carried off numerous ribbons for fine chrysanthemums and carnations, as did Fred Hoffman, of Pawtucket in the floral art classes. T. J. Johnston & Co. were also prize-winners in many classes. In foliage plants, Fred S. Davis, Providence, staged some attractive groups.

The vegetable section was a prominent feature of the show, the entries all being invitingly displayed. The principal exhibitors in these classes included E. L. Lewis, D. N. Potter, J. W. Peck Co., Fred S. Peck, Fannie C. Bowen, D. N. Potter, Inc., H. W. Tinkham, Wm. Manchester, S. Z. Manzigan, H. W. Thompson, C. O. Childs, Mrs. Albert Sparn and N. L. and D. S. Vaughn. Another interesting feature was the display of celery which included nearly every commercial variety of the present time by S. C. Damon of the Rhode Island State College experiment station.

There was also an excellent display of fruits made by L. C. K. Clarner, Frederick Jencks, Jesse Carpenter, W. Steele, N. L. Vaughn and C. J. Schonhardt. E. K. T.

HOUSTON, TEX.—The Houston Horticultural Society has distributed thousands of palms at a price of 75 cents each in its city beautiful movement.

CHARLESTON, S. C.—The Art Floral Co. of this city, has been incorporated by Paul M. McMillan and Wm. G. Albrecht with a capital stock of $10,000.

PLANT NOTES.

Primulas.

As fast as the primroses grow, space them out so that there is a good distance between each plant, and so that the leaves do not touch, allowing room between the plants for a free circulation of air. If the plants are placed on a bench with a front and back board, place boards across and set the plants on these or stand the pots on inverted pots so as to bring them up into the air. Take care in watering not to wet the foliage more than necessary, or the leaves will be spotted. Many good primulas are ruined by being overcrowded and the foliage allowed to remain damp. If the plants are not going to be in flower for the holidays they can be placed in a temperature of 60° at night for a short time, which will rapidly bring them along, but do not attempt a higher temperature than that, nor for any great length of time. These plants are cold-loving subjects and are more satisfactory in a house that never goes above 50° at night. Primula obconica is now blooming freely and can be kept in bloom until spring if grown cool. These plants are particularly useful in filling Christmas baskets. Care must be taken in the handling of these plants by persons who are at all subject to poisoning from coming in contact with this, rhus, or other poisonous plants, for they sometimes cause a very troublesome and irritating eruption of the skin.

Ardisias.

The berries of the ardisias should now be turning a bright red and the foliage taking on that beautiful glossy appearance which makes this plant so popular at the holidays. Where these plants are grown in great heat the berries do not color as brightly, and the leaves lack that thick, leathery texture and glossy appearance, and the plants are not so satisfactory in the houses. They also chill very easily, and if this happens the berries drop off. It is much better to finish them from this time on in a bright, sunny house, with good ventilation; this will tend to color up the fruit and give the plants a much healthier appearance, and they will prove more satisfactory. We have seen these plants, where grown cool and not forced, hold their berries until the next year's crop was borne. Keep a sharp lookout for scale on ardisias; they quickly get covered with the brown scale unless carefully watched, and when these insects appear constant washing is the great remedy. Clean off the first that appear. "An ounce of prevention is worth a pound of cure."

Catch Crops.

With the close competition that the greenhouse man is up against at the present day it does not pay to have any of the bench room idle, or if a crop shows that it is not going to succeed and be remunerative it had better be thrown out and the room occupied by something that will pay. The several different plants and flowers have their seasons, and when they are done a succeeding crop should be all ready prepared to take the place. It therefore pays to have some catch crop ready in cases of this kind. There are many annuals that can be grown and carried along in small pots and if not used and eventually discarded the loss is small. These, if planted out in the benches, will bloom in the early spring and give a very welcome variety to the flowers of that season. There are many flowers grown today that were first grown as catch crops, such as the antirrhinum. Among others which might be grown this way are the centaureas, either bachelor's buttons or sweet sultans, nasturtiums, lupines, calendulas, eschscholtzias, salpiglossis, schizanthus, stocks and others. There are also many of the early blooming perennials which can be lifted and heeled in where they can be easily obtained during the winter and transplanted to the greenhouse. Among these are Coreopsis lanceolata, Aquilegia cœrulea, gaillardias, heuceras, sweet william, and others which the grower has in stock. A dealer will always find customers who appreciate these flowers, which are often not seen during the winter months, and by having the stock of a few of these odd things one can often plant out a section of a bench that otherwise would not be returning any revenue, and thereby prevent loss.

Stevia.

The early stevia will now be coming into flower, but if the plants are in pots, and there are a good large number, they should not be brought into flower all at once. By keeping some of the plants in a cool location they can be retarded so that plants may be had in bloom up to February. A house or deep frame where the night temperature can be kept just above the freezing point will hold them in check and they can be brought in as desired. The dwarf variety is very easily handled in this manner, but the tall plants are not so easily moved around. Keep the plants well tied up for the joints are very brittle and break down easily, and the long variety should be very carefully handled even after the sprays are cut, for they break down with their own weight when in flower.

Cold Storage Lilies.

Cold storage giganteums in small bunches, can be forced and handled most economically, planted in wooden flats or shallow boxes about 12x18 inches in depth. These hold 15 bulbs and when planted, they are placed along the edges of the walks, under the tables, are easily watered, do not upset or fall over into the passage, there is no breakage as is liable with pots, and they are more quickly moved about when necessary. Another advantage is that four stakes in the corners of the boxes, with a string around, ties up the whole lot. To get the best results at this season from cold storage lilies, the temperature must not get much below 65 degrees. They must be kept constantly on the go from the planting of the bulbs until the cutting of the flowers. Green fly is their greatest enemy, which is often found even when the plants appear clean, down in the heart of the shoots or stems as the buds are forming. If not immediately overcome by smoke or nicotine, the result is no buds, or only such as produce defective flowers. Many a crop has been lost by neglect of this important detail.

BEACON, N. Y.—The report of Benjamin Hammond, well known manufacturer of insecticides and greenhouse paint, as president of the board of education, shows a year of marked advancement despite unsettled conditions.

THE ROSE.

Early Winter Care.

Do not be in too great a rush with your rose cutting for the next four weeks, or until "The Queen of Autumn" begins to slow down. There is not much use in trying to clean up big shipments of roses during the chrysanthemum season at good prices, so one had better cut only a few of the best blooms, and pinch off the buds of the shorter growths for mid-winter cutting, or until the demand for roses is heavy. By the time this article reaches the press, about all of the pinching for the Christmas cut will have been finished, and the important thing now is to keep all the side growths rubbed off the flower stems as they appear, and do not let them get too much of a start, but take them as soon as they get long enough to rub out with the fingers.

One should take sufficient time to make the first going over a thorough one; then you will find quite a number of side shoots missed when going over the plants a second time a day or so later. The plants should be kept tied and the stems straight, or the plants will be a mass of tangled growths with crooked necks. We usually apply a pretty good mulch to all the beds that are making growths for Christmas blooms, applying the mulch as soon as the growths are several inches long. Wash the mulch in well, and see to it that the soil is not allowed to get on the dry side or a check in the growths will be the result, followed by a loss of foliage. When mulching during the late fall and winter, it will be advisable to use manure that is fairly well decomposed, as the fresh cow manure often brings down the leaves, and this is caused by an excess of ammonia, and the reduced ventilation at this season. So if fresh manure must be used, keep the ventilators open as far as possible, even if one has to run a coil or two to keep the temperature up to where it belongs.

There is one thing the beginner should remember and that is that the rose usually suffers more from the want of water than from overwatering, and we have found that Columbia and Premier require an unusual amount of water to keep them in vigorous growth. Of course, perfect drainage makes a wonderful difference in the amount of water the plants will take, and unless the subsoil under the solid borders, drains readily, one can hardly expect to produce very fine blooms. This is also true of the raised benches, where the bottom boards have narrow spacing, but this fault can be partly overcome by running the coils under the tables, which greatly assists the evaporation.

Now is the time, while the weather is yet open, to get in a supply of sand for the propagating, soil for potting, and manure for mulching, etc., which, if put under cover, out of the weather, will make less work later on and where either is wanted at short notice, one can be right on the job. If one intends doing any grafting, and as yet, have no orders placed for manetti stocks, they should get busy at once, for it is very doubtful if any can be procured even now. A great many more roses are being grown on their own roots from year to year, owing to the scarcity of good manetti and the extremely high prices asked for stocks of inferior quality. And unless the quality is good, one had better resort to the own root stocks. However, in our rambles, we cannot help noticing a falling off in the quality of the blooms, where own root stocks have almost taken the place of the grafted plants, and, in our own mind, we are sure that grafted plants will give one, and sometimes two, more crops than the own root plants benched at the same time, but if good stock cannot be had, of course we have to do the next best thing, if one has a good heavy clay soil, particularly suitable for own root plants. There will be very little difference noted in the quality of the bloom, and the quantity will average very well, but the grower that has the light sandy loam to contend with, will suffer the most if he cannot continue with grafted stock, so in the latter case, with the high cost of good English manetti, we suggest grafting, if the stocks can be had. It surely seems strange that we cannot grow as good manetti stocks in this country as in England or Ireland, when one considers the different climates we have here, and almost ideal location, for growing. Of course, when one could buy the stocks for $10 per thousand, and even less, when buying large lots, one could not grow the stocks at a profit, considering the higher price of labor in this country. But now, with the price raised to from $30 to $40 per 1,000, it looks to us like a good business proposition for the grower of manetti in this country, and we surely hope that something along these lines will be accomplished in the near future. This has been attempted in a small way, it is true, but with rather poor results, as the fault so far with the home grown stocks seems to be a tightness and thinness of the bark and lack of vigor, causing very poor covering qualities at the union of the grafts. This may be overcome by growing in localities where the soil is continually moist or wet, and protected from our hot sun by growing some other crop that will shade the stocks to a certain extent. At the same time, the fact remains, that we have not progressed far with the home grown stocks, but we feel assured that the time is not far off, when we can get our supply in this country, without the old trouble of having the stocks wasted by being too near the boilers in the ships, or frozen stiff in the freight yards, etc.

The time has now come for the normal winter temperatures inside, 58° to 60° at night, 65° to 80° during the day, according to the weather. We never have advised extremely high temperatures at night in the rose houses, as there is too much danger in the severely cold weather, of an unavoidable drop in the temperature in the average range. So if the small grower can maintain an even temperature of 58° or 60° at night through the cold waves, he will have nothing to fear along that line; 65° will do nicely on cloudy days in cold weather, with no air, but at 70°, air should go on, as this is overheating with no ventilation; 75° on bright days, with ventilators open, is all right, and 80° can be safely carried on still, bright days, with plenty of air on the houses. These figures represent absolute safety, if good judgment is used in ventilating. Higher or lower temperatures will be running great risks, in the average small range where several varieties are usually grown in each house. And if one has a variety that takes a somewhat higher temperature, day and night, than the temperatures given above, the variety should be planted to itself, and heated accordingly. This, of course, applies to the warmer blooded plants, such as Ward, and we may say Ophelia and its sports, seedlings etc., which seem to take a temperature from two to four degrees higher, in order to keep them from slowing down in midwinter. But even these will not suffer at a 60° night temperature, if run evenly at that figure. It is the unevenness of the temperature that plays havoc with the plants, so bear this in mind.

National Publicity for Flowers.

It is pleasing to note from the list of new subscribers published this week, that our Canadian friends in the trade are appreciating the work of our publicity campaign. The legion of florists in our own United States, who have not yet subscribed to the fund, should, to use a slang expression, sit up and take notice—then sit down and write their cheques for the contributions which, surely, they intend to make. There is no room for doubt as to the beneficial effect of our campaign. A year or more ago, some might have been of the opinion that a shortage in production of flowers, through lack of fuel and war conditions, was the cause for a general clean-up of market stock at inflated prices. Such conditions have long since passed, but today we find the markets cleaning up as never before, in spite of increased values. Why? Simply this: The public are buying more flowers. Flowers are going regularly into homes where before their use was only occasional. Anniversaries are being more generally remembered with the "Say it With Flowers" spirit. The sick are being cheered with bright flowers continually, and the sending of flowers to hospitals is now practised on a much larger scale. New uses for flowers are being suggested every day, and the florists are reaping the benefit arising from the new demand. The glut point in our markets is no longer a dread, and the ash barrel has become a poor customer, indeed. If our campaign is not in great measure responsible for this change, what is? Our committees have gone the limit with their resources. To continue the work, means that we must have more support. We cannot expect the liberal-minded men, who have contributed to bring our work thus far, to shoulder more of the expense, even though some may be willing to do so.

Our committee is now urgently in need of further funds. In the interest of our industry, more money should be forthcoming, and we now appeal to all those neglectful members of our craft to come forward with their support, and help us to nail down the success we have met, and to carry it along indefinitely. We are a long, long way from our goal of $100,000, but with the cooperation that we have a right to expect, its accomplishment should be easy. Think the matter over—and act. Opportunities never linger; let us grasp the one we have sought and can, with the proper support, retain.

"SAY IT WITH FLOWERS" IN THEATRES.

The Von Tilzer song, "Say it With Flowers," has proved to be a "hit" at the theatres where it has been presented. In New York last week, at the Palace, crowded houses greeted it, and it became quite a feature as rendered by Miss Grace LaRue. The setting of

the song was helped by local florists, who supplied flowers and gave other assistance. In Cleveland, where Miss Frances Kennedy exploited the song, about 200 florists attended the theatre on the first evening, and they supplied about 1,500 corsage bouquets for the ladies in the audience as souvenirs, and, besides, used banners on their delivery wagons, and special window trims. Chicago is also prepared to give the song presentation every support. In the weeks of December 7, 14, and 22, Louisville, Ky., Cincinnati, O., and Salt Lake City, will be among the prominent cities to have the song featured. Altogether, a corps of 100 or more vocalists will shortly be featuring the song every week, and florists in every city are urged to lend every assistance they can in the presentations. It is good publicity, at no expense to our campaign.

BILLBOARDS.

A number of billboards have been ordered, for shipment to various parts of the country. Gude Bros. Co., Washington, D. C., have ordered no less than three for their own locations. The cost, $50 each, delivered at any railroad station, is not much, and the country should be fairly sprinkled with signs in a short time. Look over your opportunities for a display of one of these signs and get your order in—the quicker the better.

PUBLICITY FUND SUBSCRIPTIONS.

The following subscriptions have been received, and are in addition to those previously announced, annually for four years, unless otherwise stated:

J. B. Wiese, Buffalo, N. Y. (1 yr.)	$25.00
J. A. Neal, Toronto, Ont. (1 yr.)	25.00
Toronto Floral Co., Toronto (1 yr.)	15.00
Dards, Inc., New York (1 yr.)	50.00
G. Ratcliffe, Charlotte, N. C. (1 yr.)	10.00
Dennison Greenh'ses, Denison, Tex. (add'l)	5.00
Mary C. Richs, Philadelphia, Pa.	5.00
Carl A. Lange, Philadelphia	10.00
Geo. R. Clark, Scranton, Pa. (1 yr.)	5.00
Goodhew Fl. Co., Ann Arbor, Mich. (1 yr.)	10.00
Fairhope Greenh'ses, Louisville, O. (1 yr.)	10.00
Dora Brown, Goshen, Ind. (1 yr.)	5.00
T. J. Nolan, Scranton (1 yr.)	5.00
Frank Swanson, South Omaha, Neb. (1 yr.)	5.00
Margaret Vogt Hall, Camden, N. J. (1 yr.)	5.00
Batavia Gr'nh'se Co., Batavia, Ill. (1 yr.)	10.00
L. B. Coddington, Murray Hill, N. J. (donated)	26.38
Jos. Bancroft & Son, Cedar Falls, Ia.	20.00
Wilshire Bros., Montreal, Que. (1 yr.)	20.00
Downing, Stein Co., Kitchener, Ont.	5.00
Downing Stein Co., Kitchener, Ont. (add'l)	10.00
Jordan Bros., Peterborough, Ont. (1 yr.)	10.00
Orlowski Flower Co., Kitchener (1 yr.)	10.00
Eddy Bros., Montreal, Que. (1 yr.)	25.00
Hall & Robinson, Montreal	25.00
E. J. Haywood, Montreal (1 yr.)	10.00
R. H. Wright, Ottawa, Ont. (1 yr.)	10.00
Hay Fl. & Sd. Co Brockville, Ont. (1 yr.)	5.00
T. Manton, Toronto, Ont. (1 yr.)	10.00
J. J. Higgins, Toronto (1 yr.)	25.00
J. Gammage & Sons, London, Ont. (1 yr.)	50.00
Tidy & Son, Toronto (1 yr.)	25.00
Miller Bros., Toronto (1 yr.)	35.00
McKenna, Ltd., Montreal (1 yr.)	50.00
Carter Bros., Barrie, Ont. (1 yr.)	10.00
Mrs. P. Waters, Toronto	10.00
Arcade Flower Co., Toronto (1 yr.)	50.00
H. Waters, Toronto (1 yr.)	10.00
W. J. Heath, Toronto (1 yr.)	10.00
Geo. Hatcher, Toronto (1 yr.)	10.00
T. A. Ivey & Son, Port Dover, Ont. (1 yr.)	25.00
Connon Floral Co., Hamilton, Ont. (add'l)	10.00
M. O. Field & Son, Grimsby, Ont. (1 yr.)	10.00
J. Bebbington, Sr., Fredericton, N. B. (1 yr.)	5.00
Dale Estate, Brampton, Ont. (1 yr.)	50.00
Philip Auston, Arkona, Ont. (1 yr.)	5.00
	$776.38
Previously reported	$50,571.50
Total	$51,347.88

JOHN YOUNG, Sec'y.

Leaves.

My great trees are stripping themselves,
Throwing away their gauds,
Preparing for the winter of their souls.
But my little cedars
Are picking up the twisted golden baubles
And sticking them in their hair.

—Yale Review.

Milwaukee, Wis.

"SAY IT WITH FLOWERS" EXHIBIT.

About the best way to bring our slogan, "Say It With Flowers," plus a fine display of cut flowers and plants before the public, was demonstrated at the food and music show, which occupied the entire auditorium for six days running, November 20-25. The "Say It With Flowers" booth continued a set table and a sideboard properly decorated, which were changed from day to day. Vases of chrysanthemums, both large and small, were in evidence, while the sides were ornamented with willow plant boxes containing foliage and flowering plants. A large fancy vase on one corner was tastefully filled with foliage plants and vines. It was by far the neatest booth and was not cheapened by giving away a lot of useless souvenirs. Mrs. Ella Voelzke-Kitzerow, an experienced florist, had charge, and was relieved by Miss Hilda Kellner. When we realize that the average attendance was about 6,000 people a day, the result of this successful campaign by the florists' advertising club certainly will bear fruit beyond expectations, especially where it's so close to the holidays.

FLORISTS' CLUB TO ELECT OFFICERS.

The next regular monthly meeting of the florists' club will be held December 4, at the newly renovated store of E. Welke & Co., 752 Third street. Besides many points of vital interest to come up will be the annual election of officers for 1920. All members should attend.

E. O.

Denver, Colo.

ALL STOCK IN GOOD DEMAND.

Trade in general here for the months of October and November up to this time has been very good, having kept pace with last year. Considering the business resulting from the influenza last year, the business this year is very encouraging. There has been a marked increase in table decorations, corsages and other work resulting from various entertainments. While the volume of business has been good, still there has been an ample supply of stock, especially chrysanthemums, including pompons, which have been very good, particularly yellow and white Turners. There has been a fair supply of roses, and the quality of the stock has been as good as can be found anywhere. Premier, especially, has been good, and has demonstrated that it is a free grower and a wonderful producer. Columbia is holding its own, and some fine stock is coming in. Francis Scott Key is bringing good prices. Orchids have been of excellent quality and are cleaned up right along. Carnations, violets and sweet peas are in strong demand, but can only be had in limited quantity. The plant stock is looking very good, and there will be some excellent cyclamens and Melior and Lorraine begonias. Altogether, the outlook for good stock and general business is very encouraging.

NOTES.

E. P. Neiman, of The Park Floral Co., who recently returned from an extended tour of the east, expresses himself as greatly pleased with the encouraging condition of the trade generally. Mrs. Neiman, who has been in ill health, is greatly improved.

The banquet tendered the visiting florists at the Hotel Metropole, by the Colorado Horticultural Society, flower show week, was a very enjoyable affair.

Sam Lundy, of the Boldt & Lundy Flower Shop, is recovering slowly from his recent operation, being again at his desk, as genial as ever.

Wm. Rose, formerly with the Miller Floral Co., at Farmington, Utah, is now with Conrad Lengenfelder, of this city.

The Alpha Floral Co. recently had a fine autumn window display, in which the features were chrysanthemums and oak leaves.

The Mauff Floral Co. is showing some fine Columbia roses and Ward carnations.

The Boldt & Lundy Flower Shop is sporting a brand new delivery truck.

Ben Boldt is showing some fine cyclamens and begonias.

Nashville, Tenn.

THANKSGIVING GALA EVENT.

The trade in this city is on the qui vive for Thanksgiving day, the business being accelerated by the annual football game between Vanderbilt and Suwanee colleges, and chrysanthemums, especially white and yellow, have been held back for this occasion. This event, from a florist standpoint, ranks of almost equal importance to the holiday season. The call for table decorations is also excellent, though of minor consideration. The day brings many visitors from surrounding towns, and nearly every local home has a guest, for whom there is dinner. Chrysanthemum prices are high, ranging from $6 to $12 per dozen. Those at the lower price are rather small. Carnations are beginning to come in nicely, and will soon be offered in profusion, taking the place of the chrysanthemums. Cyclamen plants and primroses are coming in. The supply of flowers in general is good, and the demand is all that could be expected.

NOTES.

The Joy Floral Co. had a fine cut of yellow chrysanthemums for the Thanksgiving trade, as well as excellent offerings in plants. The roses are now in fine condition, and the cut is plentiful. This firm's branch at Chattanooga is growing rapidly and is generously supplied from the range in this city.

The McIntyre Floral Co. had a large assortment of chrysanthemums, both cut blooms and in pots, and were well prepared for the rush. They are also bringing a fine supply of cut flowers to the market daily. Roses and carnations at their range are doing well.

L. H. Haury & Sons have a large stock of chrysanthemum plants carrying fine flowers, and these were used to splendid advantage in a very attractive window display.

Louis Haury is bringing to market each day a nice assortment of peppers. Lorraine begonias, fern dishes and geraniums.

Geny Bros. were well supplied for Thanksgiving with an abundance of chrysanthemums, both cut stock and plants.

M. C. D.

SALT LAKE CITY, UTAH.—Business here is not so brisk, when compared with that of 1918, but is much better than that of 1917, at this time. The trade generally is hopeful of early improvement.

GALENA, ILL.—The fall opening of the down town flower store of B. F. Vandervate in the Coatsworth building, November 13 attracted many visitors to the fine display of pot chrysanthemums and cut flowers.

COLLINGSWOOD, N. J.—E. H. Michel, of the Henry A. Dreer Riverton Farm, delivered an interesting address on "Success With Exhibition Dahlias" at the November meeting of the Collingswood Horticultural Society.

PIQUA, O.—The Miami County Horticultural Society has elected the following officers for the ensuing year: R. Moore, Piqua, president; Geo. Cress, West Milton, vice-president; Mrs. Walter C. Pierce, Troy, secretary; Darius Ross, Tippecanoe City, treasurer.

THE AMERICAN FLORIST

ESTABLISHED 1885.

Subscription, United States and Mexico, $1.50 a year; Canada $2.00; Europe and Countries in Postal Union, $2.50.

When sending us change of address always send the old address at the same time.

Advertising rates on application.

From the first issue THE AMERICAN FLORIST has accepted only trade advertisements.

Advertisements must reach us Tuesday (earlier if possible) as we go to press Wednesday.

We do not assume any responsibility for the opinions of our correspondents.

THE AMERICAN FLORIST,
440 S. Dearborn St., CHICAGO

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IT is reported, some of the larger manufacturers of glass have withdrawn prices.

Personal.

N. E. Hansen, professor of horticulture at the South Dakota State College of Agriculture, Brookings, was in Chicago last week, returning from the east, where he has been visiting various institutions to properly record the botanical data collected on his recent Alaskan trip. Professor Hansen is widely known for his work among hardy fruits of northern regions. On his recent trip, the northern limit of the grape was extended, and he now believes he has obtained some hybrids of hardy single roses, which will interest florists and nurserymen.

Patrick O'Mara is said to be gaining in health, which will be good news to many anxious friends.

Chrysanthemum Society of America.

EXAMINING COMMITTEES.

President Wm. W. Vert announces the committees to examine new chrysanthemums for the ensuing year as follows:

Boston, Mass.—William Nicholson (chairman), James Wheeler, Alex Montgomery. Ship flowers to chairman, care of W. J. Thurston, manager, Boston Flower Exchange, 1 Winthrop square and Otis street, Boston, Mass.

New York — Eugene Dailledouze (chairman), Wm. H. Duckham, A. Harrington. Ship flowers to New York Cut Flower Co., 55-57 West 26th street, New York, care of chairman.

Philadelphia, Pa.—A. B. Cartledge (chairman), John Westcott, S. S. Pennock. Ship flowers to A. B. Cartledge, 1514 Chestnut street, Philadelphia, Pa.

Cincinnati, Ohio — R. Witterstaetter (chairman), James Allen, J. C. Murphy. Ship flowers to chairman, Jabez Elliott Flower Market, care of janitor.

Chicago—N. J. Wietor (chairman), E. A. Kanst, Thomas W. Head. Ship flowers to chairman, 162 North Wabash avenue, Chicago.

Shipments should be made to arrive by 2 p. m. on examination days to receive attention from the committee. Must be prepaid to destination and an entry fee of $2 should be forwarded to the secretary not later than Tuesday of the week they are to be examined, or it may accompany the blooms.

Seedlings and sports are both eligible to be shown before these committees, provided the raiser has given them two years' trial to determine their true character—not less than six blooms of each variety to be shown. Special attention is called to the rule that sports to receive a certificate must pass at least three of the five committees.

The committees will be in session to examine such exhibits as may be submitted on each Saturday during November, the dates of which will be November 22, 29.

REPORTS OF EXAMINING COMMITTEES.

New York, November 5, 1919.—No. 116, W. D. C., amber bronze pompon, scored 88 points; exhibited by Charles H. Totty Co., Madison, N. J.

Cincinnati, O., November 8.—White Midget, white pompon, scored 92 points; Frank Wilson, Jr., golden bronze pompon, scored 90 points; Little Tot, pale rose pompon, scored 85 points; Button Rose, deep rose pompon, scored 82 points; Bright Eyes, blush pink pompon, scored 89 points; Baby Doll, yellow pompon, scored 89 points; Anneta, deep yellow pompon, scored 89 points; Zelia, buff yellow pompon, scored 90 points; Firebird, red pompon, scored 88 points; Angelia, rose pink pompon, scored 90 points; Rose Perfection, rose pink Japanese incurved, scored 89 points commercial; the above exhibited by Elmer D. Smith & Co., Adrian, Mich. No. 10. 817, deep pink Japanese incurved, scored 88 points commercial; exhibited by Baur & Steinkamp, Indianapolis, Ind.

CHAS. W. JOHNSON, Sec'y.

Pennsylvania Hort. Society Lectures.

The Pennsylvania Horticultural Society has announced its lecture course for the season 1919-1920, to be given in the New Century Club, 124 South Twelfth street, Philadelphia, Pa., as follows:

December 9—"Visits to French and English Gardens Since the War" (Illustrated), by John G. Wister, Germantown, Pa.

January 20—"Flora and Vegetation of Formosa and Korea", (Illustrated), by Dr. E. H. Wilson, assistant director, Arnold Arboretum, Jamaica Plain, Mass.

February 17 — "Landscape Work, With Special Reference to the Suburban Garden", (Illustrated), by J. Franklin Meehan, Mt. Airy, Philadelphia, Pa.

March 16—Perennials and Bulbless Plants That We All Should Know", (Illustrated), by E. J. Wilde, assistant professor in floriculture, Pennsylvania State College.

April 13—"Gladioli, Introducing All New Varieties up to 1919," (Illustrated), by Professor A. C. Beal, secretary American Gladiolus Society, Cornell University, Ithaca, N. Y.

DAVID RUST, Sec'y.

Club Meetings Next Week.

[Secretaries of clubs and societies are requested to send notice of change in date, time and place of meetings.]

Albany, N. Y., December 4, 8 p. m.—Albany Florists' Club at 611-613 Broadway. Robert Davidson, secretary, 139 Second street, Albany.

Boston, Mass., December 2, 8 p. m.—Florists' Association of Boston at Parker house. Elijah Gorney, secretary, Park and Tremont streets, Boston.

Chicago, December 4, 8 p. m.—Chicago Florists' Club at Hotel Randolph, Wells and Randolph streets. A. T. Pyfer, secretary, 164 North Wabash avenue, Chicago.

Cleveland, O., December 1, 8 p. m.—Cleveland Florists' Club at Hollenden hotel. James McLaughlin, secretary, care of J. M. Gasser Co., Cleveland.

Dayton, O., December 2, 8 p. m.—Dayton Florists' Club at Y. M. C. A. building. George J. Frisch, secretary, 3205 East Fifth street, Dayton.

Indianapolis, Ind., December 2.—State Florists' Association of Indiana meets at members place of business in city selected. Oliver E. Steinkamp, secretary, 3800 Rockwood avenue, Indianapolis, Ind.

Lake Forest, Ill., December 5, 8 p. m.—North Shore Horticultural Society at council chamber, city hall.

Lake Geneva, Wis., December 6.—Lake Geneva Gardeners' and Foremen's Association at Horticultural hall. F. Brady, secretary, Lake Geneva.

Los Angeles, Calif., December 2, 8 p. m.—Los Angeles County Horticultural Society at 237 Franklin street. H. S. Kruckeberg, secretary, Los Angeles.

Milwaukee, Wis., December 4, 8:30 p. m.—Milwaukee Florists' Club at Kurtz Bros., 11th and Prairie streets. Eugene Oestreicher, secretary, 5630 North avenue, Milwaukee.

Montreal, Que., December 1, 8 p. m.—Montreal Gardeners' and Florists' Club at 642 St. Catherine street. W. H. Horobin, secretary, 283 Marquette street, Montreal.

New Orleans, La., December 7, 2 p. m.—Gardeners' Mutual Protective Association at 5001 North Rampart street. John Parr, secretary, 4539 North Rampart street, New Orleans.

Philadelphia, Pa., December 2, 8 p. m.—Florists' Club at Philadelphia at Adelphia hotel. Robert Kift, secretary, 4044 Haverford avenue, Philadelphia.

Pittsburgh, Pa., December 2, 8 p. m.—Pittsburgh Florists' and Gardeners' Club at Allegheny Carnegie Music hall. E. J. McCallum, secretary, 137 Seventh street, Pittsburgh.

Saginaw, Mich., December 1, 7:30 p. m.—Saginaw-Bay City Floricultural Society at Saginaw. Henry W. F. Goetz, secretary, 124 South Michigan Avenue, Saginaw.

San Francisco, Calif., December 6, 8 p. m.—Pacific Coast Horticultural Society at Sachem hall, Redmen's building, 240 Golden Gate avenue. John R. Walsh, secretary, 417 Montgomery street, San Francisco.

Tacoma, Wash., December 5, 8 p. m.—Tacoma Florists' Association at Maccabees' hall, 1116 Broadway. J. L. Simpson, secretary, Tacoma.

Toledo, O., December 2, 8 p. m.—Toledo Florists' Club at 421 Superior street. S. N. Peck, secretary, 421 Superior street, Toledo.

Washington, D. C., December 2, 8 p. m.—Florists' Club of Washington at Schmid's hall, 712 Twelfth street. N. W. E. P. Bodman, secretary, 101 Primrose street, Chevy Chase, Md.

Coming Exhibitions.

[Secretaries are requested to supply any omissions from this list and to correct any dates that have been altered since the last advices.]

January 21-22, 1920, Chicago.—Annual exhibition of the American Carnation Society. A. F. J. Baur, secretary, 3800 Rockwood avenue, Indianapolis, Ind.

March 15-22, 1920, New York.—Flower show of the New York Florists' Club at Grand Central Palace. John Young, secretary, 1170 Broadway, New York.

March 24-28, 1920, Boston, Mass.—Exhibition of orchids and other plants of the Massachusetts Horticultural Society at Horticultural hall. William T. Rich, secretary, Horticultural hall, Boston.

Wants, For Sale, Etc.

Small Type, 12 Cents Per Line, Each Insertion. Display, $1.50 Per Single Column Inch, Each Insertion. These prices are net, cash with order. For Plant Advs., See Ready Reference Section.

Where answers are to be mailed from this office enclose 10 cents extra to cover postage, etc.

Situation Wanted.—By an experienced, all around grower; single. Please state wages and particulars. Address,
Key 430, care American Florist.

Situation Wanted—As salesman in first-class flower shop; New York experience selling to the finest trade. Address
Key 438, care American Florist.

Help Wanted—Girl to work in loop flower store. Apply
M. E. Poletsos,
35 E. Adams St., Chicago.

For Sale.—A retail establishment of 8,000 feet of glass; with store. Everything in first class condition. Address
Key 405, care American Florist.

For Sale—Store and two flats opposite hospital in Chicago. Two greenhouses, winter supply of coal on premises. Good money-maker. Chance of life time. Address
Key 436, care American Florist.

For Sale—Range of greenhouses consisting of 16,000 square feet of glass with two acres of land. Place is in A1 condition and planted to carnations. Newly built residence. Enough coal on hand for entire season. Reason for selling: death in family and sickness. Bargain. Address.
H. Baumann, Niles Centre, Ill.

For Sale—Florists' business, the oldest in central Texas oil fields; 3,000 feet of glass, three houses well stocked; grounds 192 feet by 150; two elevated tanks, one well, electric pump; one large brick underground cistern; two Texas paper shell pecans in full bearing; one good 7-room house with sewerage and electric lights; close to park and cemetery; three blocks from cars, on paved street and sidewalks. Reason for selling, wish to retire. Established 32 years. Address
Corsicana Greenhouses, Corsicana, Tex.

WANTED

Competent man for high class florist shop.

JOSEPH TREPEL,
334 Lewis Ave., BROOKLYN, N. Y.

Help Wanted

At once, experienced florist. Man preferred. State wages expected and send references.

Department of Horticulture,
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Help Wanted.

Leading Chicago wholesale house has openings for several clean-cut young men. Splendid chance for advancement at good starting salary. We pay higher wages than other houses in the city. All replies held strictly confidential.

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Help Wanted

Man to take charge of night work. New Bernard boiler. Give reference and what salary in first letter.

BEAUMONT FLORAL CO.
BEAUMONT, TEXAS.

Help Wanted

Two helpers in rose range; $3.50 per day to start. Must be A1 men.

WEISS-SPANDIKAU CO.,
MAYWOOD, ILLINOIS

Situation Wanted

As a foreman in a medium sized florists place. Life experience in the growing of cut flowers, all kinds of potted plants, etc. Can give entire satisfaction with my work and expect good wages. Middle aged, single man. Address
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A good wholesale and retail florist business with 20,000 square feet of glass, well stocked; 35 acres of land, 8-room house, good barns; all in good condition. In New England States. Price $35,000. Address
Key 431, care American Florist.

FOR SALE

Controlling interest in established pottery; all up-to date machinery; new plant and kilns. Address
Key 435, care American Florist.

BOILERS — BOILERS

ALL SIZES.

Selected Boiler Tubes, all sizes, for greenhouse piping and **Retubing Boilers.** Thoroughly cleaned like **New** and trimmed. Complete stock of **New** and **Second Hand** Pipe, Valves, Fittings, etc.

LEVINE & CO.
3738 South Halsted Street, CHICAGO, ILL.
Phone Boulevard 9354.

For Sale

12 x 12 **GLASS** in good condition. $4.00 per box if taken at once.

J. W. Davis Company
P. O. Box 404, DAVENPORT, IOWA

FOR SALE

Two Stationary Locomotive Type Fire Box Boilers

Will take care of 15,000 feet of glass. Cheap if taken at once.

J. W. Davis Company
P. O. Box 404, DAVENPORT, IOWA

FOR SALE

Three ranges of glass near Chicago. One planted with carnations and the other two with roses. Each range is separate and located in different localities. Do not answer this if you have not $50,000 for each or can place $20,000 down. These are bargains.

Key 416, care American Florist.

OFFICIAL S. A. F.

Shipping Labels

Actual size of leaf 2¾x5¼ inches

FOR CUT FLOWERS: in two colors, gummed paper; your card, etc., in black and leaf adopted by the S. A. F. in red. Prices: Per 500, $3.35; per 1000, $5.00. Samples on request. Electro of leaf, postpaid, $2.00. Cash with order.

AMERICAN FLORIST CO.
440 S. Dearborn St., CHICAGO

A HOLLY WREATH

Red and Green

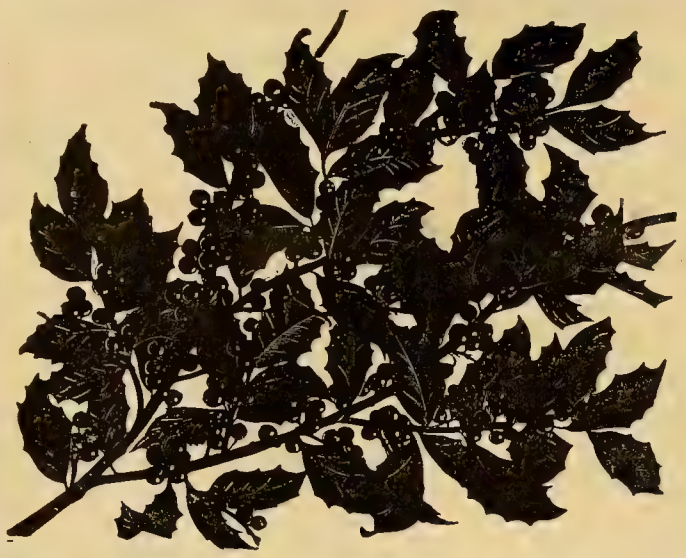
FOR HOLIDAY CIRCULARS AND ADVERTISING.

Plates for printing this fine Holly Wreath in two colors—green leaves and red berries and ribbon—$4.25 per set of two plates. Larger size, 3¾x4 inches, $6.00 per set of two plates.

Plate shown here for one color, $2.15. The large size, one color, $3.50.

Cash with order.

American Florist Co.
440 S. Dearborn St., CHICAGO.



Holly XXX

Holly

XXX Holly

We will have the HOLLY if the railroads function.

Book Now for Christmas. First Shipments are Good.

Write for Vaughan's Holiday Circular. Last Call for Bulbs.

CHICAGO VAUGHAN'S SEED STORE. NEW YORK

San Francisco.

MARKET MAINTAINS FIRM TONE.

Business is keeping up in fine shape. Social affairs are making strong demand upon the trade for stock of all kinds. What promises to be the liveliest social season for many years is now in full swing, and large quantities of stock are being used for decorative work. The chrysanthemum is beginning to show the effect of the long season and the stock being received now is not as good as formerly offered. The shipping demand continues heavy, and the market cleans up early every morning. Bonnaffon is the leading variety now offered, but the quality is not up to the high standard which this market demands. Jennie Nonin and White Chieftain are the only large whites. Some very good pinks are to be had. There is an unusually heavy cut of pompons coming in. Bronze and pink seem to sell best. They are in much demand for decorations. Quite a variety of singles may also be had. The rose market is in very good shape. Most of the offerings are of fairly good quality. The out-of-town demand for roses is brisk and steady. Russell is now very good. The flowers are large and the stems long. Shawyer, Columbia, Ophelia and Hadley are to be had in any grade. Cecile Brunner is practically done for. A fine lot of Irish Elegance is bringing fancy prices ,and is in great demand for basket work. Carnations are showing much improvement, and some good stock is being sent in. Light colors, such as the Enchantress family, Matchless and others, sell readily. There is a lot of inferior stock being handled, also, much of which is sold on the street. Violets are very plentiful, but seem to lack substance. We are much in need of rain and when it comes, the quality of the violets will improve greatly. Shipping trade is disposing of a large part of the daily arrivals of violets. Orchids continue to be very scarce. There is no abatement in the inquiries for this item. Available stock is retailing at $1.50 a flower. There are enough gardenias to supply all demands. Statice is enjoying a steady call. Longstemmed gaillardias are in good supply, and are popular. Small chrysanthemums from the Chinese growers are bringing fine prices this season. The demand for them for funeral work cleans up the arrivals daily. Cut cyclamens are largely sought for corsage and wedding bouquets. In flowering plants, chief interest centers in azaleas, the first of the season, which came in this week. They are a splendid addition, and are receiving much attention from the buying public. Primula obconica is fine and sells readily. Cyclamens are now very good. The red and salmon shades are the best sellers. All other pot plants, such as Bostons, are meeting with a steady sale. Ferns are not in over supply. There is just about enough asparagus to go around.

NOTES.

The Lynch Nursery Company is in with a fine lot of carnations from their range at Menlo Park. They are growing only the newest and best varieties. Their crop of chrysanthemums from out of doors is nearly over for this season. They have several houses grown to winter flowering snapdragons, with which they are very successful. Their nursery department is busy with a brisk demand for ornamental trees of all kinds. They will start cutting smilax about December 1. They will have over 25,000 strings this season, nearly all of which is used in their shipping trade.

The annual chrysanthemum show, held at Lindsay, was a great success in every way, and a new record was made for attendance. The quality of the flowers on exhibition was of a high standard of excellence, and many of the latest novelties were shown. W. S. Cairus was the leading winner, prizes in three classes going to him, as well as the award of the special trophy cup. The show will be repeated again next fall.

Ferrari Bros.' greenhouses are sending in a heavy cut of roses to J. A. Axell, on Bush street. They are in with a fine cut of Russell, which sells on sight. The orchid and gardenia houses promise a heavy cut later on. Victor Ferrari, the manager, is much pleased over the new arrangement, whereby all his stock is shipped to the wholesale market, instead of being delivered at the different retail stores around the city.

The green goods dealers are receiving large shipments of the California red berry. It is of very good quality this season and is in much demand. It is a little early for the berries to be of good color, but at that, it is bringing good prices. As yet, no holly has been received. Most of this stock is sent in from Oregon, Washington and British Columbia.

The wholesale house of J. A. Axell, on Bush street, is a very busy place these days. Local trade is very brisk and this week, the shipping trade keeps the large force busy all day. Mr. Axell says the orchid shortage is quite severe, but he expects that Cattleya trianae will be in shortly and relieve the situation.

The Misses Lacey, of Oakland, are sending in a splendid lot of Irish Elegance roses to the market. They are being eagerly sought for, owing to the fine quality of the stock. These growers have made much of a success in the handling of this rose, for which they report a steady demand.

The MacRorie-McLaren Company is showing a fine lot of pot grown azaleas at their Powell street store this week. This stock is finely grown and finished for so early in the season. They say plant trade in all their departments is showing much activity this year.

The chrysanthemum show held at Fresno, November 13, was a particularly fine one. Many of the local growers exhibited, and quite a lot of stock was sent from this city and vicinity. The exhibition was well attended, and was a great financial success.

Podesta & Baldocchi have been making beautiful displays of chrysanthemums. Nearly every color was represented. Decorative work has been quite

The American Florist

CHRISTMAS NUMBER

TO BE ISSUED

December 11th

JUST RIGHT FOR THE

CHRISTMAS AND HOLIDAY TRADE

Many orders for Seeds, Bulbs, Plants and Supplies needed now will be placed during the next 30 days, and Growers, Manufacturers and Dealers can secure a large share of this business by liberal advertising in

THE CHRISTMAS NUMBER

The price is $1.50 per single column inch, $45.00 per page.
Usual discounts for a series of insertions in consecutive issues.

American Florist Co.

440 S. DEARBORN STREET · · · CHICAGO

For 34 years the representative paper of the Florists, Seedsmen and Nurserymen of the United States and Canada.

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Our New Thirty-two Page Illustrated

FALL AND XMAS CATALOGUE

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THE OVE GNATT CO., Inc.

Quality Merchandise. Prompt Service.

No P. & D. Charges.

LA PORTE, INDIANA

SEND THIS COUPON TODAY.

The Ove Gnatt Co., La Porte, Ind.:
Gentlemen: Kindly send me your new Fall and Xmas Catalogue.

Name .....

City .....

State .....

heavy here all week, and large quantities of seasonable stock were used to fill their large orders.

Many of the trade received visits from the nurserymen who were in attendance at the annual meeting of the California Association of Nurserymen at Chico last week. Before returning to their homes, nearly all of them visited this city.

The regular meeting of the Alameda County Floral Society will be held next week at the Hotel Oakland. "Planting of Spring Bulbs" will be the chief topic for discussion. J. A. Kettlewell, president of the society, will preside.

P. Vincent Matraia, manager of the Art Floral Company, left during the week for a quail hunt in the hills of Sonoma county. He was accompanied by his wife.

JAMES T. LYNCH.

Detroit.

CLUB MEETING AND EXHIBITION.

The club meeting, November 18, was a pronounced success. There was a large, representative attendance, including the ladies of the club's auxiliary, many private gardeners and three prominent visitors and an exhibition of flowers. A. Miller, Chicago, gave an interesting and instructive address on Japan, where he had visited the past summer. He described in detail the customs of the people in that country, in both their domestic and business life, and as he traveled over most of the country, he was well qualified by his close observations while there, to convey to his audience the result of his experiences. He gave a minute and complete account of the lily industry, which produced last year, a crop of about 7,000,000 bulbs, which was a great shortage by many million of the annual yield of former years. The lily disease, he said, is being eradicated by the careful growers, and before long it is reasonably sure that this trouble will not be annually encountered by growers and importers. Added interest was given the address by the inspection of about 50 photos taken throughout Japan, and which included lily fields and cultural methods of them.

Elmer D. Smith, Adrian, Mich., followed with an address on chrysanthemums, their culture, and methods of the production of new varieties. He exemplified by sample blooms at hand, his efforts to produce by careful selection of parent bloom, the shades of colors desired, but which he is only rarely successful in producing. The growers present made many inquiries bearing on the cultivation of chrysanthemums, which were ably answered by the "chrysanthemum king."

O. E. Steinkamp, of Baur & Steinkamp, Indianapolis, Ind., who was present with an exhibit of the firm's new carnation, Ruth Baur, spoke on carnations, and the work of the State Florists' Association of Indiana.

The display of chrysanthemums was inspiring to the growers and retailers present, who were prompted by the exhibit, to lay plans for a big show next fall. The exhibits included Rose Madame Butterfly, by the Jos. H. Hill Co., Richmond, Ind.; the new rose, Frank W. Dunlop, by J. H. Dunlop, Toronto, Ont.; Carnation Ruth Baur, by Baur & Steinkamp, Indianapolis, Ind.; Cyclamen Glory of Wandsbek, by the George Wittbold Co., Chicago; Pompon Sunshine, by J. B. Goetz & Co., Saginaw, Mich.; Dimple and Golden Chadwick, by W. J. & M. S. Vesey, Fort Wayne, Ind.; Chrysanthemums Chadwick, Enguehardt, Charles Razer and Patty, by Thomas Browne; vase of chrysanthemums in variety by T. P. Connon, gardener for H. N. Torrey; anemone varieties by A. Jackson, gardener for J. B. Schlotman; anemones, 10 varieties, by R. Lillie, gardener for E. L. Lord. A committee composed of A. J. Stahelin, Herman, Knape and Robert Lillie, inspected the stock shown and highly commended the excellence of all of the entries, the exhibits by private gardeners calling for the highest praise.

J. F. S.

Nassau County Horticultural Society.

The monthly meeting of the Nassau County Horticultural Society was held in Pembroke hall, Glen Cove, N. Y., November 12, President Adler in the chair, Five applications for active membership were received. In the special classes for table decorations, for assistant gardeners only, there were six entries in competition and the judges, John F. Johnson, James McCarthy and P. W. Popp, made the following awards: T. McDougall, assistant to J. W. Everitt, first; Arnold Gatacre, assistant to Peter Smith, second; Alex. Marshall, assistant to George Ferguson, third.

The president presented the Mrs. F. B. Pratt silver cup for the best collection of hardy chrysanthemums to John W. Everitt, the Hutchings silver cup for the best four varieties of chrysanthemums, three of each, to Peter Smith, and the Mrs. H. L. Pratt silver cup for the best table decoration to George Ferguson.

The next session will be the annual meeting and election of officers and will be held December 10. A large meeting is desired and it is hoped all members will attend. Competition, one pot or pan of Paper White narcissus, three heads of celery and 25 Brussels sprouts.

HARRY GOODBAND, Cor. Sec'y.

Albert Von Tilzer's
and Neville Fleeson's

NEW SONG HIT

"Say it with Flowers"

Has the official endorsement of the S. A. F. & O. H., because of its merit and popular approval.

The song is being introduced in a very refined way, thru the singing of it in high class theatres thruout the country by leading headliners, such as

FRANCES KENNEDY
GRACE LA RUE
VERNON STEILS
and many others.

Through our enormous organization and extensive channels of distribution we will place this song in the homes of hundreds of thousands.

It is unnecessary for Florists to buy this song for free distribution—We will sell it to the public at regular prices, thus maintaining high standard and quality.

BROADWAY MUSIC CORP.

WILL VON TILZER, Pres.

145 West 45th Street, NEW YORK
State and Lake Building, CHICAGO

DECEMBER FLOWERS

When the days are short and there is very little sun is the time when the supremacy of **Home Grown Flowers** show their greatest advantage. They are fresh cut, not 24 to 48 hours old on arrival in this market, and their attractive appearance and keeping qualities at once draw the attention of the buyer. Our stock is all grown in our own greenhouses and brought to our store three and four times per day. We guarantee their quality and freshness.

We are rose specialists and are now cutting roses from 245,000 rose plants all in one big range of glass.

BUY DIRECT OF THE GROWER

CURRENT PRICE LIST

OPHELIA, HOOSIER, WHITE KILLARNEY AND SUNBURST

Extra long, per 100	$12.00
Long medium, per 100	10.00
Medium, per 100	8.00
Good short, per 100	5.00 to $6.00

RUSSELLS AND COLUMBIA

Fancy long, per 100	$20.00 to $25.00
Long medium, per 100	12.00 to 15.00
Medium, per 100	8.00 to 10.00
Short, per 100	6.00

ASSORTED ROSES—OUR SELECTION

Including some Russell and Columbia, lots of 300 or more, per 100, $6.00

CARNATIONS, per 100	$5.00 to $6.00
NEW FANCY FERNS, per 1000	3.00 to 3.50

All our own growth, guaranteed, packed to arrive in good condition.

Adiantum per 100	$1.00 to $1.50
Galax, bronze per 1,000	2.00
Asp. Sprays per 100	$2.50 to $3.00
Sprengerii per 100	2.00 to 3.00

Chrysanthemum season is past. No good shipping mums left.

All seasonable flowers not grown by us will be procured for our customers. A trial order solicted.

In buying direct of the grower you are assured of fresh stock at all times and the most even run of quality possible.

BASSETT & WASHBURN

LONG DISTANCE PHONE: CENTRAL 1457

Greenhouses: Hinsdale, Ill., and Greggs Station, Ill.

OFFICE AND STORE

178 N. Wabash Ave., CHICAGO, ILL.

NOTICE:—We close at 5 o'clock week days. Closed all day Sundays.

Chicago.

BRISK THANKSGIVING TRADE.

The Thanksgiving trade is brisk, and from present indications, stock in all lines will clean up nicely, notwithstanding the large supply that is offered at this writing, Tuesday, November 25. The shipping trade is particularly heavy, and the city demand is very good. New York violets are exceedingly scarce, but the home-grown single offerings are commanding high prices. Orchids are on the short side, with fancy cattleyas bringing $18 to $24 per dozen. Lily of the valley is holding firm at $20 per 100, and choice sweet peas have brought as high as $4 per 100. Calendulas are having a good call, and so are snapdragons. White and yellow narcissi are moving nicely, and stevia is cleaning up right along. Chrysanthemums and pompons are in strong demand, and there is no doubt but what fancy stock in both these items will clean up early. Some particularly fine Bonnaffon, Nagoya and Chadwick were included in the chrysanthemum offerings, together with some choice stock in the other late varieties. American Beauty roses are good property, and the very best have sold for as high as $7 to $9 per dozen. Mrs. Chas. Russell, Premier and Columbia are having a brisk call and should clean up completely. Ophelia, Sunburst, Ward, Shawyer, Milady, Killarney Brilliant, Killarney, White Killarney, Richmond, Champ Weiland, Thayer and Maryland are also in good demand. Killarney is arriving in particularly fine shape and in quantity at a few of the houses. Greens are selling well, with ferns advancing to $3.50 per 1,000 at some of the dealers. Boxwood is in strong demand and red winter berries are selling briskly. Wild smilax is having a strong call. The retail florists are all making a strong bid for the Thanks-

Strength of 1st **Years**

"We do as WE SAY"

Where is there a Greenhouse

establishment that successfully grows 40 to 50 varieties of plants to cut from? Yet that is just what the CHICAGO MARKET offers every day, IN and OUT of SEASON, to fill orders for the retail florists in Chicago and in other cities.

The QUANTITY and QUALITY of the stock is beyond comparison.

The EXPRESS SERVICE from CHICAGO is the BEST.

It is because of our large supply of cut flowers with that of the larger supply in the market as a whole that thousands of retail florists operate a Retail Store without the investment and expense of operating a greenhouse of their own.

CHICAGO rightfully claims the distinction as THE GREAT CENTRAL MARKET.

Our OWN facilities provide for every emergency.

STRONG in 'Mums
STRONGER in Carnations
STRONGEST in Roses

KENNICOTT BROS. CO.
174 N. Wabash Ave.,
Est. 1881. **CHICAGO**

CHRISTMAS FLOWERS

Weekly Price List of Flowers and Greens of every commercial variety sent on request.

"The Nation's Most Expressive Flowers"

POEHLMANN BROTHERS COMPANY

66-74 East Randolph Street,
Chicago, U. S. A.

The Largest Growers of Flowers in the World.

Large Supply of Roses

Choice stock in all the leading varieties of Roses offered in the Chicago Market at reasonable prices. Order here.

Carnations---'Mums---Pompons---Violets---Daisies
Sweet Peas--Stevia--Calendulas--Paper Whites
GREENS of all kinds. Large supply of BOXWOOD.

A. L. VAUGHAN & Co.

NOT INC.

PHONES:
CENTRAL 2571 - AUTOMATIC 48-734 - CENTRAL 2572
161 North Wabash Ave. Chicago

'MUMS

Largest Crops in the West and Plenty for Everyone.

Also a Large Supply of Choice Pompons at 35c to 50c per bunch.

Roses Russell-Columbia-Premier-White and Pink Killarney Richmond---Sunburst---Killarney Brilliant---Ophelia.

IN GOOD SUPPLY. QUALITY A1.

We have all the Standard and Best New **CARNATIONS** And Can Supply the Best Grade in Quantity.

We can fill your order better than any other house in this market and stand ready to prove it. Order here.

Current Price List-- Subject to Change Without Notice.

MRS. CHAS. RUSSELL.	Per 100
Extra Fancy	$25.00
Fancy	$15.00 to 20.00
Good	6.00 to 12.00
PREMIER AND COLUMBIA.	
Extra Fancy	$20.00
Fancy	$15.00 to 18.00
Good	6.00 to 12.00
SUNBURST AND OPHELIA.	Per 100
Extra Special	$8.00
Select	7.00
Fancy	6.00
Good	5.00
Short	4.00

RICHMOND, KILLARNEY BRILLIANT.	
White—KILLARNEY—Pink,	Per 100
Extra Special	$8.00
Select	7.00
Fancy	6.00
Medium	5.00
Short	4.00
MINIATURE ROSES.	
Baby Doll	$2.00 to $3.00
Elgar	2.00 to 3.00
ROSES, OUR SELECTION	4.00
CARNATIONS	$4.00 to $5.00

MISCELLANEOUS.	Per 100
Chrysanthemums, per dozen	$1.50 to $3.00
Pompons, per bunch	.35 to .50
Ferns, per 1,000	3.00 to 3.50
Smilax, per doz. strings	3.00
Adiantum	$1.00 to 2.00
Galax (bronze and green), per 1,000	2.00
Asparagus Sprengeri, bunch	.35 to .50
Asparagus Plumosus, bunch	.35 to .50
Boxwood, per lb.	.35

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WIETOR BROS.

30 East Randolph St., L. D. Phone Randolph 2081 **CHICAGO**

giving trade by making a magnificent showing of all seasonable cut flowers and plants. In plants, the principal offerings are chrysanthemums, cyclamens and begonias. Prices in the wholesale market, in some intsances, are not as high as last season, and in others are considerably above. Everyone appears to be quite well satisfied with the outlook for Thanksgiving week at this writing, and have no complaint whatever to make so far.

NOTES.

Miss L. A. Tonner, of O. A. & L. A. Tonner, returned home from Baconton, Ga., where her pecan groves are located, November 24, with a supply sufficient to furnish all her old customers, as well as many new ones. Olga Tonner, Mrs. Thos. Fogarty and Mrs. H. C. Wullbrandt also have groves there as well as James Novak, who is now with Rolf Zetlitz at Lima, O. Mrs. Wullbrandt returned from Baconton, November 21.

The florists' club will meet at the Hotel Randolph, Thursday evening, December 4, at 8 o'clock, when the election of officers for the ensuing year will be held. The following were nominated at the last meeting: Paul Klingsporn and Otto Amling, president; T. E. Waters, vice-president; Paul Weiss, treasurer; Fred Lautenschlager, secretary, and W. J. Keimel, trustee.

N. J. Wietor is more than satisfied with Wietor Bros.' Thanksgiving trade so far, which is already ahead of that of last year. This house certainly had a splendid supply of stock this week and managed to dispose of it as fast as it arrived from the greenhouse.

Allie Zech says that trade for Thanksgiving at Zech & Mann's store to date has been exceptionally heavy, with stock of all kinds in good demand. Stevia made its appearance at this establishment this week.

Good Supply of Fancy Bonnaffon

All Other Cut Flowers, Greens, Red Winter Berries

O & L A A **Tonner Wholesale Florists**

Dealers in Supplies Chicago Ill.

30 East Randolph St. L. D. Phone: Central 6284

John Bruckner attended the meeting of the I. O. O. F. at Springfield last week, when 51 new members of the Englewood lodge, of which he is a member, received the third degree.

The Canarien Zuechter Verein, of this city, will hold its twenty-third annual exhibition of fancy canary birds at Wicker Park hall, North and Milwaukee avenues, December 6-7.

A. L. Vaughan & Co. had their share of the Thanksgiving business, with a heavy call from out-of-town points. The city trade is lively at this writing, and everything points to a big week.

Johann A. Ebbers, well-known to the local trade as an importer of florists' supplies, left Japan for home, November 8, on the Empress of Russia.

I. Rosnosky, of the W. W. Barnard Co., returned last week from a successful business trip, leaving November 24, for one through the east.

John Enders, who has been employed in the local wholesale market for the past 20 years, is now with the E. C. Amilng Co.

John S. Foster and wife, formerly of Evanston, now located at Pasadena, California, are visiting friends in the city.

A. Miller, of the American Bulb Co., made a business trip to Detroit, Mich., this week.

BIG CROP OF ROSES

Extra fancy stock in all the varieties listed below—
This stock will please the most discriminating buyer.

GOOD SUPPLY OF CARNATIONS, CHRYSANTHEMUMS AND POMPONS

Stock of the same fine quality we shipped you at Thanksgiving.

Complete Line of Greens

Buy Direct from the Grower. **CURRENT PRICE LIST** Subject to Change Without Notice.

	Per 100
MRS. CHAS. RUSSELL	
Specials	$20.00 to $25.00
Select	15.00
Medium	10.00 to 12.00
Short	6.00 to 8.00
COLUMBIA	
Special	$20.00
Select	15.00
Medium	$10.00 to 12.00
Short	6.00 to 8.00
MILADY	
Select	$10.00 to $12.00
Medium	6.00 to 8.00
Short	5.00
Camp Weiland, Killarney, Killarn'y Brillia't, White Killarney, My Maryland	
Select	$10.00 to $12.00
Medium	6.00 to 8.00
Short	4.00 to 5.00
Sunburst, Ophelia	
Select	$10.00 to $12.00
Medium	6.00 to 8.00
Short	5.00

PREMIER	
Special	$20.00
Select	15.00
Medium	$10.00 to 12.00
Short	6.00 to 8.00
	Per 100
ROSES, OUR SELECTION	$ 5.00
Carnations	$ 3.00 to 6.00
Chrysanthemums, per dozen	3.00 to 5.00
Pompons, per bunch	.35 to .75
Sweet Peas	1.50 to 3.00
Adiantum	1.50 to 2.00
Asparagus, per bunch	50 to 75c
Boxwood	per bunch, 35c
Ferns	per 1,000, $3.50
Galax, bronze and green, per 1.000, $2.00	
Leucothoe Sprays	1.00
Smilax	per doz. strings, $3.00

PETER REINBERG

Wholesale Florist

30 East Randolph St., LONG DISTANCE PHONES CENTRAL 601 and 2846 **CHICAGO**

1920 Catalogue

48 Pages for Florists sent free on request.

THE JOHN HENRY CO.
LANSING, MICH.

GOLDFISH

BUY FROM THE BREEDER.
41 Acres of Ponds This Season.
Write for big new catalogue.
Globes, Aquariums, Aquarium Supplies, Etc.
BERT J. PUTNAM, Scientific Aquarist
Dept. F, 490 Washington St., BUFFALO, N. Y.

Philip C. Schupp was well pleased with the out-of-town demand for Thanksgiving at J. A. Budlong Co.'s store early in the week, and new orders were arriving right along.

The Christmas tree ship sailed from Escanaba, Mich., November 24, and is due soon at the Clark street bridge.

Ferns--Galax--Leucothoe

DIRECT FROM THE WOODS TO THE DEALER
New Crop Ready for Immediate Shipment.

	1,000	Per case of 10,000
Green Galax, 3 to 3½-in., green and bronze	$1.25	$ 7.50
Green Galax, 3½ to 5-in., green and bronze	1.50	8.50
Bronze Galax, 3 to 3½-in., green and bronze	1.25	7.50
Bronze Galax, 3½ to 5-in., green and bronze	1.50	8.50
	1,000	Per case of 5,000
Fancy Ferns, 12-in. and up. Fancy and Dagger	$2.00	$ 7.50
Dagger Ferns, 12-in. and up. Fancy and Dagger	2.00	7.50
Long Green Leucothoe	5.00	
Medium Green Leucothoe	3.50	
Short Green Leucothoe	2.00	

Above prices on galax apply to lots of 10 cases and up. Remember that we are the RETAILERS' friend, and solicit the RETAILERS' business.
Member of the BLUE RIDGE DECORATIVE EVERGREEN ASSOCIATION.
Wire us at Elk Park, N. C. Terms, Cash with order.

ELK GALAX & FERN CO., **Banners Elk, N. C.**

GOLDFISH 1,500,000

(Fancy and Plain)

Ready for market at rock bottom prices. Ship anywhere in U. S. or Canada. Write for our illustrated catalogue.

ORIENTAL GOLDFISH & SUPPLY CO.
3757 to 3761 Cottage Grove Ave., CHICAGO, ILL.

"Say it With Flowers," at the Majestic theatre this week is proving to be a big hit. Miss Frances Kennedy, well-known musical comedienne, in a feature act, sings William Von Tilzer's already famous composition, "Say it With Flowers," full particulars of which appeared in our last issue, page 910. Tuesday, November 25, was "florists' night" at the theatre, the trade being well represented, having purchased over 250 tickets. This act, being featured as a headliner during holiday week, was of great advertising value to the trade, and all those who assisted in making it so successful have the most sincere thanks of the local florists.

Mangel, the Palmer House Florist, believes in making a great window showing at all times, and manages to keep the crowds entertained with artistic arrangements of the choicest cut flowers. The ducks are an added attraction.

Peter Reinberg has no complaint to make in regard to the Thanksgiving demand, which was very good up to the time of this writing. Herbert Hansen says that many of the firm's old customers were heard from this week.

George Wienhoeber had a beautiful showing of stock for Thanksgiving in both cut flowers and plants. In one plant group were noted some splendidly grown chrysanthemums.

Poehlmann Bros. Co. is having a heavy call for baskets, with a particularly strong demand for one line finished with a beautiful fire-gold on black. Even "Bo" liked it.

The A. L. Randall Co. is doing a fine Thanksgiving business, which is keeping Eric Johnson and his crew busy as bees. Stevia is seen at this house in quantity.

The Chicago Flower Growers' Association had a large quantity of Woodwardi ferns to offer for Thanksgiving, in addition to its usual line of green goods.

A. T. Pyfer & Co. report a heavy call for stock for Thanksgiving, especially chrysanthemums. Boxwood is a leader in the green goods department at this house.

At Bassett & Washburn's store, the Thanksgiving demand, up to the time of going to press, was very active, and everything pointed to a grand cleanup.

The Weiss-Spandikow Co. has placed an order with the Lord & Burnham Co. for four new greenhouses, 70x400 feet.

The John Kruchten Co. moved a large quantity of chrysanthemums for Thanksgiving, especially Bonnaffon, which appeared to be its long suit.

Erne & Company had their share of the Thanksgiving trade, which was very good this year. The out-of-town demand was fine at this house.

The E. F. Winterson Co. is pleased with the demand for magnolia leaves and wild smilax, which is very active this week.

Percy Jones, Inc., had a splendid business for Thanksgiving, with a heavy call for chrysanthemums and pompons.

The Joseph Foerster Co. had a splendid Thanksgiving trade, which exceeded all expectations.

Kennicott Bros. Co. is moving a large quantity of adiantum.

Visitors: E. H. Mazey, Minneapolis, Minn.; Chas. F. Edgar, representing the McCallum Co., Pittsburgh, Pa.; Mrs. Nellie Zeigler, Bellevue, O.; A. Goodman, of Kemble & Goodman, Mason City, Ia.

HUTCHISON, KAN.—Harry Smith, of the Smith Flower Shop, has purchased the Rorabaugh-Wiley flower stand.

MADISON, N. J.—John F. Piper, foreman at the Charles H. Totty Co.'s establishment, will sail for Europe, November 29, on the S. S. Mauretania, on a pleasure and business trip.

Our Dwarf Baby Boxwood

Is guaranteed first-class in every respect and is sold in full weight 33 lb. and 50 lb. crates, at **26c** per lb., net weight.

The cheapest and most economical Dwarf Baby Boxwood in the market. Order early. Prompt delivery.

Single lb. lots, **30c.**

A. T. PYFER & CO.

164 N. Wabash Ave., L. D. Phone, Central 3373. **CHICAGO, ILL.**

Mention the American Florist when writing

Commercial Flower Growers of Chicago.

The November meeting of the Commercial Flower Growers of Chicago was held at the Randolph hotel, November 20. Hans Jepsen read an interesting paper on chrysanthemums, and also sent a beautiful exhibit of pompons.

Five new applicants were elected to membership. Since many growers are unable to leave their places at night, it was considered advisable to meet during the day time in the future, and a trial will be made of the next meeting, which will be held at the Randolph hotel, December 11, at 2 p. m.

In order to stimulate the demand, and thereby get better average returns for flowers, the growers are considering publicity. This will be the special subject for discussion at the next meeting.

Percy Jones

INC.

Wholesale Florists

30 E. Randolph St., CHICAGO ILL.

Mention the American Florist when writing

CHICAGO'S FIRST-QUALITY HOUSE

The Chicago Flower Growers Association

WHOLESALE GROWERS of CUT FLOWERS and PLANTS

182 North Wabash Avenue L. D. Phone, Randolph 631 CHICAGO

We Lead--Quantity and Quality

Positively the best buys in Chicago.

CURRENT PRICE LIST

	Per 100
Rose Premier	$ 6.00 to $30.00
Russell	6.00 to 25.00
Extra special	30.00 to 35.00
Columbia	6.00 to 25.00
Milady	6.00 to 25.00
Ophelia	5.00 to 15.00
Calendulas, Extra Fancy, per 100	6.00 to 8.00
Cypripedium, per dozen	4.00 to 5.00
Single Violets, per 1,000	20.00
Double Violets, per 1,000	12.50 to 15.00
Chrysanthemums, per dozen	3.00 to 4.00
" Fancy, per dozen	5.00 to 6.00
Pompons, per bunch	.35 to .75
Extra Special Pompon, per bunch	1.00
Carnations, per 100	3.00 to 6.00
Pansies, per doz. bunches	2.00
Sweet Peas	3.00

	Per 100
Killarney Brilliant	$ 4.00 to $15.00
White Killarney	5.00 to 15.00
Maryland	5.00 to 15.00
Sunburst	6.00 to 12.00
Ward	4.00 to 8.00
Paper Whites	6.00
Yellow Narcissus	10.00
Valley	20.00
Plumosus, per bunch	.35 to .50
Sprengeri, per bunch	.25 to .50
Adiantum, per 100	1.50 to 2.00
Ferns, per 1,000	3.00
Leucothoe, per 1,000	7.50
Smilax, per dozen	3.00
Boxwood per bunch	.35; case 12.50

EXTRA SPECIAL ROSES BILLED ACCORDIN GLY. ALL GREENS AT MARKET PRICES.

Mention the American Florist when writing

A large and complete assortment of Seasonable Cut Flowers and Greens at all times, makes it possible for the retail florist to concentrate his buying at our establishment. Busy florists find that this is of great value to them.

JOSEPH FOERSTER CO.

WHOLESALE FLORISTS

160 N. Wabash Avenue, CHICAGO, ILL.

Kansas City, Mo.

PLENTIFUL SUPPLY WITH GOOD SALES.

Business is brisk with a plentiful supply of stock, especially in chrysanthemums, many of the larger blooms bringing high prices. Pot chrysanthemums are also in good supply and move readily. There is an ample stock of Ophelia, Russell and Columbia roses, but with chrysanthemums numerous, prices are not up to standard. Carnations are more plentiful and of improved quality. Stevia and narcissi help to fill in. The wholesale houses are well stocked for Thanksgiving and are preparing as well for a large business throughout the season. The retail stores also expect to handle the largest trade in their history for this holiday.

NOTE.

Effective December 1, there will be no burials in cemeteries in this city on Sunday. The new arrangement is a step in the direction toward Sunday closing of the flower shops that will be appreciated by many in the trade.

E. J. B.

YOU CAN ALWAYS RELY UPON US FOR YOUR SUPPLY OF

CUT FLOWERS

Remember when ordering that our line is so complete that it includes every item offered in the Great Chicago Market.

ZECH & MANN

30 E. Randolph St.

CHICAGO

Long Distance Phones { Central 3283 Central 3284

Our Offerings Include:

ROSES.

COLUMBIA

RUSSELL

White Killarney

Pink Killarney

Milady Sunburst

Killarney Brilliant

Ward Ophelia

Premier

MINIATURE ROSES

Cecile Brunner

CARNATIONS

MISCELLANEOUS

Valley Cattleyas

Stevia

CHRYSANTHEMUMS

White—Pink—Yellow

POMPONS

All Colors.

GREENS.

Plumosus Sprengeri

Galax, bronze. Galax, green

Ferns

Adiantum Smilax

Boxwood

Seattle, Wash.

PRICES WELL MAINTAINED; GOOD SUPPLY.

Local growers have been offering heavily of late and their lines have been good enough in most instances to give them the greater part of the business. Popularity seems to be favoring chrysanthemums, roses, carnations and violets in the cut flower list and cyclamens and pompons in pot plants. The Chadwick, white and yellow Turner and Bonnaffon chrysanthemums have been the big sellers, and one greenhouse is offering fancy stock in maple and bronze to the trade. The prices are being well maintained on local stock, but trouble with express delivery in some cases brings forced sacrifices to move California lots. Occasional complaints as to poor packing also are heard, but not enough to be a serious trade factor. The cut of carnations is not coming up to expectations, and in most cases the trade finds it difficult to keep a full supply on hand. The pink carnations are not showing the keeping qualities usually looked for. Ward roses are plentiful. Ophelia and Columbia are numerous, with Cecile Brunner, Sunburst, Mrs. Chas. Russell and Bride also seen. There were a few lots of American Beauties in during the early part of the week, but not nearly enough to keep up with the retail demand. Violets are still good sellers, and the Shasta daisies arriving, also clean up early. Some snapdragon has been offered, and a good crop of Begonia Glory of Cincinnati is coming from one range. The practical passing of outdoor flowers has given a brisker "standing order" business and the whole volume of trading is larger. Fine pot cyclamens have been shown by the different stores, and these are justly popular, and the pot palms under three or four feet in height are also good retail sellers. Funeral business is also better.

NOTES.

The most elaborate decoration, in a floral way, ever attempted in this city was arranged November 14 by the Hollywood Gardens. This was for the first of the winter balls, formal occasions discontinued during the war. The main dining room of the New Hotel Washington was the scene. In each window was placed a large silver basket of pompon chrysanthemums, pampas grass and salsal, while in each corner of the room, stood a silver candelabra of seven branches, six feet high. The walls were festooned with salsal ropes and from the balcony a large Oriental rug hung. The lights were veiled with tarltan strips of soft tones, caught under each cluster with an inverted bunch of yellow pompons. In the lobby, spruce trees were used to screen off the entrance of the dance floor. A white trellis covered with Southern smilax and salsal created a garden atmosphere here, and in the center was a round stand, circled with pompons and salsal and with a huge, hollowed-out chunk of ice used as a punch bowl. All details were handled by this firm, and reflected great credit on the development of the industry here.

A novel means of showing carnations, from the standpoint of giving the buyer some idea as to what can be done with these flowers, was seen in the windows of the Wodlawn Flower Shop. A tall glass vase such as is generally used for American Beauties, and a bunch of carnations was arranged to give the effect of a large ball at the top.

M. Schreiber, for a number of years in the nursery business at Everett, has opened a retail florist's shop at Bremerton, the Puget Sound station of the Pacific fleet. The large number of officers' families brought there by the fleet orders, insured a steady trade, and Mr. Schreiber has already been forced to take on an assistant.

A window that attracted considerable comment was shown by L. W. McCoy. Pine cones, Ophelia roses and imitation roses were scattered on the floor of the window with the natural flowers. Arguments as to whether they were real or not, proved common.

Rosaia Bros. report that their cut of orchids is holding up well, and that roses are better than for the last several years. This firm has some exceptional examples of cyclamens and have found that featuring pot plants brings big sales.

It is announced that the Orpheum Floral Company will shortly change its name to the Woodland Park Floral Company, the title formerly used when the Woodland Park greenhouses controlled the business.

H. M.

Rochester, N. Y.

COLDER WEATHER STRENGTHENS DEMAND

Trade during the past two weeks has been dull, with very little funeral work and few weddings, but the killing frosts November 14, which put an end to outdoor flowers did much to improve business. Roses of all kinds are plentiful and of excellent quality, especially Columbia, Ward and Ophelia. Carnations, while not abundant show good form and prices hold firm. Pompons are plentiful and are much in demand for Thanksgiving decorations. Eaton, in yellow and white, Bonnaffon, Enguehardt and Turner are all plentiful. Violets and orchids meet with a good call for corsage work. In flowering plants, begonias, cyclamens, primroses and pompons sell well.

NOTES.

The florists' association will hold its meeting at the Osborne House, December 14. This will be in the nature of a smoker with special features by professional talent.

The Rochester Floral Co. is fast getting its basket features in red and green ready for the holiday trade.

H. E. Wilson is now cutting excellent Eaton and pompon chrysanthemums.

HAVE YOUR CUSTOMERS

Say it With Budlong's Flowers

The Kind that are bound to give satisfaction.

'MUMS White, Yellow and Pink. Also POMPONS

We have everything in the way of Cut Flowers, **Roses of all varieties**, including **Double White Killarney**, which is much better than the White Killarney that is commonly grown by other growers. Also plenty of **Russells, Columbias** and **Premiers**, besides **Nesbit** and **Brunner.**

CARNATIONS - - Red, White, Deep Pink and Light Pink

Valley **Yellow and White Narcissus, Stevia, Sweet Peas, Feverfew,** and all other seasonable Cut Flowers, including **Greens** of all kinds. **Violets**

With the 'Mum season fast drawing to a close same finds us coming on with a heavy crop of Roses, also Carnations, hence same finds us in A-1 condition to look after your wants from now on. Send us your trial order.

Send us a trial order and get in touch with the quality of our stock and our prices.

If you want good stock and good treatment, buy of Chicago's most up-to-date and best-located Wholesale Cut Flower House.

J. A. Budlong Co.

Quality Speaks Louder Than Prices.

Wholesale Cut Flowers and Greens

184-186 North Wabash Ave., Corner Lake St., CHICAGO

Roses, Valley and Carnations Our Specialty

Prices As Low As Others.

SHIPPING ORDERS GIVEN CAREFUL ATTENTION.

We are in daily touch with market conditions, and when a decline takes place you can rely upon orders sent us receiving such benefits.

WE ARE CLOSED ALL DAY SUNDAY.

Hugo Teute had a fine demand for his cyclamens for the Thanksgiving trade.

Ray Harding, formerly with H. E. Wilson, was married November 24.

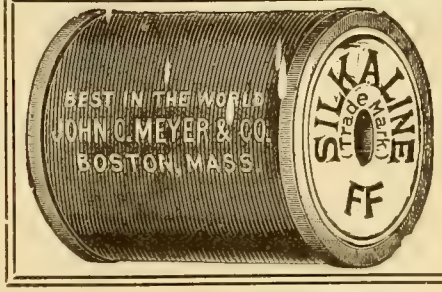
Chester Ament is cutting excellent Turner chrysanthemums.

CHESTER.

Cleveland.

SHORTENED SUPPLY; INCREASED SALES.

There has been a noticeable shortage in roses of all grades and varieties, with considerable increase in demand. With outdoor offerings a thing of the past, nearly everything in the cut flower line moves to excellent advantage. Pompons are in good supply. Large chrysanthemums are a little below requirements, particularly the good yellow varieties. Sweet peas, swainsonas and violets are plentiful, but the call cleans them up at satisfactory figures. Carnations are good property and are disposed of easily as the supply is limited. There are good sales of pompons in pots for Thanksgiving day. Present indications point to a shortage of stock for that occasion. Greens seem equal to all needs.



The Meyer Green Florist Threads

are for sale by all the leading supply houses. If they do not have them, order them direct from the manufacturer.

JOHN C. MEYER FLORIST THREAD WORKS
LOWELL, MASS. Dept. BB.

Southern Smilax

$3.50 per box.

Mistletoe, $6.00 per box.

Holly

With Berries, $4.00 per box.

HOLLY, without Berries, $3.00 per box.

Boxes 2x2x4 feet, except Mistletoe boxes, which are 1x1x2 feet. **Cash With Order.** Wire your wants a few days ahead of your order to

McNair Brothers, IVERNESS, ALA.

EVERGREENS

Ferns and Galax a Specialty

LEUCOTHOE SPRAYS	Per 1000
Long, 16 to 24 in	$4.00
Medium, 12 to 16 in	3.00
Short, under 12 in	1.75
FERNS	
Fancy and Dagger, nice, large	$1.00
GALAX	
Green	.80

We handle nice stock only.
Terms—Cash with first order.
Any Evergreens not listed, write for prices.

J. ANDES EVERGREEN CO.
DARK RIDGE, N. C.

ERNE & COMPANY
—WHOLESALE FLORISTS—
30 E. Randolph Street, L. D. Phone, Randolph 6578. CHICAGO, ILL.
Mention the American Florist when writing

E. F. WINTERSON CO. 166 N. Wabash Ave. Chicago
L. D. Phone, Central 6004
Established 1892
Daily shipments of the finest stock in Roses, Carnations, Violets and Chrysanthemums. Headquarters for Wild Smilax, Fancy Ferns, Adiantum and all Green Goods. Don't forget, our Supply Department is complete—Ribbons, Chiffons, Boxes, Crepe Paper and Wire Designs.

NOTES.

Karl Witthuhn, son of Fred Witthuhn, the well known florist, has opened a retail store at 4236 Pearl road, having purchased the stock and fixtures of Mrs. G. Lorenze and remodeled the establishment. In his advertising in the daily press he calls attention to the fact that he is "Saying it With Flowers." Karl Witthuhn was formerly employed by the A. L. Randall Co., Chicago, and is well known to the trade, who wish him success.

The Rocky River Greenhouse Co. won a suit started in 1918 against the light and power company, of that place, for $10,504. The defendant shut off the water supply without notice, making it necessary to draw the fires at the greenhouses, causing the entire range to freeze up.

James McLaughlin, of the J. M. Gasser Co.'s staff, has been on the sick list for several days.

Visitors: R. E. Blackshaw, La Porte, Ind.; M. Lion, New York; Martin Reukauf, Philadelphia, Pa.

C. F. B.

Lancaster County Florists' Association.

At 1 p. m., November 20, the first order of the day was a trip to Strasburg, stopping first at the houses of Amos Rohrer, who grows carnations as a main crop, but has snapdragons, sweet peas and calendulas as a side issue. Everything looked well, especially the carnations of which he grows Mrs. C. W. Ward, Matchless and Supreme in quantity, and one bench of White Wonder that still continues to give good satisfaction. He also has a bed of Albert Roper, which he says is a bit shy through the winter, but makes up for lost time in the spring, and holds its color remarkably well in the hot months. Mr. Rohrer grows an assortment of pot plants for his local trade.

Charles B. Herr entertained us for an hour at his place, and in addition to Ward, Supreme, Belle Washburn and his big house of Matchless, he has a bed of Crystal White that looks very promising as a commercial sort. To keep himself out of mischief, he has some fine fancy pigeons.

J. Wade Galey, half a mile out, has once again the banner houses of carnations for Lancaster county. The two first named places were fine, but his are superfine. He grows Mrs. Ward, Supreme, Matchless, Beacon and Alice. His cut last season was Mrs. Ward, 19; Matchless, 23, and Beacon and Alice, 25 to the plant; not to one or two plants, but to every plant on the place, and this season promises just as good, or better.

On the way back to Lancaster, a stop was made at the range of Carl Brackbill. Here we found the old arch enemy of carnations, stem rot, superinduced by the plants being under water part of the time, just before housing them.

The last place visited was the H. D. Rohrer establishment, where the carnations are below par, owing to the continued rains and a leaky roof, but the better weather of the past week has helped and most of them will make a crop. House after house, filled with Bonnaffon chrysanthemums for Thanksgiving, and one house of extra fine Seidewitz, are going to bring some revenue to this place. H. K. and A. K. Rohrer, who are now conducting the place, have developed into growers of plants as well as cut flowers and have their famous strain of primula by the 100,000 in various sizes. They also have a house of cyclamens that measure up to the high standard set for this flower. A fine lot of Paris Daisies, in pots, completes the plant end, but they have calendulas, myosotis and callas as additional cut flower stock.

On the trip we had with us Arthur Niessen, Dennis Connor and T. J. Nolan.

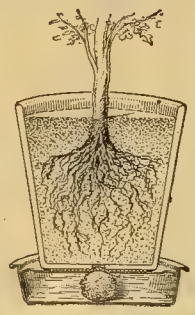
The evening meeting was an innovation, the place being the men's parlors of the Y. M. C. A., and was preceeded by a very fine supper, served by the ladies of the Y. M. C. A., under the supervision of Mrs. A. M. Herr, their president.

Cut flowers were on exhibition, including a fine display of pompons from President Elmer Weaver, the large flowered chrysanthemums from H. K. Rohrer and Lemon Landis, and the new white sweet pea, Mrs. Rudolph Nagle, from Rudolph Nagle. This sweet pea is making friends with every one who sees it, and Mr. Nagle is to be congratulated on having introduced it. The tables were decorated by the B. F. Barr Co.

The paper of the evening was by Arthur Niessen of Philadelphia, Pa., on "The Prospects for the Coming Winter," and was listened to with much attention. Unexpectedly, we had with us W. F. Therkildson and Mr. Prentice of the N. W. Ayer advertising agency, and the former outlined the publicity work of the S. A. F. and for local clubs in his own inimitable style. Both Mr. Niessen and Mr. Therkildson answered many questions, and the meeting went on record as endorsing the movement of the Philadelphia club of raising funds, by the percentage plan, for publicity purposes.

T. J. Nolan was presented with a huge birthday cake, on which was erected a boiler house and stack, and Mrs. A. M. Herr, in making the presentation speech, said it was up to him to build the greenhouse. He thanked the members for their remembrance, and after the meeting adjourned, cut the cake and gave each lady and gentleman a slice to either eat or to take home and dream on.

Sell More Potted Plants



You can easily double your plant trade by showing your customers how easy it is to grow potted plants with a

Little Wonder Plant Irrigator

They keep your plants watered just right. Wholesale price, $20.00 per 100.

If your supply house does not carry them send us their name with your order.

Sample by mail, 35c.

The Wonder Plant Irrigator Co.
2918 N. Clark St., CHICAGO

The next meeting will be a regular social session in the Brenneman building, with cards, bowling and refreshments, and now that the ladies are part and parcel of the club, we expect to have them with us always.

ALBERT M. HERR.

Columbus, O.

PLENTIFUL SUPPLY MOVES WELL.

The market has been quite active during the past week. A fairly plentiful supply has been coming in, and the demand has been steady, permitting dealers to move stocks readily. The foot-ball game November 22 between the Ohio State University and the University of Illinois was one of the events of the week, and caused a heavy sale of chrysanthemums. All of the local florists laid in a large supply for this event, and were sold out early in the day. Chrysanthemums are of exceptionally good quality and have been retailing from $9 to $14 per dozen, or 75 cents to $1 each. Carnations are also coming in well, and are of excellent quality. They retail at about $1.50 per dozen. The carnations are mostly pink and white. Sweet peas are in good demand, and the supply is sufficient at present. They are in excellent condition. Narcissi are also on the market now, and are selling rapidly. Callas are also in, and of good quality. Every indication points to an extra large sale for Thanksgiving. Plants are becoming better and cyclamens are selling well. There has been considerable party work during the past week, and quite a few social affairs are scheduled for the immediate future. Funeral work has also been fairly active.

J. W. L.

John Kruchten Co.

30 East Randolph Street, WHOLESALE FLORISTS L. D. Phone Central 8016-8017. CHICAGO, ILL.

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George Reinberg

WHOLESALE FLORIST

Extra fancy Ophelia, Sunburst, Columbia, Russell, Milady, White Killarney and Killarney Brilliant Roses. All orders given prompt attention. Try us.

162 N. Wabash Av., CHICAGO

Mention the American Florist when writing

Wire Hanging Baskets

Price List, 1919. Plain Wire Hanging Baskets.

10-inch	$1.75	14-inch	$3.00
12-inch	2.25	16-inch	4.50

SHEET MOSS in bags, per bag, $2.00

Our Sheet Moss is the best value for the money in the market.

Michigan Cut Flower Exchange, 264-266 Randolph St., DETROIT, MICH.

Mention the American Florist when writing

Wholesale Flower Markets

Chicago.

CURRENT PRICE LIST.

		Dozen	
Roses,	Beauty	$ 2.00@	$ 9.00
"	Mrs. Chas. Russell	6.00@	30.00
"	Columbia	6.00@	25.00
"	Premier	6.00@	25.00
"	Hoosier Beauty	4.00@	15.00
"	Killarney Brilliant	4.00@	12.00
"	Killarney	4.00@	10.00
"	White Killarney	4.00@	10.00
"	Richmond	4.00@	10.00
"	My Maryland	4.00@	12.00
"	Mrs. Geo. Shawyer	4.00@	12.00
"	Milady	6.00@	20.00
"	Sunburst	4.00@	12.00
"	Mrs. Aaron Ward	4.00@	12.00
"	Hadley	4.00@	15.00
"	Ophelia	5.00@	12.00
"	Double W. Killarney	4.00@	12.00
"	Champ Weiland	4.00@	12.00
"	Stanley	4.00@	12.00
"	Bayard Thayer	5.00@	20.00
"	Cecile Brunner		3.00
"	George Elgar		3.00
"	Baby Doll		3.00
"	Nesbit		3.00
"	Our selection		5.00
Carnations		3.00@	6.00
Cattleyas	per doz.	18.00@	24.00
Daisies			2.00
Valley			20.00
Calendulas		2.00@	6.00
Chrysanthemums	per doz.	2.00@	5.00
Pompons	per bunch	.35@	.75
Gardenias	per doz.		6.00
Paper Whites	per 100		8.00
Callas			20.00
Sweet Peas	per 100	2.00@	4.00
Violets		1.00@	1.50
Ferns	per 1,000	3.00@	3.50
Galax	per 1,000	1.50@	2.00
Leucothoe		1.00@	1.25
Mexican Ivy	per 1,000	5.00@	6.00
Plumosus Strings	each	.60@	.75
Smilax	per doz.	2.50@	3.00
Sprengeri, Plumosus Sprays			3.00
Boxwood, 35c per lb., per case			9.00

ZECH & MANN

WHOLESALE FLORISTS

30 E. Randolph St., CHICAGO

Telephone Central 3284

Mention the American Florist when writing

THE CHRYSANTHEMUM MANUAL

By Elmer D. Smith

FOURTH EDITION

Price 60 Cents. Cash with Order.

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COMPLETE FIXTURES

CENTRAL REFRIGERATOR & EQUIPMENT CO.

Estimates Submitted.

155 No. Clark Street, CHICAGO

CYPRIPEDIUMS, $3.00 per dozen

We have the largest supply in the country and for that reason you should depend on us to supply you. On account of their exceptional keeping qualities they are sure to give satisfaction. Place a regular order for them. Every good retail store can sell them.

THE LEO NIESSEN CO., 1201 Race St., Philadelphia, Pa.

Philadelphia.

DAILY CLEANUP IN MOST STOCKS.

Flowers of all kinds have been on the short side the past week, which condition was rendered more acute by a brisk demand that cleaned up the market every day, there being scarcely anything to go into the box at night. Roses have shortened up until there is not half enough for the demand. The lower grades or short sizes are very scarce, and promise to continue so all winter, as many growers have discarded the Pink Killarney. Many growers pinched off the crop that would have been in now, so as to be in good shape for the holidays. Chrysanthemums sell up quickly. The best are the Chadwicks, Eatons, Bonnaffon and Seidewitz. About one-third of the stock is Bonnaffon, and they are most in demand. There is a good supply of pompons, which command top prices. Some fine singles are quickly grabbed up. Violets are at a premium. Cattleyas are still selling at $1.50 each, and likely to go higher. The first stevia is in, both plain and variagated. It meets with the usual good demand. Callas are in fair supply at high prices. Sweet peas find a ready sale. The quantity is increasing slowly. Paper White narcissus are in fair supply and appears to find buyers. Carnations are coming strong. They were advanced $2.00 per hundred the past week, and will likely see $1.00 a dozen next week. At this writing, it would seem as if all prices would jump forward rapidly as soon as the chrysanthemums are out of the way. An immense amount of greens of all kinds are handled daily.

FLORISTS' CLUB MEETING.

The regular meeting of the club, Tuesday, December 2,, will have several interesting features. The speaker of the evening will be President-Elect A. L. Miller, of the Society of American Florists whose foreword of the work of the society for the coming year should be most interesting. There is to be an exhibition of Christmas plants, many of them decorated as when on sale in the flower shops. There will be other novelties in plants and cut flowers. The committee will also outline its plan of publicity in the local campaign. A dinner, complimentary to President-Elect A. L. Miller, will be given in the roof garden of the Hotel Adelphia, at 6 p. m., two hours before the meeting.

INCREASING THE SUPPLY.

Commenting on the shortage of stock, particularly roses, one of the large commission dealers said that it would be no trouble to get rose growers to add 20 to 25 per cent to their production, which would be of great assistance at times like the present, but they would have to be assured of the co-operation of the retailers in handling the surplus this would throw on the market in the fall and spring. He was quite sure that many more flowers could be sold, particularly at times of overstocked markets, if the retailers would plunge in, and by a little hustling and pushing the stock, work it off profitably to people who would be glad to have it. A prominent grower said that while Killarney had had been as profitable as ever, they had dropped it at the request of customers. There was really only three months in winter, when it

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In all popular varieties, best quality, direct from grower to you. Roses, Carnations, Violets.

PHILADELPHIA CUT FLOWER COMPANY

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1517 SANSOM ST., George Aeugle, Proprietor, PHILADELPHIA, PA.

EDWARD REID

Roses, Carnations, Chrysanthemums. All Seasonable Flowers.

This is the exclusive shop, only one block from Express Depots.

1619-1621 Ranstead Street, PHILADELPHIA, PA.

Wholesale Flower Markets

BOSTON, Nov. 25. Per 100

Roses, American Beauty	4.00@	40.00
" Shawyer, Russell	2.00@	12.00
" Killarney	1.00@	5.00
" Milady, Miller	1.00@	8.00
" Francis Scott Key, Radiance	2.00@	8.00
" White Killarney	1.00@	6.00
" Killarney Brilliant	1.00@	6.00
" Mrs. Aaron Ward, Sunburst	2.00@	8.00
" Hadley	2.00@	10.00
" Ophelia	2.00@	10.00
" Premier	3.00@	12.00
" Columbia	3.00@	12.00
" Maryland, Hoosier Beauty	2.00@	8.00
Cattleyas	40.00@	60.00
Cypripediums	12.00@	15.00
Sweet Peas	.75@	1.00
Carnations	2.00@	3.00
Longiflorum Lilies	20.00@	25.00
Pohpons, per bu, $0.50@$1.00		
Chrysanthemums	8.00@	24.00
Violets	.75@	1.00
Marguerites	.75@	1.00
Calendulas	2.00@	3.00
Bouvardia, per doz, $2@$4.00		
Paper White Narcissi	4.00@	6.00
Callas	16.00@	20.00

BUFFALO, Nov. 25. Per 100

Roses, Beauty, Special	50.00@	60.00
" Fancy	30.00@	40.00
" Extra	15.00@	20.00
" 1st	8.00@	10.00
" Killarney	3.00@	10.00
" My Maryland	3.00@	10.00
" Sunburst	3.00@	12.00
" Ward	3.00@	4.00
" Columbia	6.00@	15.00
" Ophelia	3.00@	15.00
" Russell	6.00@	10.00
" Shawyer	3.00@	10.00
" Bon Silene	2.00@	3.00
Cattleyas	85.00@	100.00
Chrysanthemums	8.00@	40.00
Pompons, per bunch	.50@	1.00
Violets	.75@	1.00
Carnations	2.00@	5.00
Snapdragons	4.00@	6.00
Sweet Peas	1.00@	1.50
Asparagus Sprengeri	.35@	.50
Ferns	per 1.000	2.50
Calendulas	2.00@	3.00
Smilax		25.00
Japan Lilies	8.00@	10.00

CINCINNATI, Nov. 25. Per 100

	Per doz.	
Roses, Beauties, 36-inch	4.00@	6.00
" Beauties, 30-inch	4.00@	5.00
" Beauties, 24-inch	2.50@	3.00
" Beauties, 18-inch	1.00@	2.00
" Beauties, Short		1.00
	Per 100	
" Columbia	6.00@	20.00
" Premier	6.00@	25.00
" Killarney	3.00@	15.00
" Ophelia	4.00@	12.00
" Russell	5.00@	18.00
Carnations	3.00@	6.00

Wax Flowers

(In all desirable colors.)	Per 100
Dahlias	$6.00
Chrysanthemums	5.00
Calla Lilies	5.00
Harrisii (or Easter Lilies)	5.00
Roses	3.00
Carnations	3.00
White Lilac (12 sprays to bu.) per dozen bu.	3.00
Lily of the Valley (per gross)	2.00
Forget-me-nots (per gross)	1.85

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Roses, Carnations, Violets.

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Growers of Quality Flowers.

C. C. POLLWORTH CO.
EVERYTHING in the line of Cut Flowers, Plants and Florists' Supplies.
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Staple Baskets and Seasonable Novelties in Quantity.
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had the market to itself, that it was in demand. In fall and spring, it could not stand up against the competition of the Columbia and the Russell. The rose situation, as he saw it, would, after the holidays, be a trying one, in which other flowers would have to take the place of the lower grades.

NOTES.

Mrs. J. Carroll, Darby, Pa., met with a serious loss by fire, November 19, which broke out in the boiler shed adjoining the dwelling at 3:30 a. m. Mrs. Carroll and her daughter were the only persons at home. They were awakened by the noise of the flames and got out of the house safely. The fire consumed the combined store and dwelling, the boiler shed, in which were two automobiles, and three greenhouses filled with stock. There was insurance, but the loss is quite serious. The business is being continued at a greenhouse establishment which Mrs. Carroll purchased recently, this being about a block away. The sympathy of the trade is freely extended to Mrs. Carroll, many calling to offer assistance.

The little black bug is still active in the Hadley house of the Joseph Heacock Co. Every remedy or insecticide known, has been tried, even cyanide, but at the first sign of danger, the insects drop to the surface and enter the ground, coming out with a better appetite when the air is clear. This is a new one that growers should keep a close lookout for.

Arthur A. Niessen was the speaker at the November meeting of the Lancaster County Florists' Club. His topic was duty first, and then participation in matters outside of personal business. W. F. Therkildson was also present, and gave interesting data relative to local and national floral publicity campaigns.

Robert A. Craig reports an excellent call for everything in the plant line. Poinsettias are in great demand for the holidays; a splendid assortment of ferns is a feature. Two new houses are being added to their 49th street range.

John Berger, of Berger Bros., reports chrysanthemums as having sold

Wholesale Flower Markets

MILWAUKEE, Nov. 25. Per 100

Rose, Killarney, W. Killarney	4.00@	10.00
" Ward	4.00@	8.00
" Mrs. Chas. Russell	6.00@	20.00
" Ophelia	6.00@	15.00
" Columbia	8.00@	25.00
" Premier	8.00@	25.00
" Hoosier Beauty	6.00@	15.00
Carnations, assorted	4.00@	6.00
Cattleyas, per doz.	12.00@	15.00
Chrysanthemums, per doz.	2.00@	6.00
per bunch	.35@	.75
Bouvardia, per bunch	.50@	.75
Cypripedium, per doz.		6.00
Stevia	2.00@	3.00

PITTSBURGH, Nov. 25. Per 100

Roses, Beauty, special	50.00@	60.00
" " fancy	30.00@	40.00
" " extra	15.00@	25.00
" " No. 1	8.00@	10.00
" Hadley	6.00@	25.00
" Killarney	6.00@	20.00
" Maryland	6.00@	20.00
" Scott Key	12.00@	35.00
" Sunburst	6.00@	20.00
" Mrs. Aaron Ward	6.00@	15.00
" Russell	10.00@	35.00
" Columbia	10.00@	30.00
" Ophelia	6.00@	25.00
" Hilda	5.00@	15.00
Carnations	3.00@	4.00
Cattleyas		150.00
Ferns, per 1,000	2.50	
Sweet Peas	1.50@	4.00
Daisies	1.50@	4.00
Chrysanthemums, per doz.	2.50@	5.00
Galax	1.50@	2.00
Plumosus	.35@	.50
Sprengeri	.35@	.50
Smilax, per doz.		3.00
Mexican Ivy, per doz.	1.00@	7.50
Calendulas		2.00
Pompons, per bunch	.50@	.75

PHILADELPHIA, Nov. 25. Per 100

Roses, Beauty, special	40.00@	60.00
" " fancy	20.00@	30.00
" Mrs. Chas. Russell	8.00@	25.00
" Killarney	4.00@	8.00
" Hadley	8.00@	25.00
" Sunburst	6.00@	15.00
" Wards	3.00@	6.00
" Ophelia	6.00@	20.00
" Columbia	6.00@	25.00
Easter Lilies	20.00@	25.00
Snapdragons	6.00@	10.00
Calendulas	3.00@	5.00
Adiantum	1.00@	1.50
Smilax		.35
Asparagus Strings	.50@	.75
Asparagus bunches		.50
Dagger and Fancy Ferns, per 1,000	3.00@	4.00
Chrysanthemums, large, per doz.	1.00@	5.00
" Pompons, bunch	.35@	.50
Violets	.75@	1.00
Cattleyas	75.00@	100.00

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For Real Service in FLORISTS' SUPP IES?
We are manufacturers and importers—not merely jobbers. Send for Our New Catalog and be convinced.
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CHRYSANTHEMUMS, ROSES, VIOLETS, CARNATIONS.
Up-to-the-Minute Service. Satisfaction Guaranteed.
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RICE BROTHERS
Wholesale Florists and Supplies
218 North Fifth St.
Send list in for quotations.

ST. LOUIS, Nov. 25. Per 100

Roses, Hadley	2.00@	8.00
" Killarney	2.00@	5.00
" White Killarney	2.00@	10.00
" Hoosier Beauty	3.00@	12.50
" Russell	3.00@	15.00
" Ward	3.00@	6.00
" Sunburst	3.00@	10.00
Ferns	2.50	
Carnations	2.00@	8.00

very well this fall, particularly for the past two weeks. White and yellow Chadwicks and Mrs. Seidewitz were noteworthy varieties here.

Robert Bragg, referring to the prices of chrysanthemums, says they have sold too low, bringing only on an average, 25 per cent more than pre-war prices, while it has cost almost double to grow them.

Choice white and yellow Chadwick are the cream of the chrysanthemum stock of the Philadelphia Cut Flower Co. Manager Augele will have fine Jennie Nonin for the first week in December.

Robert Halliday, of Baltimore, was in town, November 22. He looked well and is now able to resume his duties.

K.

New York.

ADVANCE IN PRICES INDICATED.

Business was good during the past week, with advancing prices. Excepting in chrysanthemums, there was a very moderate supply of stock, falling to a shortage in orchids and violets. Before the end of the week, American Beauty roses, specials, wholesaled at the rate of $1.00 each, and there was a stiffening in prices on all good tea roses. Ward carnations sold for $8.00 per 100, and there is a prospect of higher prices in the near future. There was a considerable stock of sweet peas, which were rather slow, and are likely to be until the pompon chrysanthemums are out of the way. Stevia is beginning to arrive in considerable quantities, and is a welcome addition to the visible supply. The various dinners and other entertainments in honor of the Prince of Wales had a quickening effect on the demand for special stock. In lilies, callas, lily of the valley and snapdragons, there was a fair demand. Unless a heavy stock of chrysanthemums is being held back, the Thanksgiving prices will be high, with the prospect of a scarcity later.

NOTES.

The next meeting of the florists' club will be held in the Engineering building, 33 West 39th street, on the night of December 8. It will be election night, and though no very spirited contests are expected, the election always brings out a good attendance. The candidates for president are A. M. Henshaw, president of the Henshaw Floral Co., Inc., and I. S. Hendrickson, a well known employe of John Lewis Childs, Flowerfield, L. I. Roman J. Irwin seems to have a clear field for vice-president, as John G. Esler has declined to run. John Young, the present secretary, and Edward C. Vick, editor of the garden department of the New York Sun, are the nominees for secretary. William Kather declines to run for treasurer, which leaves the field to W. E. Rickards, Jr., now holding the office. The nominees for trustees are A. T. Bunyard, Emil Schloss, Thomas Booth De Forest and Max Schling, three to be elected.

On November 21, the Prince of Wales visited Oyster Bay, and laid a wreath on the grave of Theodore Roosevelt. He also visited Central Park, and planted a tree on the Mall. At the Hippodrome, little Miss Florence Burnside, daughter of the manager of the house, presented the Prince with a large basket of American Beauty roses in behalf of the 57 members of the Hippodrome staff who are British subjects. It can be truthfully stated that the prince made an excellent impression while here.

The Tribune, November 23, carried a most excellent full page advertisement from the Associated Retail Florists of New York, worded as a "Thanksgiving Proclamation," calling attention to the many blessings we enjoy, and extolling flowers and their use at a time of thanksgiving. Its final words are, "Brighten the day with flowers." It is a happy thought of the retail florists to seek to interest the people in flowers through the medium of a great daily newspaper.

Harry Tryfaros, of the retail firm of Tryfaros Brothers, has returned to the store after 19 months of service in the United States army, most of his service being in France. He saw much fighting, but escaped injury. He believes that the majority of the people of Europe will be glad to settle down, go to work, and be peaceable, if their leaders will show them the way.

The new retail firm of Guido, Inc., arranged a handsome decoration in St. James church for the wedding of Miss Isabel Stettinius to John B. Marsh, on November 19. The bride's father is a member of the firm of J. P. Morgan & Co. Many white and pink roses and white chrysanthemums were used.

Anton Schulthies, College Point, has completed a block of new plant houses, six in number. His force is active in delivering pot chrysanthemums of which he has had a great stock. His Christmas supply of heather, poinsettias and many other plants is in fine condition.

The Washington Florist Co., of Newark, N. J., recently purchased 1,000 copies of the song, "Say it With Flowers"—words by Mrs. F. H. Traendly and Mrs. Chas. Schenck—and are handing them to their customers, with the compliments of the company.

Miss Marian Traendly, third daughter of Frank H. Thaendly, of Traendly & Schenck, was selected to represent Erasmus high school at a reception given by the Prince of Wales, November 21, on board his warship, the Renown.

J. H. Small & Son arranged the decorations for the dinner given in honor of the Prince of Wales by Mr. and Mrs. Henry P. Davison at the Waldorf-Astoria hotel on the night of November 18.

John N. Champion, of New Haven, Conn., was in the wholesale district November 14, and bought heavily of violets, in anticipation of the football game between Yale and Princeton.

Madison Square Garden was handsomely decorated by H. H. Burns for the horse show, which continued through the past week. New and unique landscape features were noteworthy.

At the store of J. S. Fenrich, we have recently noted fine Premier, Columbia, Hadley and Ophelia roses of special grade, also good carnations.

A. F. F.

THERE'S a growing tendency toward a closer contact—toward a better understanding of man with man in every line of endeavor today, two essentials which make for a sound and lasting prosperity. I want to be on such terms with every florist; I solicit new business on such a basis.

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FINE EXHIBITS AT CLUB MEETING.

Exhibits were the chief attraction at the meeting of the florists' club for November, held in the salesroom of the Albany Cut Flower Exchange, Inc., 611 Broadway. The business meeting was brief. In the course of it, President William Newport called for the reports of the nominating committees appointed at the October meeting. The committees submitted the following tickets for the annual election in December For president—Edward P. Tracey. For vice president, one to be chosen—Howard Menand, Albert Jenkins. For secretary-treasurer—Robert Davidson. For trustees, three to be chosen—Fred A. Danker, Frederick Henkes, Thomas Tracey and Frederick Goldring. The nominee for secretary-treasurer, Robert Davidson, thanked the committees for their nomination, but said he felt that he should decline a re-nomination again. President Newport then instructed the committees to prepare a new set of nominees to be submitted at the December meeting.

The exhibits included 38 lots of flowers in vases and plants contributed by growers in this and other sections of the country. Many of the exhibits, after the meeting, were put up at auction, the proceeds to go to the club treasury. Perhaps the most notable incident connected with the sale, was when a vase of eight prize winning chrysanthemums were put up at auction. The blooms were grown by Samuel Goldring, a former local florist, now in the employ of George H. Person, of Catskill. The varieties included W. H. Turner, Yellow Turner, Timothy Eaton, Barbara Davis and Chadwick. Bidding began at about $8, and was run up speedily to $15, and then by increases of half a dollar to $18, at which price the vase went to Fred A. Danker. The retailers were unanimous in declaring the exhibit by Mr. Goldring to be the finest lot of chrysanthemums they had seen this season. There were also many other creditable exhibits, such as fine sturdy plants of Jerusalem cherries, covered with berries, cyclamens, chrysanthemums of the pompon varieties, carnations of merit, new and standard roses, and begonias. An unusually fine maiden hair fern was sold to F. A. Danker for $2.75. The sale brought over $117 into the treasury. Wives of the members were present to view the exhibits.

Among those elected to membership of the club is John P. McCarthy, with M. Rice Company, Philadelphia, Pa.

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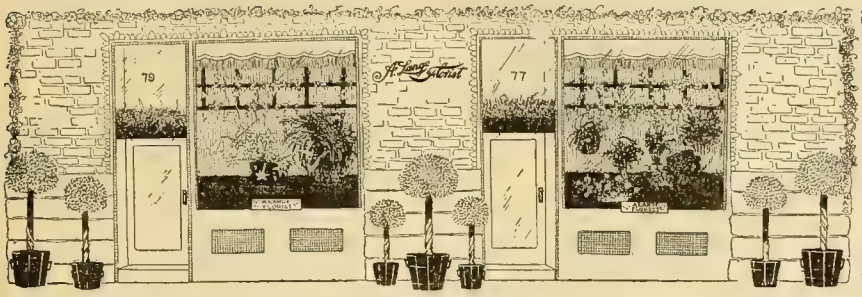

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December 1.

Oskawa, American Line, Hamburg-Rotterdam).

December 2.

FROM PHILADELPHIA, Appeles, American Line, (Liverpool).
FROM GALVESTON, Huronian, Leyland Line, (Liverpool).
FROM PORTLAND, Dominion, White Star-Dominion Line, (Liverpool).

December 4.

FROM PORTLAND, Turcoman, White Star-Dominion, (Avonmouth).

December 5.

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Mention the American Florist when writing

St. Louis, Mo.
F. H. WEBER
N. E. Cor. Taylor and Olive Sts.
Flowers delivered in City and State on short notice.
Member of Florists' Telegraph Delivery.

Brooklyn, N. Y.
JAMES WEIR, Inc.
FLORIST
324 Fulton St. cor. Pierrepont
Telegraph orders receive our usual good care and prompt attention. Phones, 270, 271 Main.

Michigan. Orders will be carefully cared for by
HENRY SMITH
Wholesale and Retail Florists of Grand Rapids.
Member of Florists' Telegraph Delivery.

DULUTH FLORAL CO.
200 miles in any direction. We are the center of the great Northwest. Daily deliveries DULUTH, MINN. to Superior, Wis.

ORDERS IN OR AROUND PHILADELPHIA
J. J. HABERMEHL'S SONS
Flowers and Service
THE BELLEVUE-STRATFORD
BROAD AT WALNUT STS.
Conservatories, Diamond St. at 22nd.
Mention the American Florist when writing

Name Index to Retail Florists Filling Telegraph Orders.

Alpha Floral Co., 146 S. Wabash Ave., Chicago.
Anderson, S. A., 440 Main, Buffalo N. Y.
Aphrodite Co., The, New York.
Astoria Florist, 2188 Broadway, New York.
Avenue Floral Co., The, New Orleans, La.
Baer, Julius, Cincinnati, O.
Barnes, W. J., Kansas City Mo.
Baumer, August R., Louisville, Ky.
Bergerow's, 746 Broad St., Newark, N. J.
Bramley & Sons, Cleveland, O.
Breitmeyer's Sons, John, Detroit, Mich.
Broadway Florist, 2094 Broadway, New York.
Buckbee, H. W., Rockford, Ill.
Bunyard, A. T., 413 Madison Ave., New York.
Burns, H. H., 509 Madison Ave., New York.
California Florist, Tacoma, Wash.
Central Floral Co., 132 N. State St., Chicago.
Central Floral Co., 35 Broadway, Detroit, Mich.
Clarke's Sons, David, New York.
Cooke, Geo. H., Conn. Ave. and L, Washington.
Danker's, Albany, N. Y.
Dard's, 44th and Madison Ave., New York.
Danker's, Albany, N. Y.
Dard's, 44th and Madison Ave., New York.
Dominion Floral Co., The, Montreal, Que., Can.
Duluth Floral Co., Duluth, Minn.
Dunlop's, 8 and 10 W. Adelaide St., Toronto.
Eble, Chas., New Orleans, La.
Evans, A. W. B., Wilkes-Barre, Pa.
Eyres, 106 State St., Albany, N. Y.
Fallon, Florist, Roanoke, Va.
Fleischman, Chicago.
Fox, J. M. & Son, Inc., Milwaukee, Wis.
Frauenfelder, C., Chicago.
Freeman, Mrs. J. B., Toledo, O.
Frey, C. H., 1133 O St., Lincoln, Neb.
Frey & Frey, 1338 O St., Lincoln, Neb.
Friedman, 522 S. Michigan Blvd., Chicago.
Galvin, Thos. F., Inc., New York and Boston.
Gasser Co., J. M., Cleveland, O.
Grakelow, Charles H., Philadelphia, Pa.
Grand Rapids Floral Co., Grand Rapids, Mich.
Grimm & Gorly, St. Louis, Mo.
Gude Bros., Washington, D. C.
Guido, Inc., 595 Lexington Ave., New York.
Habermehl's Sons, J. J., Philadelphia, Pa.
Hardesty & Co., Cincinnati, O.
Hart, Henry Inc., 1000 Madison Av., New York.
Heinl & Sons, J. G., Terre Haute, Ind.
Henderson, Lewis, Omaha, Neb.
Hess & Swoboda, Omaha, Neb.
Hessian, Madison Ave. and 76th St., New York.
Hollywood Gardens, Seattle, Wash.
Holm & Olson, St. Paul, Minn.
Idlewild Greenhouses, Memphis, Tenn.
Jahn, Hugo H., Brooklyn, N. Y.
Joy Floral Co., Nashville, Tenn.
Keller Son's, J. B., Rochester, N. Y.
Kottmiller, 426 Madison Ave., New York.
Lang Floral & Nursery Co., Dallas, Tex.
Lange, A., 77-79 E. Madison St., Chicago.
Leikens, Madison Ave. and 55th St., New York.
Littlefield Florist, Worcester, Mass.
Long Island Floral Co., Brooklyn, N. Y.
Louise Flower Shop, Washington, D. C.
Madison Floral Co., New York.
Melandre Bros., New York.
Mangel, 17 E. Monroe St., Chicago.
Matthews, The Florist, Dayton, O.
Matthewson, J. E., Sheboygan, Wis.
May & Co., L. L., St. Paul, Minn.
Metairie Ridge Nursery Co., New Orleans, La.
Miller Floral Co., Salt Lake City, Utah.
Murray, Samuel, Kansas City, Mo.
Newell, A., Kansas City, Mo.
New York Floral Co., Yonkers, N. Y.
North Shore Floral Co., Chicago.
Papadem, J. G. Co., 2953 Broadway, New York.
Park Floral Co., The, Denver, Colo.
Pearson, E. W., Newburyport, Mass.
Penn, The Florist, Boston, Mass.
Philips Bros., 938 Broad St., Newark, N. J.
Pikes Peak Flo. Co., Colorado Springs, Colo.
Podesta & Baldocchi, San Francisco.
Potter Floral Co., El Paso, Tex.
Quality Flower Shop, Stamford, Conn.
Randall's Flower Shop, Worcester, Mass.
Randolph & McClements, Pittsburgh, Pa.
Rock, Wm. L., Flower Co., Kansas City.
Rodgers, J. W., Dayton, O.
Rosery Floral Co., The, Newark, N. J.
Rosia Bros., Seattle, Wash.
Saake, O. C., Los Angeles, Calif.
Schiller, The Florist, 2221 W. Madison, Chicago
Schling, Max, 785 Fifth Ave., New York.
Sceery, Edward, Passaic, N. Y.
Sceery, Edward, Paterson, N. J.
Schlatter, Wm. & Son, Springfield, Mass.
Schmidt, Chas. L., Harrisburg, Pa.
Shaffer, Geo. C., Washington, D. C.
Smith & Fetters Co., Cleveland, O.
Smith Co., A. W., Pittsburgh, Pa.
Smith, Henry, Grand Rapids, Mich.
Stumpp, G. E. M., New York.
Trepel, Joseph, Brooklyn, N. Y.
Walker Co., The, F., Louisville, Ky.
Weber, F. H., St. Louis, Mo.
Weir, James, Inc., Brooklyn, N. Y.
Williams, Mrs. E. A., Pittsburgh, Pa.
Wittbold Co., G., 745 Buckingham Pl., Chicago
Wolfskill Bros. & M. Goldenson, Los Angeles.

Albany, N. Y.
Danker FLORIST
The Best Service
MEMBER

NEWARK, N. J.
Philips Bros.
938 BROAD STREET
Members of Florists' Telegraph Delivery.

Kansas City, Mo.
A. Newell FLORIST
Established over 30 years.
1122 Grand Avenue.

Lang Floral & Nursery Co.
1214 Main Street, Dallas, Texas.
Write or wire headquarters for flowers for Texas, Oklahoma, Louisiana, New Mexico. No orders too large, none too small.
Member of Florists' Telegraph Delivery.

FREY & FREY,
1338 O Street, LINCOLN, NEB.
Wholesale and Retail
Members of Florists' Telegraph Delivery.

Rockford, Ill.
H. W. BUCKBEE.

LITTLEFIELD, Florist
WORCESTER, MASS.

El Paso, Texas
Potter Floral Co.
Members of Florists' Telegraph Delivery.

"SAY IT WITH FLOWERS"
Max Schling Flowers
Schling Service Nothing Better
785 Fifth Avenue
NEW YORK CITY

Yonkers, N. Y.
New York Floral Co.
Cor. Manor House Square and North Broadway

Friedman
:::.FLOWERS.:::.
522 SO. MICHIGAN BLVD., Auditorium Annex. CHICAGO

Galesburg, Ill.
Pillsbury's Flower Stores
For Central Illinois
Members of Florists' Telegraph Delivery.

CINCINNATI
HENRY W. SHEPPARD
532-534 RACE STREET
Successor to the HILL FLORAL CO.
Good Stock and Good Service.

Cleveland, O., and Vicinity.
BRAMLEY & SON
1181 E. 71st. St.
The Largest Growers of Flowers in the City.

Pittsburgh, Pa.
MRS. E. A. WILLIAMS
621 Penn Ave.
Member of Florists' Telegraph Delivery.

CHARLES L. SCHMIDT
313 Market St., Harrisburg, Pa.
Night and day service in all Central Pennsylvania.

CHICAGO
Central Floral Co.
DETROIT
132 N. State St., CHICAGO, ILL.
35 Broadway, DETROIT, MICH.
Best service in both cities and adjoining territory. Member of Florists' Telegraph Delivery.

Mention the American Florist when writing

Boston, Mass.
Penn The Florist
"Penn, The Telegraph Florist"
Member of Florists' Telegraph Delivery Ass'n.
124 TREMONT STREET

Worcester, Mass.
Randall's Flower Shop
Member of Florists' Telegraph Delivery.

Orders in or around WASHINGTON, D. C.
Geo. C. Shaffer
FLORIST
900 Fourteenth Street

San Francisco
Podesta & Baldocchi
224-226 Grand Avenue
Mail or telegraphic orders promptly and most carefully executed.

WASHINGTON, D. C.
GEO. H. COOKE
Florist
Connecticut Avenue and L Street

Washington, D. C.
BLACKISTONE, Inc.
14th and H Streets, N. W.
Exceptional Service

Los Angeles, Calif.
O. C. SAAKE
FLORIST
We Solicit Telegraph Orders.
Regular Trade Discount.
215 W. FOURTH STREET

Grand Rapids, Mich.
GRAND RAPIDS FLORAL CO.
ALFRED HANNA & SONS will fill your orders for Designs and Cut Flowers in Michigan.

New York
Malandre Brothers
2077 Broadway, near 72nd St.
'Phone, Columbus 6883
The name "Malandre Brothers" on a box of flowers is a Guarantee of Quality.
Orders from other cities receive our personal attention.

St. Paul, Minn.
L. L. MAY & CO.
Order Your Flowers for delivery in this section from the
LEADING FLORISTS OF THE NORTHWEST

LOUISVILLE, KY.
AUGUST R. BAUMER,
MASONIC TEMPLE
Member of Florists' Telegraph Delivery.

IN THE HEART OF Newark, N. J.
The Rosery Floral Co.,
167 Market St., at Broad St.
Everything in Flowers
Prompt Deliveries to any town or city within 150 miles of Newark. Telephone Market 494

"WE NEVER SLEEP"
IDLEWILD GREENHOUSES Memphis, Tenn.
89 South Main St.
"Up-to-the-Minute" Service and Execution.
Every Flower in Season

Kansas City, Mo.
Samuel Murray,
1017 Grand Avenue
Member of Florists' Telegraph Delivery.

CHICAGO
Mangel
The Palmer House Florist
17 E. MONROE ST.
Member of Florists' Telegraph Delivery.

For St. Louis.
WIRE
Grimm & Gorly

The Seed Trade

American Seed Trade Association.

E. C. Dungan, Philadelphia, Pa., President; Wm. G. Scarlett, Baltimore, Md., First Vice-President; David Burpee, Philadelphia, Pa., Second Vice-President; C. E. Kendel, 216 Prospect Avenue, S. E., Cleveland, O., Secretary-Treasurer.

The thirty-eighth annual meeting will be held at Milwaukee, Wis., June 22-24, 1920.

THE price of bags at Chicago, November 25, was $60.

A. SLUIS, of Sluis Seed Store, Chicago, was in Paris, France, November 21.

NORTHERN IDAHO experimenters say good yields of perennial and Italian rye grass seed can be produced there, also brome seed.

VISITED NEW YORK: Eugene Schaettel, of Vilmorin-Andrieux & Co., Paris, France; C. C. Massie, of Northrup, King & Co., Minneapolis, Minn.

SAN FRANCISCO, CALIF.—C. C. Morse & Co. are pushing the sale of Dutch bulbs by means of newspaper advertising and report a heavy trade in them.

C. C. MASSIE, of Northrup, King & Co., Minneapolis, Minn., was elected president of the Wholesale Seedsmen's League at the annual meeting, held at Detroit, Mich., November 19.

VISITED CHICAGO: Adolph Corneli, of the Schisler-Corneli Seed Co., St. Louis, Mo.; Mr. Boyce, of the Woodruff-Boyce Seed Co., Seattle, Wash.; Einar Knutsson, representing Hjalmar Hartman & Co., Copenhagen, Denmark.

THERE was a full attendance at the executive committee meeting of the American Seed Trade Association, held at Detroit. Mich., November 20, when it was decided to hold the next annual convention at Milwaukee, Wis., June 22-24. A tentative programme was arranged and preliminary plans made for the meeting.

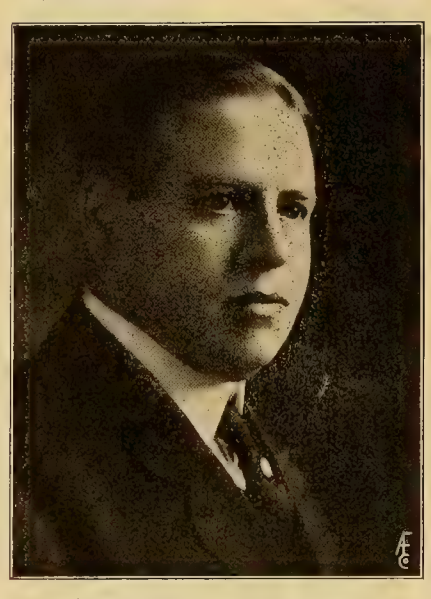
A. L. ROGERS, of Rogers Bros., Hearst building, Chicago, and Alpena, Mich., has the sympathy of a large circle of seed trade friends in the loss of his daughter, Mrs. Mabel H. Rose, who died at Idaho Falls, Idaho, November 19. Funeral services were held Monday afternoon at Chaumont, N. Y., with burial at Cape Vincent, N. Y.

CANNERS' MEETINGS.—Coming meetings of canners' associations are scheduled as follows: Michigan Canners' Association, Grand Rapids, December 2; Minnesota Canners' Association, St. Paul, December 3-4; New York Canners' Association, Rochester, December 10-11; Tri-State Packers' Association, Philadelphia, Pa., December 17-18: National Canners' Association, Cleveland, O., January 27-30.

THE sixty-eighth semi-annual meeting of the Western Canners' Association was held at the Hotel Sherman, Chicago, last week, and was well attended. The seedsmen represented included: Jerome B. Rice Seed Co., Cambridge, N. Y.; David Landreth Seed Co., Bristol, Pa.; D. M. Ferry & Co., Detroit, Mich.; Rogers Bros., Chicago and Alpena, Mich.; Hogg & Lytle, Toronto, Ont.; Everett B. Clark Seed Co., Milford, Conn.; N. B. Keeney & Son, LeRoy, N. Y.; J. H. Allan Seed Co., Sheboygan, Wis.; Northrup, King & Co., Minneapolis, Minn., and the W. W. Barnard Co., Everette R. ePacock Co., S. F. Leonard Seed Co. and Vaughan's Seed Store, Chicago.

Continental Seed Co., Chicago.

A tract of land in the Calumet industrial district at Hammond, Ind., improved with buildings, having an aggregate floor space of 120,000 square feet, has been purchased by the Continental Seed Company, recently organized with $500,000 paid up capital by former employes of the Albert Dickinson Company, 2750 West Thirty-fifth street. Announcement of the Hammond purchase was made November 19. The property has a Grand Calumet river frontage, and is served by the Indiana Harbor Belt railroad and six other lines. There



C. C. Massie, Minneapolis, Minn.
President-Elect Wholesale Seedsmen's League.

are seven acres of vacant property in the site, which will be improved immediately with a six story elevator and other buildings as they are needed. The company plans to employ 150 men.

The president of the new concern is Charles A. Heath, who was connected with the Dickinson company for 37 years, and who disposed of his stock in that concern seven years ago for $180,000. The vice-presidents are A. E. Reynolds, of the Crabb-Reynolds-Taylor Company, Crawfordsville, Ind., field seedsmen and grain merchants, and H. W. Doughten, of New York, president of H. W. Doughten, Inc., wholesale dealers in clover and grass seed. The secretary is Harold A. Abbott, president of the American Feed Manufacturers' Association, with the Dickinson concern for 21 years. The treasurer is Arch C. Johnson, with the Dickinson concern 20 years as a specialist in field seeds. G. W. Hales, of the Hales & Edwards Company, and C. U. Snyder, one of the largest operators in feeds and molasses, are directors.

Grass Seed.

Prices for grass seed on the Chicago Board of Trade, November 25, were as follows: Timothy, $9.50 to $11.25 per 100 pounds; $12.80 bid for March; $12.80 sellers; $12.50 bid for year; $12.50 sellers. Red clover, $40 to $48 per 100 pounds.

At Paris, Ky., November 20, new crop Kentucky blue grass was quoted in car lots, 19-pound test, at $24.65; 17-pound test, $23.20; less than car lots, 35 cents per 100 pounds higher.

Alfalfa new crop seed is reported in strong hands, and the spring price likely to be firm and higher.

Kunderd's Gladioli.

A. E. Kunderd, of Goshen, Indiana, reports the sale of all his surplus gladiolus bulbs for this season, and will not issue a catalogue for 1920. The sale was made to Albert W. Henn, president of The National Acme Co., of Cleveland, Ohio, for $60,000. Mr. Henn is the owner of extensive farms near Painesville, Ohio, where he raises bulbs and seeds. The management of the farm is under the supervision of Ralph E. Huntington, the well-known nurseryman. The quantity of gladiolus bulbs changing hands in this transaction is not stated.

Pieters-Wheeler Seed Company
Growers of High Grade SEED
Gilroy, California
Beet, Carrot, Lettuce, Onion, Radish.
Correspondence Solicited.

THE W. C. PRESSING SEED COMPANY
NORWALK, OHIO.
— Growers Exclusively of —
Sweet Corn Seed

Alfred J. Brown Seed Co.
Growers of
Peas and Beans
Grand Rapids, Mich.

The Best Color Chart
For Florists, Seedsmen and Nurserymen
PRICE $1.00 POSTPAID.
AMERICAN FLORIST CO.
440 S. Dearborn St., CHICAGO

Braslan Seed Growers Company
Grower for the Wholesale Trade Only. ONION, LETTUCE, CARROT, PARSNIP, PARSLEY, CELERY, ENDIVE, SALSIFY, NAMED AND MIXED GRANDIFLORA AND SPENCER SWEET PEAS AND SUNFLOWER.
SAN JOSE, CALIFORNIA

We are headquarters for the BEST OF EVERYTHING in

VEGETABLE SEEDS

With our Stock Seed Farms at Grass Lake, Mich., and our growing stations in every part of the United States where seeds are grown successfully, all in charge of capable and experienced men, we are equipped for and are producing

PEAS, BEANS, CORN and VEGETABLE SEEDS

of all kinds in quantity and of highest quality.

Glad to quote for present delivery or on growing contract for future delivery.

JEROME B. RICE SEED CO., CAMBRIDGE, N. Y.

Atascadero Seed Company

ATASCADERO, CALIF.,
Wholesale Growers of
HIGH GRADE SEEDS

We specialize in Beans, Carrots, Lettuce, Onions, Parsnip, Radish, Salsify, Spinach, and Named and Mixed Nasturtiums, and Grandiflora and Spencer Sweet Peas.

Write for Our Growing Contract Price List.

Mention the American Florist when writing

JUST OUT

BOLGIANO'S 1919 SUMMER AND FALL CATALOG OF "BIG CROP" SEEDS

Special prices for Florists and Market Gardeners. Write for a copy at once—It will save you money.

J. BOLGIANO & SON, Baltimore, Md.

Mention the American Florist when writing

Western Seed & Irrigation Co.

WHOLESALE SEED GROWERS
SPECIALTIES:
Cucumber, Muskmelon and Watermelon, Pumpkin, Summer and Winter Squash, Sweet, Flint and Dent Seed Corn.

Write for Special Contract and Spot Prices.

Office and Warehouse, FREMONT, NEB.
Growing Station, ROCKY FORD, COLO.

THE
J. C. ROBINSON SEED CO.

WATERLOO, NEBRASKA
ROCKY FORD, COLORADO.

Contract growers of Cucumbers, Cantaloupe, Watermelon, Squash and Pumpkin Seed; Sugar, Flint and Field Seed Corn.

I. N. Simon & Son

Garden Seeds
438 MARKET STREET
Philadelphia - - Pa.

Mention the American Florist when writing

Dock Men's Wages Advanced.

The national adjustment committee at New York, November 21, made an award of 80 cents an hour, and $1.20 an hour overtime, to the deepsea longshoremen of the north Atlantic coast. This is an increase of 22½ per cent in the wage scale in force to October 6.

PEACOCK BRAND SEEDS STANDARD OF QUALITY

Quality Seed

PEACOCK BRAND SEEDS STANDARD OF QUALITY

FOR THE
MARKET GARDENERS
OF
AMERICA

EVERETTE R. PEACOCK CO.
4013 Milwaukee Ave., (Near Irving Park Blvd.) CHICAGO

Salvia or Scarlet Sage

We have just completed harvesting our own Bloomsdale Farm Grown, crop 1919, Salvia or Scarlet Sage. We offer you this exceptionally good strain, and high vitality seed, of the following varieties:

Salvia Splendens or Clara Bedman, Salvia Bonfire, 1 lb., $30.00 per lb.; 5 lbs. and over, $25.00 per lb.

Net, 60 days, 2% off 10, f. o. b. Bristol, Pa., if unsold on receipt of order, as we did not have a large crop.

D. Landreth Seed Company, Business Established 1784 **Bristol, Pa.**

C. C. MORSE & CO.

Seed Growers
San Francisco, Calif.
GROWERS OF SELECTED STOCKS OF
Onion, Lettuce, Radish, Carrot, Sweet Peas, Etc.

FOR
Vaughan's Flower Seeds
FOR EARLY SOWING

See Page 955, American Florist, November 22.

Waldo Rohnert

GILROY, CAL.
WHOLESALE SEED GROWER
Specialties:
Beet, Carrot, Endive, Lettuce, Onion and Radish.
Correspondence Solicited.

Mention the American Florist when writing

The General Bulb Company

Established 1883.
VOGELENZANG, HOLLAND
AMERICAN BRANCH
110 Water Street, NEW YORK CITY

Mention the American Florist when writing

BURPEE'S SEEDS

Philadelphia
Wholesale Price List for Florists and Market Gardeners.

Mention the American Florist when writing

JAMES VICK'S SONS

Growers of
Flower and Vegetable Seeds
Get the benefit of our 69 years' experience.
All seasonable varieties.
Our stocks are very complete.
ROCHESTER, N. Y. The Flower City

BULBS

Paper Whites and Dutch Stock
Write for Prices
Try Us for Quick Supply.
The W. W. BARNARD CO.
231-235 W. Madison St., Chicago

Seed Packets

FLOWER SEED SIZES TO CATALOGUE
ENVELOPES—RETURN ENVELOPES
Brown Bag Filling Machine Co.
FITCHBURG, MASS., U. S. A.

TOMATO SEED

Grown for the Wholesale Seed Trade
HAVEN SEED CO.
SANTA ANA, CALIFORNIA

R. & M. GODINEAU

SEED GROWERS
Angers, - - France
Specialties: Beets, Mangoes, Carrots, Cabbages, Celeries, Parsleys, Parsnips, Turnips.
Growing Crops Given Personal Attention.

MICHELL'S CHRISTMAS GREENS

PLEASE NOTE—All Christmas Greens shipped at buyers' risk of delay or spoilage in transit when forwarded by express or by freight and boat. We recommend shipping by express.
All prices subject to change without notice.

Holly (Loose)
Per ¼ case.....$
Per ½ case.....
Per full case..... 7.00

Holly Wreaths

	25	50	100
12-inch..	$ 6.00	$11.00	$20.00
14-inch..	7.00	13.50	26.00
18-inch..	11.00	20.00	38.00

Laurel, Extra Heavy
In 25-yard coils, made on double rope.
25 yds..$ 3.25 | 250 yds..$25.00
50 yds.. 6.00 | 1000 yds.. 90.00
00 yds.. 11.00

Lycopodium (Loose)
25 lbs ...$4 00 | 100 lbs...$14.00
50 lbs ... 7 25

Lycopodium Wreathing
In 10-yard pieces.
10 yds..$1.10 | 250 yds $22.00
50 yds . 5.00 | 1000 yds. 85.00
100 yds.. 9.00

Boxwood (Cut)
In 50-lb. boxes only. $11.25 per 50 lbs.

Mistletoe (Mexican)
1 lb .....$0.50 | 10 lbs.....$4.50
5 lbs..... 2.40 | 25 lbs. ...10.00

Also all Seasonable Seeds, Bulbs and Supplies. **Send for Our Handy Flower Seed Order Sheet** if you do not receive a copy.

HENRY F. MICHELL CO., 518 Market St., Philadelphia, Pa.

Mention the American Florist when writing

BRITISH SEEDS
KELWAY'S

LEADING HOUSE FOR
IMPROVED FARM ROOT SEEDS
IMPROVED VEGETABLE SEEDS
IMPROVED FLOWER SEEDS
Write for Our SPECIAL PRICES, stating, if possible, quantities required. Illustrated Catalogue Free
KELWAY & SON, Wholesale Seed GROWERS LANGPORT, Eng.
Cable Address: "KELWAY, LANGPORT."

Mention the American Florist when writing

R. C. McGILL & CO.

WHOLESALE SEED GROWERS
SPECIALTIES IN VARIETY
ONION-CARROT-BEET-RADISH-PARSNIP
CONTRACT PRICES MAILED ON REQUEST
SAN FRANCISCO CABLE ADDRESS, "McGILL-SEED" SAN FRANCISCO CALIFORNIA

Mention the American Florist when writing

For SEEDS

Flower, Vegetable and Farm
Send your inquiries to
HURST & SON
152 Houndsditch
LONDON, - - ENGLAND
The Premier British Wholesale and Exporting Seed House.
75 YEARS UNRIVALLED REPUTATION

Mention the American Florist when writing

Named Hyacinths

TOP BULBS
Bedding Hyacinths, First Size
Separate Colors.
Prices on application.
J. M. THORBURN & CO.
53 Barclay Street, thru to 54 Park Place
NEW YORK CITY

Mention the American Florist when writing

Special Reduced Prices

On our remaining stock of Holland Grown Bulbs.

10% DISCOUNT

will be allowed from the following prices. Mail your order at once.

HYACINTHS, Bedding

Per 100, $4.50. Per 1000, $40.00.

Blue	Red and Rose
Light Blue	White Shades
Rose	Pure White

DUTCH ROMAN HYACINTHS

Per 100, $3.60. Per 1000, $32.00.

Gigantea	Grand Maitre
L'Innocence	Queen of the Blues
La Victoire	Grand Monarque

SINGLE TULIPS

	Per 100	Per 1000
Artus	$2.75	$24.00
Cramoisi Brilliant	3.50	32.00
La Reine	3.25	30.00
Mon Tresor	6.00	55.00
Rose Grisdelin	3.50	30.00
Van Vondel	3.00	25.00
White Hawk	3.25	30.00
Yellow Prince	4.00	34.00
L'Immaculae	3.00	27.50
Flamingo	6.00	52.00
President McKinley	3.50	32.50
Fred Moore	3.75	34.00
Crimson King	3.25	30.00

LATE TULIPS

	Per 100	Per 1000
Bouton d'Or	$3.00	$24.00
Gesneriana Spathulata	3.00	26.00
Inglescombe Yellow	3.00	27.00
Mrs. Moon	4.00	36.00

DOUBLE TULIPS

	Per 100	Per 1000
William 3	$4.50	$40.00
Murillo	4.00	35.00
Tournesol Red & Yellow	5.00	45.00
Vuurbaak	5.50	50.00
Schoonoord	3.50	32.00
Extra Fine Mixed	2.75	25.00

DARWIN TULIPS

	Per 100	Per 1000
Baronne de la Tonnaye	$3.50	$30.00
Clara Butt	3.00	25.00
Gretchen	3.50	30.00
Farncombe Sanders	4.00	36.00
Dream	4.00	35.00
Mme. Krelage	4.00	36.00
W. Copeland	5.00	46.00
Wedding Veil	3.00	27.00
Europe	3.50	32.50
Painted Lady	3.00	26.00
Suzan	3.25	30.00
Darwin's Ex. Fine Mixed	3.00	25.00

NARCISSI, Single

	Per 100	Per 1000
Golden Spur 1st	$3.50	$30.00
Princeps 1st size	3.25	28.00
Victoria 1st size	3.50	30.00
Sir Watkin 1st size	3.50	30.00
Poeticus Pheasant's Eye	3.00	24.00
Poeticus Elvira	3.00	26.00
Madam Plemp	5.00	45.00
Barri Conspicuus	3.25	27.50

NARCISSI, Double

	Per 100	Per 1000
Albus Plenus Odoratus	$3.00	$25.00
Sulphur Phoenix	4.00	35.00
Orange Phoenix	4.00	35.00
Von Sion Double 1st	3.50	30.00

YELLOW CALLAS

Select Stock $15.00*

AMARYLLIS

Belladonna Major $15.00*

* The 10% discount does not apply on these items.

FRENCH BULBS

Per 1000

Paper White Grandiflora, 13 ctm. 1250 to case
Select ..... $28.00 Net

The 10% discount does not apply on Paper Whites.

A. B. C.

American Bulb Co.

"WATCH US GROW" 172 N. Wabash Ave., Phone Randolph 3316 CHICAGO

Yokohama Nursery Co.

LTD.

Woolworth Building,

NEW YORK CITY

IMPORTERS

Japanese Bulbs, Plants and Seeds

Mention the American Florist when writing

EDGAR F. HURFF

SWEDESBORO, N. J.

Grower of High-Grade Seed.

TOMATO, Pepper, Eggplant, Squash, Pumpkin, Cucumber and Watermelon Seed and Field Corn on contract.

CORRESPONDENCE SOLICITED

Mention the American Florist when writing

THE C. HERBERT COY SEED CO.

VALLEY, Douglas County, NEB.

Contract Growers of

HIGH GRADE SEEDS

Cucumber, Muskmelon, Squash and Pumpkin, Sweet, Flint and Dent Seed Corn.

Mention the American Florist when writing

GARDEN SEED

Beet, Sweet Corn, Garden Beans, Onion Sets and Sweet Potatoes in variety. Also other items of the short crop of this past season, as well as a full line of Garden Seeds, will be quoted you upon application to

S. D. WOODRUFF & SONS, 82 Dey St., NEW YORK and ORANGE, CONN.

ROUTZAHN SEED CO.

Arroyo Grande, Calif.

Sweet Pea and Nasturtium Specialists.

Wholesale Growers of full list of

FLOWER and GARDEN SEEDS

The Everett B. Clark Seed Co.

GROWERS FOR THE TRADE

Beans, Peas, Sweet Corn, Onion, Turnip, Radish, Beet, Carrot, Spinach, Etc.

Branches: Wisconsin, Colorado, Montana, Idaho, Washington. Milford, Conn.

Market Gardeners

Vegetable Growers' Association of America.

E. A. Dunbar, Ashtabula, O., President; Louis F. Miller, Toledo, O., Vice-President; S. W. Severance, Loui ville, Ky., Secretary; H. J. Cheney, Grand Rapids Mich., Treas. Next annual convention September 1920.

THE New York Sun says gambling in farms in the west has assumed such proportions that the government is going to investigate the situation. In many sections, a cash payment of five per cent will swing temporarily a $100,000 transaction. Large mortgages, due March, 1920, alarm banking commissioners.

PUYALLUP, WASH.—Market gardeners in this section are planning on increased plantings of lettuce this winter to meet the heavy demand built up for the Puget Sound product. While the northern grown crop takes a month longer to mature, the cooler, wetter climate gives a better keeping quality than the California lettuce.—H. M.

Prices of Indoor Fruits and Vegetables.

Chicago, Nov. 25.—Cucumbers, 2-dozen box, $4.50 to $5.50; celery, Michigan, square box, $1.25 to $1.75; leaf lettuce, per tomato box, 37½ cents; radishes, per dozen bunches, 80 cents; tomatoes, per lug, $2.00 to $2.75.

New York, Nov. 24.—Celery, per doz. roots, 10 to 60 cents; cucumbers, basket or crate, $3.00 to $4.00; mushrooms, $1.00 to $2.50 per three-pound basket; tomatoes, per pound, 18 to 35 cents; lettuce, per dozen, 50 cents to $1.25; radishes, per 100 bunches, $1.00 to $6.00.

Insect Control in Stored Foods.

Where foods, seeds or other materials are being attacked by insects, they may be treated either with a gas or with heat to destroy the pests, says L. Haseman of the University of Missouri College of Agriculture, Columbia. Heating in a slow oven is a very simple and practical remedy. Where seeds are treated, care must be taken to prevent injury to germination, but in case of foods, the strength of gas, or the height of the temperature, are no items so long as they are sufficient to kill the pest. Temperatures of from 120 to 140 degrees Fahrenheit will soon kill any of the ordinary pests. This temperature if maintained for only a short time will also not seriously injure most ordinary seeds. Simply spread out the food or other material to be treated in shallow pans or similar containers and place them in an ordinary stove in which the temperature should not go above 140 degrees Fahrenheit. Treat for from 10 to 20 minutes, and both eggs and feeding stages of all common pests will be destroyed. Where large quantities of seeds or other materials are to be treated, small rooms may be heated to the proper temperature, or carbon bisulphide may be used to treat it in tight bins, chests or similar containers. This gas settles down through the product, since it is heavier than air, so the container should be free from cracks in the bottom. For treating an average sized trunk full of foods, grain, furs or clothing, use about two ounces of carbon bi-sulphide and permit it to act for 24 hours. Do not expose the gas to fire as it is explosive.

Pittsburgh.

MARKET CONDITIONS MUCH IMPROVED.

Business conditions are better than at any time this season, and at the close of business, November 22, the wholesale houses were entirely sold out. Of course, the supply has diminished, but the demand is better and the prices are higher. Chrysanthemums are the backbone of the market, and are bringing good returns. The local growers report that they will have a big cut for Thanksgiving. Bonnaffon, Ranger, Dean, and Turner are the favorites. The supply of American Beauties is short, and they clean up daily. Quality and color are extra good. There are not nearly enough roses to supply the demand. Columbia and Mrs. Russell are favorites, with Premier and Ophelia close seconds. The demand is mostly for the shorter and medium grades. Carnations are not in large supply, but the quality is getting better daily. Paper White narcissi are arriving in quantity, but the call is light. The public cannot see them as a high priced flower, but if the grower is going to realize anything on them, the price will have to be held up. The glut in pompons is over, and they are getting back to their own, and to prices somewhere near what they are worth. Orchids are scarce, but the demand is light, as also holds true of lily of the valley. Sweet peas and calendulas are more plentiful, and the quality is better.

FLORISTS' ASSOCIATION MEETING.

The retail florist's association met at luncheon at the Seventh Avenue hotel, November 18 to take up the matter of Sunday closing. The subject was well received by all present. A special meeting has been called for November 25, when they hope to have all the members present, and go more fully into the matter. The prospects are bright that by the first of the year, this city will have fallen in line, and so far as the florist is concerned, be closed up tight on Sunday. The wholesale houses have set the pace, and remain closed all day on the Sabbath. Another subject taken up by the association, was community advertising, and at the next meeting a fund will be started to get it going.

NOTES.

Chas. E. Edgar, the McCallum Co.'s western representative, and wife, are in the city, and will remain here until after the holidays. Mr. Edgar reports a very prosperous season. Henry Blend, another representative, has returned from a trip through northern New York. While on this trip, he was stricken with appendicitis, and had to be operated upon. The operation was successful, and Henry is like his old self again, a little weak, but getting stronger every day.

Visitors: Mr. DeMuth of P. R. DeMuth & Sons, Connellsville, Pa., and J. W. Glenn, of Kittanning, Pa.

M.

Carnation Laddie

Rooted Cuttings, Jan. 1st, 1920, Delivery.
$10.00 per 100; $90.00 per 1000. Order now
A. F. LONGREN
4249 West Monroe St., CHICAGO, ILL.

CHRYSANTHEMUM SPECIALISTS

Elmer D. Smith & Co.
Adrian, Mich.

"Market Gardening"

An elementary text book containing 102 pages, 5x7, with 36 illustrations, by F. L. Yeaw, manager of the Oasis Farm & Orchard Co., Roswell, N. M.

Cloth Bound, 75 Cents.

American Florist Co.
440 S. Dearborn St., CHICAGO

Seasonable Plant Stock

2¼-inch Pot Plants, Except Noted.

Asparagus Plumosus and Sprengerii, $5.00 per 100, $45.00 per 1,000.

Fern Dish Ferns—Pteris, Mayi, Victoria Variegata, Critica Alba, Wimmsetti, etc., $6.00 per 100, $50.00 per 1,000. (very heavy.)

Thumbergia Erecta—Splendid plants from 3-in. pots, $35.00 per 100.

Bougainvillea—Heavy 4-in. pot plants, $4.50 per doz., $35.00 per 100.

Dracena Sanderii, $20.00 per 100.

Euonymus Japonica, "Silver Edged," 3-in. pot plants, $15.00 per 100, 4-in. pot plants, $30.00 per 100; 5-in. bushy, 15 to 18 inches high, $60.00 per 100.

Lantanas, Dwarf—Two wonderful varieties in red, Jacob Schulz and Michiel Schmidt, $5.00 per 100; $45.00 per 1,000.

Kentia Forsteriana—Decorating Palms of good value, well rooted single specimen plants, 42 inches high, $7.50 each; 48 inches high, $8.50 each, 54 inches high, $10.00 each.

Phoenix Canariensis, Heavy plants, 48 inches high, $10.00 each.

The Storrs & Harrison Co.
PAINESVILLE, O.

BULB BARGAINS

LAST CALL!

Strike Delayed Lots

HYACINTHS

	Net 1000
First size (our selection vars.)	$87.00
Second size " "	72.00
Forcing grade, sep. colors	50.00

EARLY TULIPS

	1000
Belle Alliance	$26.00
Calipso	23.00
Cottage Maid	22.00
Crimson King	23.00
Keiserkroon	27.00
La Reine	27.00
Pottebakker, White	28.00
Prince of Austria	27.00
Rose Gris de Lin	22.00
Thos. Moore	25.00
Vermillion Brilliant	35.00
White Hawk	28.00
Yellow Prince	25.00
Single, Extra Fine Mixed	18.00
Boule de Niege	22.00
Coronne d' Or	35.00
Imperator Rub	38.00
Murillo	30.00
Double, Extra Fine Mixed	20.00

COTTAGE TULIPS

	1000
Bouton d'Or	$20.00
Gesneriana (Spathulata Major)	20.00
Maiden's Blush	19.00
Extra Fine Mixed	16.50

DARWINS

	Net 1000
Clara Butt	$22.00
Madam Krelage	27.00
Mrs. Cleveland	28.00
Painted Lady	21.00
Rev. Eubank	27.00
Finest Mixed	20.00

NARCISSUS

	1000
Alba Plena Odorata	$23.00
Mrs. Langtry	20.00
Mrs. Thompson	27.00
Orange Phoenix	30.00
Ornatus, Mother Bulbs	24.00
Poeticus Ornatus, Fancy	15.00
Poetaz Elvira	27.00
Princeps	23.00
Vaughan's Xmas Glory (earliest forcing variety)	32.00
Golden Spur, Double Nose	30.00
Empress, Double Nose	45.00
Von Sion XXX Double Nose	40.00
Von Sion, Fancy	30.00
CROCUS, Separate Colors	10.00

Vaughan's "Book for Florists."

The Above Prices Are Net.

New Crop Gladiolus Bulbs Can Be Shipped Early December.
New Crop Immortelles in stock, full size.
Fresh Bouquet Green for Christmas, Ready.

CHICAGO **Vaughan's Seed Store** NEW YORK

Before Placing Orders for

SWEET PEAS, Spencers, Grandifloras, etc., ASTERS and FLOWER SEEDS in general; TOMATO, LIMA and POLE BEANS, write

JOHN BODGER & SONS CO.,
Contract Seed Growers
LOS ANGELES, CALIFORNIA

GRASS SEEDS

H. A. PETERSEN, Ltd.
SEED MERCHANTS
Brisbane, Queensland, Australia

are Exporters of Rhodes Grass, Paspalum Grass, Soudan Grass, Couch, Prairie Grass, Red Top Grass. Correspondence invited.

GEORGE R. PEDRICK & SON

PEDRICKTOWN, N. J.

Pepper, Egg Plant, Tomato, Okra, Asparagus, Rhubarb, Celery, Spinach, Beet, Onion, Beans, Cabbage, Cauliflower, Sweet Corn and Vine Seeds. Correspondence Solicited.

WHOLESALE SEED GROWERS

Mushroom Growing

By B. M. Duggar
Presenting accurately the requirements for success.
260 pages, cloth, fully illustrated. Price, $1.50.

American Florist Co.
440 S. Dearborn St., CHICAGO

Safepack
more than waterproof

Keeps Moisture In.

The Ideal Protection for Roots and Shrubs.

Delivers them moist and alive, ready to grow again. Cheaper and better than burlap.

For Seedsmen:

Keeps Moisture Out.
Delivers seeds dry. Prevents sprouting, mildew—all damage. Rat and vermin proof.

Safepack Mills
Boston U S A

DAISIES

White and Yellow.

ALYSSUM, Double Giant, 2-in., $2.00 per 100; $18.00 per 1000.
ASPARAGUS Sprengeri, 2½-in., $4.00 per 100.
CALENDULA Orange King, 2-in., $2.00 per 100;
GERANIUM Madame Salleroi, 2-in., $2.50 per 100.
CINERARIA GRANDIFLORA, 3-in., $8.00 per 100.
PRIMULA Malacoides, Lavender, 2-in., $3 per 100.
SMILAX, 2-in., $2.50 per 100.
SNAPDRAGON, Giant White and Yellow, 2-in. pots, $3.00 per 100.
TABLE FERNS, Assorted, 2-in., $4.00 per 100.
VINCA, VARIEGATED, 2-in., $3.00 per 100.

R. C. LIST:

AGERATUM, Gurney and Blue Star, 90c per 100.
VINCA VARIEGATA, $1.50 per 100.
FEVERFEW, Gem, $1.50 per 100
WEEPING LANTANA, $1.00 per 100
GENISTA, $1.50 per 100.
HELIOTROPE, $1.50 per 100.
FUCHSIA, $1.50 per 100.
COLEUS, 10 kinds, $1.00 per 100.
ALTERNANTHERA, red and yellow, $8.00 per 1000.
BRILLIANTISSIMA, $10.00 per 1000.
R. C. DAISIES, Sanders and Giant White, $1.50 per 100; Boston Yellow, $2.00 per 100.
CUPHEA, 90c per 100.
DBL. PETUNIA, as fine a strain as any, $1.50 per 100.
ROSE GERANIUMS, 2-in., $2.50 per 100.

—Cash.—

BYER BROS., Chambersburg, Pa.

The Nursery Trade

American Association of Nurserymen.

J. Edward Moon, Morrisville, Pa., President; Lloyd C. Stark, Louisiana, Mo., Vice-President; John Watson, 400 Nassau Street, Princeton, N. J., Secretary; J. W. Hill, Des Moines, Iowa Treasurer.

Forty-fifth annual convention will be held at Chicago, June, 1920.

Nursery Stock in Bond.

The following communication from McHutchison & Co., well known importers of horticultural supplies, New York, to the federal horticultural board, in regard to importations of nursery stock in bond for Canada, coming through United States ports, and a copy of the board's reply, explain themselves:

NOVEMBER 13, 1919.

"The Federal Horticultural Board,
"Washington, D. C.

"Gentlemen:—

"By request of several of our Canadian customers, we have received prices from them upon Holland nursery stock, consisting for the most part of Azalea mollis, rhododendrons, magnolias, boxwood, roses, etc.,—which Canadian laws do not prevent Canadian florists from importing to stimulate their own commerce, as our United States laws do. These nursery stock items are mostly balled, i. e., with earth about the roots, and according to one of your recent letters, you advised that such stock cannot come through United States entry ports when earth is about the roots, even though they are bonded through to Canadian ports. You will see how your regulations work to the disadvantage of American trade, which will mean that such shipments will have to be forwarded via English and Canadian ports, thus driving commerce away from American ports. It will also be a disadvantage to the Canadian importers, as they will get slower service at an increased price. Before issuing our quotations, we suggest, as patriotic Americans, that you reconsider the matter. As these shipments are not unpacked in the United States, there is not the slightest danger of introducing insect pests or plant diseases in the United States through them, and we do not think it is your intention to drive commerce away from the United States without adequate reasons. In quoting to Canadian firms, we must either say that the shipments can come in bond through New York ports, as usual, or that we can book orders only when the importer makes arrangements for shipments to come via English and Canadian ports, so we trust you will give proper consideration to the matter and advise us your final decision as soon as possible. We are receiving almost daily requests from chambers of commerce and other commercial bodies to boost foreign trade, but so far as our business is concerned, your regulations block any efforts we could make.

McHUTCHISON & CO.

FEDERAL HORTICULTURAL BOARD.
NOVEMBER 17, 1919.

"McHutchison & Co.,
"New York,

"Gentlemen:—

"In replying to your letter of November 13, I would say that, although our regulations prohibiting the importation into the United States of plants with sand, soil and earth on their roots, even for transmission in bond, do work some disadvantage to American brokers, they are designed to act to a far greater advantage to the growers of plants in the United States. One of the most important sources of foreign insects, which have come into the United States, and have attacked our nursery crops, farm crops and wild and ornamental trees, has been the balls of earth about the roots of imported plants. Many insects spend their lives buried in the soil, and emerge from this soil to attack our plants. Even though the soil is tied up in sacks, and packed in boxes, these insects may emerge and fly away from a package, thus gaining entry into this country. It is, therefore, one of the very necessary safeguards of this immediate transportation in bond that the plants shall not have sand, soil or earth on their roots, and that bulbs shall not be packed in sand, soil or earth, except such sterilized soil as is provided for in Amendment 1 to Regulations Supplemental to Notice of Quarantine 37, a copy of which I enclose.

R. KENT BEATTIE,
Pathologist in Charge Foreign Plant Quarantines."

McHutchison & Co., in commenting on the board's ruling, say: "We are unable to grasp the reasoning of official or scientific minds—which ignore commerce or national interests. If these men were doctors, they would confine all human ills to their houses, for fear they might contract some disease if allowed to run loose—and common sense shows that we would then soon have no homes or sidewalks, or intercourse with others."

ROSES

For Easter and Memorial Day Forcing

Order now for delivery when ready, about November 5th to 10th. Strong field grown plants, plenty of canes for training.

VARIETIES

Tausendschon, XXX forcing grade.....$35.00 per 100
Dorthy Perkins — White Dorothy Perkins
Lady Gay — Crimson Rambler
Excelsa (Red Dorothy Perkins)
All XXX forcing grade.....$30.00 per 100

Jackson & Perkins Company, Newark, New York

Ibolium THE NEW HYBRID Hardy Privet

(L. Ibota x Ovalifolium)

Now sent out for the first time. Inquire for further information. One-year field-grown plants, $5.00 each. Summer rooted, frame-grown, $3.00 each. Nov. 25th. delivery.

Introducers of Box-Barberry, well rooted summer frame cuttings, $65.00 per 1000.

The Elm City Nursery Co.,
Woodmont Nurseries, Inc.
NEW HAVEN, CONN.

Natural Habit. When Trimmed.

Hill's Evergreens

BEST FOR OVER HALF A CENTURY
Small, medium and large sizes supplied.
Price list now ready.

The D. Hill Nursery Co.
Evergreen Specialists — Largest Growers in America
Box 404. DUNDEE, ILL.

Miscellaneous Plants

Boston Ivy
Clematis Paniculata
Shrubs
Raspberries, Blackberries
Evergreens
Ornamental Trees
Perennials
California Privet Hedge
Japan Barberry

Prices on request.

Peter Bohlender & Sons
Tippecanoe City, Ohio

HARRISONS' NURSERIES

Fruit Trees Budded from Bearing Orchards. Peach, apple, pear, plum, cherry, quince, grape-vines, strawberry plants, raspberries, blackberries, evergreens and shade trees. Catalog free.

Harrisons' Nurseries, Box 39, Berlin, Md.

SNOW QUEEN CANNA

Awarded Certificate of Merit at S. A. F. & O. H. New York Convention. And 100 other notable kinds. Always ask for

SWASTIKA BRAND CANNAS.

The CONARD & JONES CO. WEST GROVE PENN'A.
Robert Pyle, Pres. Ant. Wintzer, Vice-Pres.

Lilium Giganteum

Liberal grades, full count, perfect condition—Better bulbs cannot be bought at fancy prices.

AVAILABLE AS FOLLOWS:

F. O. B. New York, -	6-8	7-9	8-10	9-10	10-11	11-12
F. O. B. Chicago, -	7-9	9-10	10-11			
F. O. B. Denver, Colo.,	6-8	7-9	8-10	9-10	10-11	
F. O. B. London, Canada,	7-9	8-10	9-10	10-11		

PRICES AS FOLLOWS:

6- 8, 400 per case, $42.00 per case.
7- 9, 300 per case, 49.50 per case.
8-10, 250 per case, 47.50 per case.
9-10, 200 per case, $50.00 per case.
10-11, 150 per case, 49.50 per case.
11-12, 130 per case, 47.50 per case.

DELIVERY can be made at once from Denver, Chicago and London. From New York as the cars arrive (11 carloads now en route). Write for prices on Hardy varieties.

TERMS: 60 days net, less 2% cash 10 days from invoice date, cash with order from those who have not established credit with us.

CAN ALSO OFFER

DUTCH BULBS, Tulips and Narcissus in varieties. **T. R. BEGONIA BULBS,** in sizes and colors. **VALLEY PIPS,** U. S. grown **NARCISSUS,** etc. Write for prices specifically stating requirements.

McHUTCHISON & CO., The Import House, **95 Chambers St., NEW YORK**

Mention the American Florist when writing

DUTCH BULBS

READY FOR IMMEDIATE SHIPMENT

NAMED HYACINTHS

	Per 100	Per 1000
Blue, Grand Maitre, King of Blues, Queen of Blues.		
Red and Pink, Cardinal Wiseman, Gen. De Wet, Lady Derby.		
Second size named varieties	$8.50	$80.00
Forcing grade in separate colors	6.00	55.00
Bedding grade in separate colors	4.50	40.00

SINGLE HARDY NARCISSI OR DAFFODILS

	Per 100	Per 1000
Empress, double nose bulbs	$4.85	$46.00
Golden Spur, double nose bulbs	5.00	48.00
Golden Spur, round bulbs	3.75	35.00
Sir Watkin, double nose bulbs	4.75	45.50

SINGLE TULIPS

Cardinal's Hat, red	4.75	45.00
Dusart, scarlet	2.40	21.50
Mon Tresor, yellow	4.90	46.00
Prince of Austria, orange scarlet	3.60	33.00
Rosamundi, rose pink	2.40	21.50
Rose Grisdelin, soft rose	2.75	24.00
White Hawk	3.25	29.50
White Swan, pure white	2.50	21.50
Yellow Prince	3.30	30.00
Extra Fine Mixed	2.00	18.00

DOUBLE HARDY NARCISSI OR DAFFODILS

	Per 100	Per 1000
Von Sion, round bulbs, 1st size	4.25	40.00

Less 10% for Cash with Order.

A. HENDERSON & CO., 166 N. Wabash Ave., CHICAGO

Mention the American Florist when writing

Geraniums Rooted Cuttings.

WINTER PRICES.

S. A. Nutt and Buchner..at $18.00 per 1000
Poitevine and Ricard....at 22.00 per 1000

Parcel post or express delivery.
Parcel post charged at cost.

ALBERT M. HERR, LANCASTER, PA.

For **DUTCH BULBS** write to

VAN MEEUWEN & TEGELAAR

1133 Broadway, corner, 26th Street, NEW YORK

Lilium Formosum, 7/9	per case, $75.00	**Gladioli America,** 1½ up	per 1000, $30.00
Lilium Giganteum, 7/9	per case, 60.00	" " 1¼-1½	" 24.00
		" " 1 -1¼	" 18.00

Immediate Delivery—F. O. B. New York. Subject to prior sale.

Azaleas for Forcing

Azalea Hinodigiri, the Most Valuable Variety Grown

Stock limited. We offer 2-in. pot plants for spring delivery at $20.00 per 100, $180.00 per 1000. Order now if desired.

Can also supply pot-grown Ampelopsis

THE ELIZABETH NURSERY COMPANY, Elizabeth, New Jersey

Mention the American Florist when writing

DUTCH BULBS

Case No.		Single Hyacinths	Per 1000
861	500	Gertrude, First Size	$85.00
861	500	Queen of Blues, First Size	85.00
861	250	Grand Maitre, First Size	85.00

Case No.		Single Narcissus	Per 1000
865	1000	Trumpet Major (D. N.)	25.00
865	500	Bicolor Victoria (D. N.)	40.00

Case No.		Double Tulips	Per 1000
864	2000	Murillo	$30.00
864	2000	Dark Red (Rubra Maxima)	34.00
864	500	Tournesoll Yellow	40.00
865	1000	Tournesoll Yellow	40.00

Case No.		Single Tulips	Per 1000
865	2000	Belle Alliance	29.00

Case lots only 10% from this price for cash with order.

S. S. SKIDELSKY & CO., 50 Park Place, New York City

Robert Craig Co...
High Class **PALMS**
and Novelties in Decorative Plants.
Market and 49th Sts., Philadelphia, Pa.

NARCISSUS PAPER WHITE GRANDIFLORA
1300 to a case. WRITE FOR PRICES.
READY FOR IMMEDIATE DELIVERY.
HOGEWONING & SONS, Inc., 32 Broadway, New York

If you are interested in
POINSETTIAS
and four and five inch
BOSTON FERNS
for immediate delivery, write
GEO. A. KUHL, Wholesale Grower PEKIN, ILL.

Carnation Laddie
R. C., Feby. and March Delivery.
$10.00 per 100; $90.00 per 1000.
The demand for this Carnation will far exceed the supply.
F. DORNER & SONS CO., Lafayette, Ind.

CHAS. H. TOTTY
MADISON, NEW JERSEY
WHOLESALE FLORIST
Chrysanthemum Novelties My Specialty

ABUNDANCE OF STOCK

	Per 100	Per 1000
2¼-inch Smilax plants	$ 2.75	$25.00
2¼-inch Snapdragons, white, pink and yellow	5.00	48.00
4-inch Marquerites, white and yellow	15.00	
25,000 Vincas, field grown	8.00	75.00
10,000 Bench Ferns, 5 varieties, $25.00 and $30.00 per 100.		

Packing free of charge. Liberal extras.

Alonzo J. Bryan
Wholesale Florist
Washington, New Jersey
Mention the American Florist when writing

SMILAX
Extra Good, Well-Rooted Plants.
From 2-in. pots, $2.00 per 100; $18.00 per 1000.
BOSTON YELLOW DAISIES.
A special good strain; from 2-in. pots, $3.50 per 100.
LETTUCE, Grand Rapids Forcing, $1.00 per 1000; $8.50 per 10,000.
Elmer Rawlings, Wholesale Grower, ALLEGANY, N. Y.

For Christmas

PINK TRUMPET HEATHER
75c to $5.00 each.
MELANTHERA
$1.50 to $5.00.
ERICA REGENERIUS
Lavender, per doz., $9.00 to $18.00.
JERUSALEM CHERRIES
Per doz., $6.00 to $18.00.
PANDANUS VEITCHII
Per doz., $9.00 to $24.00.
DRACAENAS, Colored
In four varieties.
Per doz., $9.00 to $24.00.
Also Oranges, Cyclamens, Poinsettias.
Prices on application.
Anton Schultheis
316 19th St., College Point, New York, N.Y.

Ready Reference Section.

12 CENTS, NET, PER LINE.

ALYSSUM.

Alyssum, Double Giant, 2-inch, $2.00 per 100. Elmer Rawlings, Allegany, N. Y.

Alyssum, Double Giant, 2-in., $2.00 per 100; $18.00 per 1,000. Byer Bros., Chambersburg, Pa.

Asparagus plumosus, 4-in., 12c; 3-in., 6c each. EDGAR EASTERDAY, Nokomis, Ill.

ASPARAGUS.

Asparagus plumosus, 2¼-in., 3½c; 3-in., 7½c; 4-in., 12½c. Sprengeri, 3-in., 7c. Cash. L. J. ROWE, Titusville, Pa.

Asparagus Sprengeri, 2½-in., $4.00 per 100. Byer Bros., Chambersburg, Pa.

ASPARAGUS ROOTS.

Aspidistra, green, 10-in. tubs, 20 to 24-in. high, $5 to $8; 12-in. tubs, 22 to 28-in. high, $8 to $10 each. Vaughan's Seed Store, Chicago and New York.

BEGONIAS.

Begonia (pink) in bloom. Fine for Xmas, 4-in., 15c. Cash. L. J. ROWE, Titusville, Pa.

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Dutch Bulbs. For varieties and prices see display advertisement elsewhere in this issue. Van Meeuwen & Tegelaar, 1133 Broadway, New York.

Dutch Bulbs. For varieties and prices see display advertisement elsewhere in this issue. S. S. Skidelsky, 50 Park Place, New York.

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Calceolaria, Hybrida, choicest mixed, 2-in., $9.00 per 100. Cash. BRILL CELERY GARDENS, Kalamazoo, Mich.

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Carnation Cuttings. December, January, February and March delivery. Varieties: Beacon, Alice, Cottage Maid, Mrs. C. W. Ward and Matchless. 6.00 per 100; $50.00 per 1,000.

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Denver, Colo.

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Carnations; rooted cuttings. Laddie, $90.00 per 1000. F. Dorner & Sons Co., Lafayette, Ind.

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Glencoe Illinois

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Chrysanthemums in all leading varieties. Write for list. Elmer D. Smith & Co., Adrian, Mich.

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Cyclamen Seedings. We are booking orders for cyclamen seedings, assorted varieties. Will be ready soon. $8.00 per 100, $75.00 per 1,000. Add 5% for packing. THE GEO. WITTBOLD CO., 745 Buckingham Place, Chicago.

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Freesias. Imp. Purity, ⅜-½-in., $6.00; ½-in. Plump, $8.00 per 1000. Colored (Fardel's), separate colors, $4.00 per 100; $35.00 per 1000. Mixed, $3.50 per 100; $30.00 per 1000. Vaughan's Seed Store, Chicago and New York.

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Kentia Belmoreana. Average in 3 and 4 leaves, good strong plants out of 2¼-in. pots at $15.00 per 100. Prices on larger quantities on application. J. H. FIESSER, 711-741 Hamilton Ave., North Bergen, N. J.

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Pansies. 200,000 fine plants, Giant strain, $3.00 per 1,000. Byer Bros., Chambersburg, Pa.

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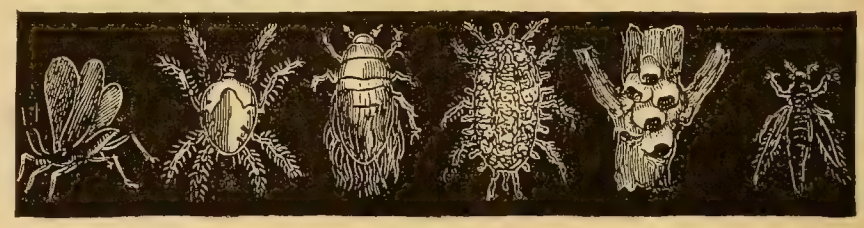

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Vol. LIII. **CHICAGO AND NEW YORK, DECEMBER 6, 1919.** **No. 1644**

THE AMERICAN FLORIST

ESTABLISHED 1885

Copyright 1919 by American Florist Company. Entered as Second Class Matter Nov. 11, 1891 at the Post Office at Chicago, Illinois, under act of March 3, 1879.

PUBLISHED EVERY SATURDAY BY

AMERICAN FLORIST COMPANY,
440 S. Dearborn St., Chicago.
Long Distance Phone: Harrison 7465.
Registered Cable Address: Ameflo, Chicago.

Subscription, United States and Mexico, $1.50 a year; Canada, $2.00; Europe and Countries in Postal Union, $2.50. Volumes Half Yearly From August 3, 1901. Single Copies, 10 cents.

Address all correspondence, subscriptions, etc., American Florist Co., 440 S. Dearborn St., Chicago

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The thirty-sixth annual convention will be held at Cleveland, O., August, 1920.

Christmas Number

NEXT WEEK

Mail Your Copy Early.
Forms Close December 9.

American Florist Co.
440 S. Dearborn St., CHICAGO

SUGGESTIONS FOR PLANT GROWERS.

Lily of the Valley.

It is often remarked that it is surprising more florists do not force lily of the valley for the holidays. While the forcing of this flower throughout the season had much better be left to those who make a specialty of it, for the demand during the winter is not at all steady, and for the smaller grower to attempt to grow his supply would be hazardous and probably result in so much waste that he would lose in the end. But well grown pots of lily of the valley at Christmas will always be disposed of and there is more or less demand for the cut blooms at that time, and a small amount can be grown and a good profit obtained. Well selected cold-storage pips are necessary—it would not pay to attempt to grow the freshly imported stock—and a place in the greenhouse where the pipes can be enclosed and the pots kept dark with a temperature of 80° maintained. It is not necessary to build an enclosure of wood, for bagging or old carpeting may be hung under a bench and shelves provided that will enclose a space large enough to grow what pots may be required. Three weeks with cold storage pips in this kind of an enclosure will bring it in on time, but the inexperienced grower had better take a little longer and if the flowers come too early, as soon as the bells form the pots can be moved into a cool house and they will be much improved; in fact, they should have a few days in the light to give the foliage proper color. When the pips are received the roots should be cut so that they can be placed in the shallow bulb pans, and then planted in clean sand, the tops of the pips being just even with the sand with a dozen pips in a four-inch pan or 25 in a six-inch pan. Water with warm water to settle the sand about the pips, and if they stand above the sand when it settles fill in to the top of the pips, and then place the pans in the warm enclosure. Keep the sand wet and always water at a temperature as warm as the enclosure. When the flowers begin to show, care should be taken not to wet them when watering. As soon as the first bells begin to open place them in a partly shady location in a little cooler temperature and in a day or two they can be placed in full sunlight in a house with a temperature of 60°. They will then harden up nicely and keep longer.

Begonia Rex.

With the advent of steady firing and a warm propagating bench the cuttings of Begonia Rex should be started at once if good plants are desired for spring and summer growing. These plants are very ornamental when well grown and the leaves can be used in much floral work. These plants are raised from either shoot or leaf-cuttings, but where many are propagated the latter method is generally employed. Well matured leaves that are healthy and vigorous are selected and two methods can be adopted. The leaf can be cut several times through the mid-rib and its branches and then placed on the propagating bed and the cuts pegged down to the sand. A wire in the shape of a hair pin will do this. Or the leaf may be cut into triangular pieces, with the rib as the apex, and these cuttings inserted in the sand as other cuttings are with the point down. Another method sometimes adopted is to cut the leaf in two parts lengthwise and the two halves are stood erect in the sand. The cutting bench should be shaded and if covered with glass and kept close the propagation will be more rapid and successful. The small leaves will shortly protrude from the sand and when the roots have attained a length of half an inch or more they can be potted in soil consisting of two parts loam, one part leaf-mold, one part well-rotted manure, and one part sand. They will require a warm temperature, and when watering be careful not to

wet the foliage, especially where the sun shines upon them, or holes in the leaves will be the result. They should be shifted into larger pots as required and as the plants grow, coarser soil may be used in the potting. They make much handsomer plants when grown in shady locations rather than in the full sunlight.

Azaleas.

Keep the azaleas well spaced out as they begin to come into flower. The buds should be swelling rapidly and beginning to show color by early December. Never allow the plants to suffer for water, and where any are shipped out or carried into the residences they should be well watered before being taken out of the greenhouse. All plants that are sent away should be safely covered, and with azaleas it must be taken into consideration that they have been grown in a very warm temperature, and they chill easily. Plants that are forced as hard as these are to have them for the holidays, are damaged very quickly if they get chilled, even if they do not get frostbitten. We have known azalea plants to look all right when undone, but the blooms wilted and never came out. Six to eight thicknesses of newspaper with a heavy outside wrapping should always be used in doing up these plants and more if the weather is severe. If the plants are not far enough advanced to have them in for Christmas a little higher temperature will be required, for to have them in at that date is a necessity in order to get the best price. Watering or syringing with warm water will assist some, but we do not like to do this unless absolutely necessary to get them in on time. Plants that are too far advanced can be moved into a cooler house, which will greatly benefit them for house culture.

Cinerarias.

As fast as these plants require it they should be repotted and shifted to larger-sized pots. They are growing rapidly and should receive no check or they will become stunted. Keep them in a cool temperature, that they may be strong and sturdy, and above all things now do not crowd them, but space them out often; when the leaves begin to touch, go over the bench and space them out. These plants are beautiful in early spring if well grown, but if they become crowded and get drawn they are but poor specimens. When the larger plants begin to show their buds, if they are in as large pots as can be easily handled, a watering of liquid manure will help them finish their flowers. They are strong growers and great feeders and where the pots are full of roots will need a little stimulant. Constant watchfulness for aphis is required in growing these plants. Frequent fumigations will be necessary or standing on tobacco stems will keep the insects in check.

Poinsettias.

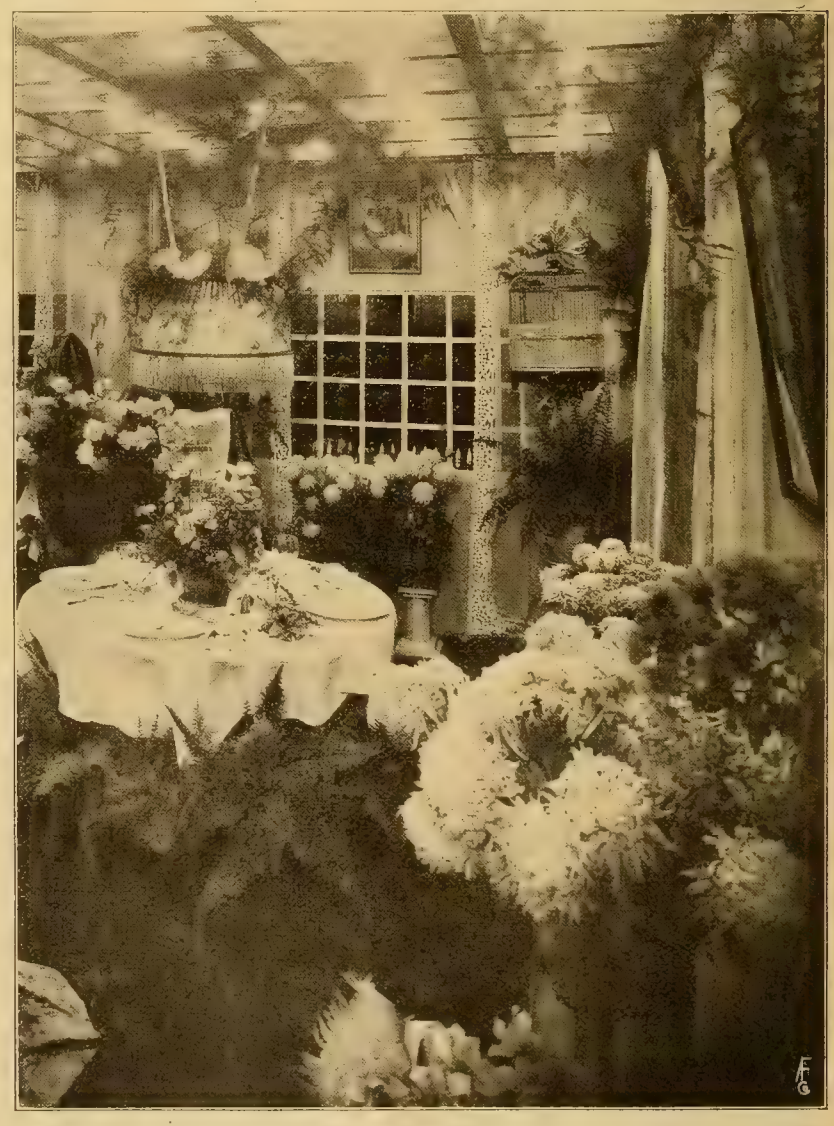
The plants are now forming their showy bracts and the worries of the grower are nearly at an end, for if they have come through to this time in good condition the disposal of the plants and flowers is all that remains to be done. Until the highly colored leaves have attained their full size, however, the same equal temperature should be maintained and then if found advisable a little drop in the temperature can be allowed, but it is far better to do this gradually and not subject the plants to too sudden a variation. The plants should now be all neatly tied to a stake, and, as before remarked, the neater the stake the better the appearance of the plant. It always has seemed strange to us that a grower will spend time and money in producing a crop and then spoil the appearance or the best sale of the plant by using a cheap, ill-looking auxiliary in attempting to save a penny. These plants can be disposed of at a good remunerative price if properly handled, and nice-looking painted stakes can be afforded. The plants grown for cut blooms should be kept tied erect that they may have straight stems. In the cutting and marketing of these blooms much dissappointment and failure has been experienced by many growers, the bracts wilting very soon after cutting, and where this occurs they never recover. Some growers place the stems on a red hot coal immediately after they are cut and thus seal the end. Others plunge the stems in hot water, and both are said successfully to prevent wilting. Another plan is to wrap the blooms in wet newspapers; similarly to the manner of handling cut adiantums, and then placing the stems in deep jars of water. It will be found necessary to adopt one of these or some other method to prevent the blooms from wilting or many will be lost.

THE RETAIL TRADE

Conducted by Robt. Kift, Phila., Pa.

Thanksgiving at Woodlawn Flower Shop.

The Woodlawn Flower Shop, Seattle, Wash., has received numerous favorable comments on its Thanksgiving window as shown in the illustration herewith. The two sides were covered with painted canvas in imitation of a brick wall with a single window on each side. In front of these were arranged small window boxes, pompons being featured in one and violets in the other. These openings appealed to the natural curiosity of passersby, who even in a hurry, almost invariably stopped to get a glimpse of what was within, being rewarded with a view of a typical thanksgiving table arranged with fine china, shining glassware and silver. The place of honor on the table, however, instead of being occupied by a turkey, was taken by a large basket of Ophelia roses, yellow pompons and cyclamens, while on the inside of each of the windows was a basket of yellow and pink chrysanthemums, respectively. As an added touch, a bright colored bird cage was suspended in one corner and the walls were hung with Parrish



THANKSGIVING TABLE DECORATION IN THE WOODLAWN FLOWER SHOP, SEATTLE, WASH.

BOY SCOUTS OF WASHINGTON, D. C., WITH FLOWERS FOR THE SICK IN HOSPITALS THANKSGIVING MORNING.

subjects in the deep blue tones that so splendidly fitted in with the colors of the flowers. A tall vase of fine carnations also occupied a vantage point in the arrangement. H. M.

Next Week in the Flower Shop.

There is apt to be a lull the first two weeks in December, when the business appears to be nearly all in the various other branches of trade that feature Christmas goods. People want plants and flowers, but they somehow feel that there is lots of time; that what they would select now, would not keep until Christmas, or they have come to know by experience, that the majority of the trade, do not stock up until the last week, the early December assortment being very meagre, indeed. The dull period should be turned to good account and made the most of in preparatory work to relieve the stress of the rush hours of the final week. All kinds of fancy evergreen work, wreaths, baskets, etc., both for cemetery or house decoration, should now be made up and pushed to the limit. There will be just as much demand as ever. All stock of this character, made now, will, if properly cared for, keep in fine condition for Christmas, and every piece put away saves just that much time for some duty more important when the rush comes. Systematize and plan each day's work ahead; at least one-third more can be accomplished with system than without it. Sit down each night and go over what was accomplished that day, and see where it might have been improved upon.

Keep a close watch on the buying. Cut flowers are inching up each day, and any losses from unsold stock, counts very rapidly. At the same time, there should be a good showing of all the popular flowers, and samples of all kinds of foliage plants, the latter featured to advantage in the latest jardinieres and pedestals, fancy pot covers and plant stands of the Christmas stock. As much in all lines of the holiday goods as it is possible to show, should be displayed to the best advantage so as to come into competition with the many other things that are being considered.

A window decoraion of such stock, with a Christmas slogan, "Gifts that will grow," will put the stock in the running. A neatly printed, small card, extolling its virtues, should be in front of each item. Few retail florists, apparently, see the great benefit of window cards, as they scarcely ever use them, while in most other lines of retailing, they are considered a necessity. Take a walk through the shopping district of any of the large cities or towns of the country, and notice the great use that is made by nearly all the stores of window cards to attract attention to the goods on sale.

Plan the holiday decoration for the outside front of the store. From an advertising point, it is one of the essential things that is bound to bring in splendid returns. Go up and down and across the street, and prepare something that will catch the eye as soon as it comes in sight.

People are out now viewing the shops, and will stop and admire such a decoration and speak of it to others, so that they will also want to come and see it.

Do not fail to have the Chrismas circular out on time. It should tell the story of the store's wonderful stock and readiness to serve, briefly, but so forcefully that it goes on the list of shops certain to be visited.

A good everyday stock, is a few boutonieres in the window with a card, "For your buttonhole;" also, a few of the small colonial bouquets. These are made, for the most part, of scraps or otherwise unsalable flowers, and finished with a small bouquet paper that gives them a very salable appearance. Some of the trade always have these in stock, and find they add to their reputation, as well as the daily receipts.

Always have several well-made corsages on display in the box or window. They have an artistic look, and many are sold because they are ready to put right on.

Feature a few of the small vase or tumbler baskets, filled with Christmas greens, cones, red ruscus, holly berries, etc., and finished with a small bow of red ribbon. A gilt Merry Christmas at the ribbon, stamps it at once as a holiday gift. These are largely used as Christmas cards, quantities being sold by those making them a specialty.

Keep the Florists' Telegraph Delivery service to the front, as a means of sending floral gifts to any city in the land. It is the publicity that makes the business. Ten times the out-of-town trade would be done, were the public aware of the great efficiency of the organization. Hustle for this business. It is the orders you send out that bring, not only a clean profit of 20 per cent, but more business through the new customers secured.

Street Front of the Store.

To be situated on a busy thoroughfare, and not make the most of the passing crowds, means just one lost opportunity after another. Everyone who comes within view of the shop, is a possible customer, and whether they notice the store at all, or are so interested as to stop and take a look in the windows, depends entirely upon their attractive appearance.

Nearly everybody decorates at Christmas, no home being complete without its holly or other wreaths, and its bunch of holly or green wreathing. It is surely good business for people who deal in Christmas greens to use them liberally themselves, to show how advantageous they are in decorative effects. The main feature is, however, to make the store so noticeable that no one passing can fail to be attracted, and impressed with the fact that the holidays are rapidly approaching, and that this particular store is up to date, and making a strong bid for business.

There is a great variety of stock suitable for such work. The entire front of the buiding, from pavement to the roof cornice, should be taken advantage of to get the greatest display. The imme-

diate store front can be framed in green. Boards cut to fit either side from the pavement to the cornice, and across underneath it, can be covered with pine or hemlock boughs, tied on rather thick and yet loose looking, and given color with bunches of red immortelles or wreaths and bells made of red chenille. The shelf over the cornice, can hold a row of medium-sized spruce trees, decorated with tinsel and toys that will stand the weather. If wired with miniature electric lights, these will make a very noticeable feature at night. "Merry Christmas," in large red chenille letters should be a prominent feature.

M. E. BISHOP, RHINEBECK, N. Y., IN OF HIS VIOLET HOUSES.

A pavement box of evergreens or boxwood makes a good finish across the front. Pyramid box or clipped evergreens are also good pavement ornaments, and salable as well.

Violet Supply Shortage Causes.

The violet is one flower whose young buds cannot stand a high temperature. Although 85 degrees will not seriously injure a bud that is developing into bloom, it will invariably blast the younger growths and the results will be apparent four or five weeks later. Three years ago the entire October crop in the Rhinebeck, N. Y., district was destroyed by a hot period in September. Last year, three very warm days the first week in December either destroyed or injured many of the December and Christmas blooms, and this year, the hot weather of October blasted 80 per cent of the November and Thanksgiving crop. During the past three weeks, it has been a wild scramble for violets at any price, football games bringing a heavy demand the first part of the period and then followed the Thanksgiving call. The wires have been kept hot with orders for the event and naturally the florists feel slighted because requirements have not been filled as usual, who do not realize what the loss of his crop means to the grower. In former years, when so many were producing this flower, a short crop was hardly noticeable in the market, but with only a few successful growers now in the business, the situation is much different. The violet industry, however, is coming back to its former status of 25 years ago, when they brought five and six cents per flower for Christmas and the grower had cause for complaint if he did not receive more than $1.50 per 100 during Lent. J. H. S.

Lily Bulb Production in United States.

By David Griffiths, Agriculturist, bureau of plant industry, United States department of agriculture, Washington, D. C.

Again the stocks of Easter lily are short, exceedingly high priced, and often, entirely absent from the florists' windows. With three successive shortages, two due to embargo, and one to a greater demand than the world's supply can meet, it would seem that the time has come for the American florists and growers to protect their interests against the periodic recurrence of such difficulties, by growing their own bulbs. Last year, an embargo prevented importation. This year, the supply, which is short, goes largely to other countries, and the American grower must put up with what is left.

In previous issues of this publication, others as well as ourselves, have shown that it is possible for the florist to produce his own bulbs of Easter lily from seed, in one year's time, with a minimum expense, under greenhouse conditions. It has also been shown that these stocks are hardy under proper treatment as far north as Washington, and can, consequently, be produced out-of-doors, can be grown on from year to year as a permanent out-of-door crop, and can be set out to "finish off" after the season of blossom has passed if the stems are not cut too short. In other words, those bulbs from which flowers with a minimum of stem have been cut, will recuperate perfectly with one year of out-of-door culture. Those cut at the surface of the pots, behave peculiarly, but we are confident that many of these can be saved. The proper method of handling them is now under investigation and will be discussed later.

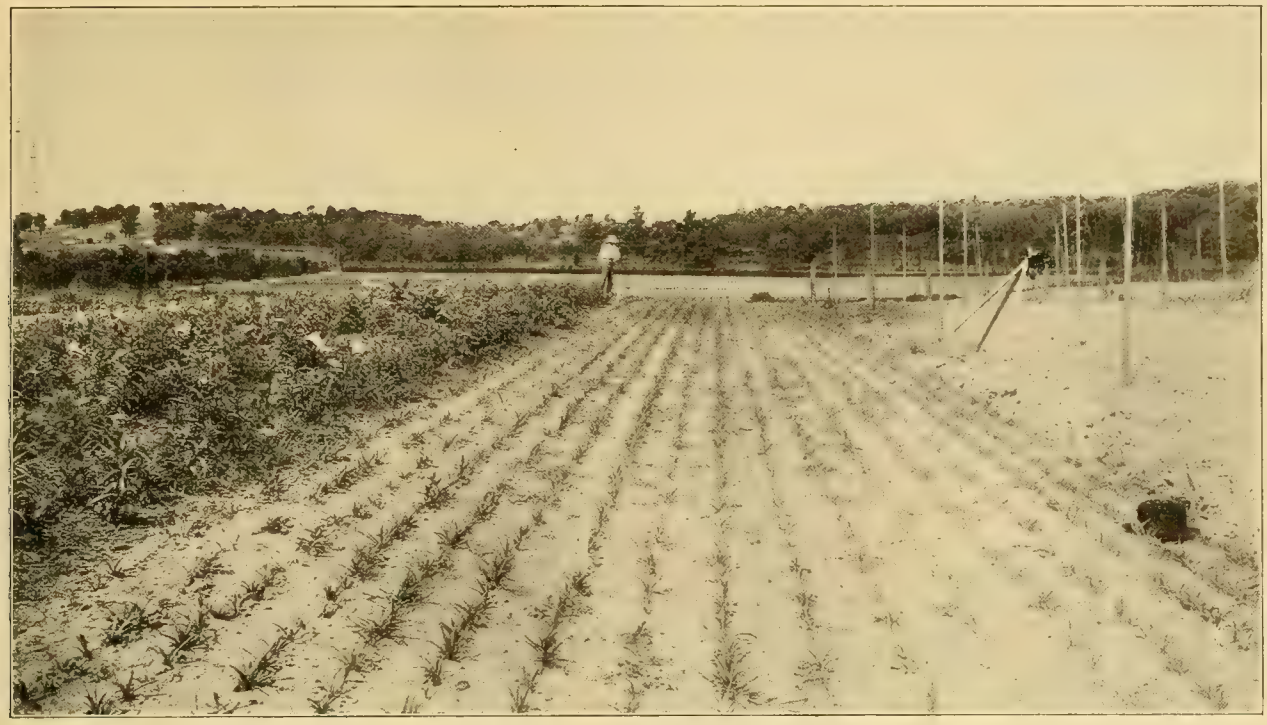
This lily is not only the best greenhouse species of the genus, but it is likewise the best species for the open border and bed at least as far north as Washington, D. C. It has gone through both a very severe and a very mild winter in this climate, and two years ago it was overflowed with water from the Potomac river for 48 hours or more. We can, therefore, say with confidence that there is every reason why this lily should become as commonly grown in gardens this far north as the Tiger and the Madonna. When we get to growing our own bulbs, and storing them properly, the plants can be had in blossom all winter from the greenhouse, and all summer from out-of-door plantings.

In previous discussions, we and others have shown how seedlings can be produced in pots in one year's time ready for the florists' use. As our investigations progress, it develops that this lily is much more adaptable than we at first thought. It is not necessary to carry the seedlings in pots through their first flowering at all.

Last winter, we sowed seed in flats January 15, pricked 9,000 seedlings into thumb pots in March, and set the plants in the field, May 1. The first blossoms appeared in late July, and at the present time, (October 22), are continuing to blossom. Some of the plants have as many as eight flowers to the stem now. This is a remarkable showing for seedlings nine months of age, and grown out-of-doors five and one-half months of that time. These will make good forcing stock for next fall's use. Five per cent of them are now large enough to force.

When a batch of seedlings has once been brought to forcing size, which may be looked upon as occupying two years under out-of-door conditions, although it is said that it takes three years from bulblets in Japan, it is a very simple matter to increase one's stock. In two years' time from seed, or one year from bulblets, especially with a manure mulch, which it is advisable to give these bulbs, one can be certain of a natural reproduction of three to 10 stem bulblets, which is sufficient for any ordinary increase of stocks. We are able under our conditions and methods of handling, to count safely on three to

ALFRED FORDER AND WIFE OF CINCINNATI, O., IN CALIFORNIA.



LILY SEEDLINGS ON THE DEPARTMENT OF AGRICULTURE GROUNDS, ARLINGTON, VA.

four stem bulblets, five to seven centimeters in circumference. When well handled, these will produce good forcing bulbs, which will give three to five flowers after one year of out-of-door culture. In two years out-of-doors, they will make bulbs seven to nine inches in circumference, which is as large, if not larger, than it is profitable to force.

Commercial Chrysanthemum Culture.

Paper by Hans Jepsen, chrysanthemum specialist, read at the meeting of the Commercial Flower Growers of Chicago, November 20.

The chrysanthemum (Greek: Golden Flower) includes many of our perennials, which we will exclude, and deal only with our two favorites, the large chrysanthemum and the pompon. The last 20 years have produced wonders in chrysanthemums, thanks to such men as Mr. Pockett, E. G. Hill, Chas. H. Totty, Elmer Smith, A. Herrington and one in our own locality, C. W. Johnson, Morgan Park, Chicago. Others, too, have accomplished great work, and are doing it yet, but the above named have put dollars in the pockets of all chrysanthemum growers, regardless of where they live.

Let us begin with the single stem chrysanthemum. Start propagating in February and March from plants cut back the previous fall, which have been growing in flats or on a bench during the winter, in a cool, airy house. Use only good, strong cuttings. I have found it very practical when making cuttings, to dip them into a nicotine solution with a little soap added. If the cuttings are not clean when placed in the sand, it means loss of cuttings, and stunted plants, which are sure to give dissatisfaction the entire season. A good supply of rooted cuttings, means a nice, even crop, all one size, with no "dead heads" on the bench. Keep plenty of stock plants, so that you can get as many cuttings into the sand at one time as you need of each variety. In some fast growing varieties, I take my cuttings when done flowering, and place them in sand at once. In that way I do not have to bother with stock plants. However, I do not believe this to be practical with a "slow grower."

I prefer two and one-half inch pots for my cuttings, instead of flats, as the plants are taken care of for a long time, and when the pots are filled with roots, liquid manure can easily be applied, which proves very beneficial to the young plant.

When Memorial day has passed, get ready to bench out your chrysanthemums. Here several ways are used; some growers plant eight inches apart, some six inches, others seven inches. The latter, in my opinion, is ideal for commercial purposes, as I get fine foliage and fine blooms when they are set this distance apart. At six inches, a strong grower has not much chance. When the young plants are established, stake them at once; when they fall over, they lose a lot of vitality, and, as a rule, these are the first to get red spider and black spot, two things very hard to conquer at the same time.

For spot on chrysanthemums, I believe copper ammonia solution the best; for spider, good water pressure. When aphis make their appearance, I believe fumigating to be the most efficient remedy, as the fumes reach down into the crown, besides, butterflies and millets are also killed by the fumes.

When spraying is used, I like to start about 2 p. m., and lower the vents to about three inches, as it helps to keep the odor in the house. In Denmark, a lot of fish oil soap with nicotine is used for spraying, and is very effective and harmless. Hydrocyanic acid gas is good, but very dangerous. I do not care to recommend it, but use it myself, when necessary.

In summer, I spray my chrysanthemums overhead three or four times daily. Insects cannot live where there is sufficient moisture in the air. We have passed through a dry, hot summer, and my chrysanthemums have had but one fumigating, and are perfectly clean. They have never been syringed, and have no spider. Spraying daily, early in the season, will do away with much labor when the chrysanthemums come into bud. When grasshoppers and leaf rollers make their appearance, I use arsenate of lead. I do not favor paris green—it burns too easily on a hot day. When August arrives, I apply a mulch of either cow or sheep manure; both are very good. Remember the chrysanthemum is a gross feeder. From August on, the plants are very active, and require a lot of food. In Europe, we used a lot of night-soil, and also guano, these two being very cheap years ago.

It takes a strong plant to produce a first-class flower; when the bud is about half-grown, they will need more feed, and when the petals commence to loosen, increase the temperature to 52° at night to give the flowers the right color and size. When matured, cool off a few days before cutting.

Some growers lose out when it comes to the time to take the bud. I have known men to say: "We will take the next bud; we are too busy now." In most cases, the crown bud is the best; in some the terminal bud is used. There is a big difference between the two. A crown bud is the third bud, and the end of a season's growth. A terminal bud is borne on a growth coming from beneath the crown bud when not disbudded. When crown buds are wanted, be on the job, and be very careful, lest in a few days the terminals get the best of it.

I believe you have all read articles about packing in our trade papers. It is brought up every year, and is very important. There are too many flowers coming to the market spoiled in packing. Putting too many in a box is poor policy. Chrysanthemums should be handled less than any other flower, but it seems, get the most abuse.

POMPONS.

Pompons are treated like the large chrysanthemums while young, with the exception, that one must keep on pinch-

ing to get as bushy a plant as possible by July. After that let them go, and they will do the rest. When spring comes, my pompons are planted out of doors until July, when I bring them in, and push them along the same as the large plants. Cultivate them freely, give them plenty of moisture overhead, and watch your pompons go ahead. I do not want to go into details about varieties. Each market has its favorites, and very few growers agree on any one variety.

Let us work towards the day when we can truthfully say that we have the chrysanthemum up in line with the rose. There is no reason why it cannot be done. A man devoting his time to growing chrysanthemums, should receive as much for his labor and his investment as a rose grower. But he does not—simply because he is not as careful as the rose grower.

Wind Damage at Detroit.

A violent and destructive windstorm swept over Detroit, Mich., November 29. A velocity of 84 miles per hour was reached at six o'clock that evening. Many persons were seriously injured, and five deaths are reported. The florists were victims of the storm's fury and serious loss of glass and stock is reported.

The smoke stack of Beard Bros., West Fort street, was blown down on the office and service shed, pinning Sidney Beard in the debris, and causing him probably fatal injuries. His spine was injured, skull fractured, and many ribs broken. He was taken to the hospital unconscious, and operated upon, and is in a very serious condition.

Joseph Streit's residence chimney blew down and about 250 lights of glass were broken in his greenhouses. Chas. Plumb had a small loss in broken glass, but his stock escaped. W. B. Browne's large plate glass window at 330 Woodward avenue was destroyed. G. H. Taepke's greenhouses in Elmwood suffered considerable damage. The chimney was blown down upon a section of the houses, which were quickly emptied of stock and a temporary chimney provided promptly that enabled them to operate a boiler.

Krumholz's houses on Connor's Creek road suffered by the loss of glass, but repairs were made before serious injury to the stock. John Breitmeyer's Sons' Mack avenue range suffered the total loss of one house and much broken glass in others. Thomas Browne, Greenfield, had the ends of all his houses broken in, and many ventilators blown off, but the stock suffered but little.

The Indian Village Greenhouses had a considerable loss at their Van Dyke place, and a greater loss by the blowing in of the ends of three rose houses at their Mt. Clemens plant. The Breitmeyer plant at this place also suffered by broken glass. John Warncke, Woodward avenue, lost about 400 lights of glass and none of the other places adjacent escaped without some loss. John Carey's big plate glass window of his Woodward avenue shop was destroyed.

J. F. S.

SAC CITY, IA.—The Montgomery Gardens have added one house, 16x100 feet to their range. Homer L. Montgomery, recently discharged from the army after serving through the war and with the forces of occupation in Germany, has been placed in charge of the greenhouses.

Geraniums.

The geranium is a plant that stands in the same ratio to other bedding plants that the rose does to other cut flowers, and right now deserves some serious consideration on the part of the men who grow them.

There are two distinct classes of growers in the geranium business; the men who buy small plants or rooted cuttings, and grow them into marketable plants, and the men who produce these small plants or cuttings, which leaves two open questions that vitally affect the future of this as an industry. The first is, at what price should a three, four or five-inch (properly grown) geranium plant be sold to give the producer a fair profit and at the same time not curtail the sale and use of them as a popular plant? The second is, at what price should the small plants and the rooted cuttings be supplied to the grower to allow this end of the business a reasonable profit and not add too much to the cost of the finished plant?

As to the first question, and the small plant prices, I am not in a position to even form an opinion, but the rooted cuttings end of the business I have made somewhat of a study, and I know that in this section of Pennsylvania, with climatic conditions, as they have been for the past two months, the prices now received represent a loss for the months of October, November and December.

It is almost impossible to estimate costs under the present ever changing conditions, but in a general estimate of them, I find that a price of $20, $25 and $30 per 1,000 for rooted cuttings, would not be the means of putting the grower of them under excess profit taxation, and would not add materially to the selling of the finished product.

The different range in prices is estimated on production; the S. A. Nutt and Buchner class at $20 because they produce more cuttings per plant; the Poitevine type next at $25, and the Ricard and Viaud at $30, because they produce fewer cuttings and have a soft growth that gives heavier losses in the sand beds.

Last spring, the geranium business was up in the air. Some sold at old prices, which represented a loss; others doubled, and some few trebled the prices, which represented profiteering, and would eventually kill the business. It seems to me, that now is the time to have a little discussion in the trade papers, and endeavor to arrive at, not an absolutely uniform price, as that is bound to vary in different localities, and a service basis to the public.

Can we have your views on the matter?

ALBERT M. HERR.

National Publicity for Flowers.

Reports generally, as regards Thanksgiving day business, are to the effect that it was of record character. Never before was the volume so great. He would be dull indeed who would not give our publicity campaign credit for being a factor in the promotion of this condition. Our magazine advertising was timed just right, and millions of people saw the splendidly illustrated advertisements pertaining to Thanksgiving. The importance of flowers in the general observance of the day was emphasized in the text embodied in the advertisements — "Let flowers express your thankfulness for those friendships you hold dear. Send Thanksgiving day greetings of flowers. Chrysanthemums tokens of prosperity and peace, as this tokens of prosperity and peace as this year. In fact, all flowers seem to anticipate this season's wonderful message."

Flowers were not cheap—they were really much higher than usual at this season—yet the public bought, and liberally.

Just think of it! The 3,000,000 copies of the magazines containing our publicity matter were, it is safe to assume, read by over 10,000,000 of our people—all of the class we so much desire to reach. All who give thought to this publicity, are ready to admit that it is wonderful work we are doing, with equally wonderful success resulting—and their prayer is that we may be able to keep it up.

The approaching holiday season is cared for in the same way, but on a somewhat larger scale. By means of colored pages and display advertisements, the desirability of flowers and plants for Christmas presents is suggested. It is something of a new idea for the public. "Say Merry Xmas With Flowers" the advertisements read. "The Sweetest Gift of All." What a world of peace and good-will to all is expressed in that age-old phrase. Especially, when you say it with flowers. For every heart thrills to the message of radiant blossoms. And their exquisite fragrance lingers as memory's chief charm. No thought so tender, but that flowers will add to its beauty. No gift so rare but that flowers are more appropriate. Every advertisement carries a paragraph to remind readers that deliveries of flowers in distant cities and towns are easily made through the telegraphic delivery system in vogue among florists generally.

Now, is not work of this kind worthy of your support, Mr. Non-subscriber? Cannot you see that the more we accomplish the more you benefit? You may say to yourself, "Well, conditions are better, and the business would have come anyway." Then on sober reflection, you must come to the conclusion that you are merely "kidding" yourself. Our publicity is working for you, and to your great advantage. Then why should you not contribute to the cost? You are not asked to give more than it is known you can afford. If every florist in the country were to contribute but five dollars, we could place our business where it ought to be. That slogan of ours, "Say It With Flowers," is invaluable. What if we were obliged to stop its promulgation? We should have something to mourn over. Your support is most urgently needed now—at this very time. Help us to keep the work going—work from which you are receiving such benefit, but pay for which you are grossly neglecting. What will you do? We are waiting for your reply.

JOHN YOUNG, Sec'y.

EMPORIA, KANS.—It is feared some of the florists here may have to turn over part of their greenhouse fuel to the public.

BEAUMONT, TEX.—Mrs. Elizabeth O. Weissinger reports a good Thanksgiving business in which her own unusually well grown chrysanthemums and roses figured conspicuously.

KNOXVILLE, TENN. The Tennessee State Florists' Association will hold its convention in this city in January in conjunction with the session of the state horticultural society. M. C. D.

Indianapolis.

COAL SHORTAGE CURTAILS BUSINESS.

After a big Thanksgiving trade, local florists are devoting a good deal of thought to the coal shortage, which is the leading obstacle now confronting the trade. All of the retail establishments of the city are closing at 4 o'clock in order to conserve coal, and most of the flower stores are following the example of dealers in other lines.

The situation at growing establishments is more serious, at least for those who failed to act the part of good business men by laying in coal during the summer. One local florist said he had 300 tons of excellent coal on hand, and if this were generally true, the trade would have nothing to worry about. Unfortunately, several failed to buy coal ahead, believing that a break in price might come and for these the situation is grave. It is probable, however, that some of the foresighted ones will come to the rescue of their less fortunate brethren, thus preventing any serious damage to growing stocks in the event of a cold wave. The most serious result of the coal strike, therefore, probably will be some loss of business, due to curtailed activities in general. However, with the holidays coming on, the demand has been all that could be wished thus far. Stocks have shown a tendency to soar in price with the passing of Thanksgiving, carnations, for instance, being quoted at $1.75 a dozen, to the public.

NOTES.

Interest centers largely in the annual meeting of the State Florists' Association of Indiana, to take place at the Claypool hotel, January 13. O. E. Steinkamp, secretary of the association, is arranging an unusually interesting programme, having had much experience along this line. Speculation is keen as to the identity of the next president of the society. There are those who favor the re-election of Anders Rasmussen, of New Albany, while Herman Junge, of the Smith & Young Company, of Indianapolis, now vice president of the society, has many followers. The election will be one of the exciting features of the meeting.

The annual inventory of the Indianapolis park department showed the value of the city's nursery property to be $253,000. Of this amount, $198,000 is the estimated value of the greenhouses and nursery stock alone, the remainder covering the worth of tools and equipment.

The Sand Point Greenhouse has been incorporated at Fort Wayne, Ind., with a capitalization of $25,000. The directors are Charles H. Hoffman, Minnie M. Hoffman and Carl H. Schweppe.

The annual meeting of the state horticultural society will be held at the English hotel, this city, December 10-11, instead of at the state house as previously planned. M. E. C.

Providence, R. I.

THANKSGIVING BUSINESS REGISTERS DROP.

Trade has been satisfactory. While the 1919 Thanksgiving demand did not measure up to that of former years, it is reported fair. Stock was plentiful and about balanced the call. Chrysanthemums were good sellers, the quality being excellent although the blooms were not large. Pompons were good property, and carnations met with considerable favor. The call for roses was not heavy. Violets moved fast. Pot plants sold well, the offerings including ferns, begonias, cyclamens and cherry trees. There has been a light demand for flower work during the past few weeks, but improvement seems at hand.

NOTES.

J. A. Macrea, of Smith street, has shipped large quantities of his pink pompons to New York and Boston this season.

Albert Holcher cleaned out several houses of yellow and white Eatons to supply his Thanksgiving trade. H. A. T.

Pittsburgh.

BEST THANKSGIVING TRADE ON RECORD.

In spite of dark, rainy weather, Thanksgiving turned out to be the largest in the history of the trade. It rained continuously during Tuesday and Wednesday, and while this hurt business to some extent, everyone seems more than satisfied. With the exception of carnations, stock was plentiful and of very good quality. Medium sized chrysanthemums and pompons were in exceptionally heavy supply, while the receipts of fancy chrysanthemums were small. What little stock the wholesale houses had left, cleaned up nicely later in the week as there were several large funerals Friday and Saturday. If we can judge Christmas by the Thanksgiving business, it will surely be a hummer, and from the preparations the retail stores, both large and small, are making, they will be in good shape to handle it. American Beauties are still in short supply, and what few are coming in, bring good prices. The supply of tea roses is also small, with not near enough to supply the demand. Columbia is the favorite, and from all appearances, it will be a long time before another rose will be found to supplant it. Orchids are scarce and high, as also holds good of lily of the valley. The carnation supply is not nearly large enough to fill the demand, and the quality does not seem to be as good as it should be. Paper white narcissi are now a factor but move slowly, Stevia is more plentiful, and meets with ready sale. Sweet peas are improving every day, and the growers report that they will have a large crop of this popular corsage flower for Christmas. Calendulas and snapdragons are arriving in small quantity. With the exception of a few late varieties, the chrysanthemum season is about over in this locality, and in the abscence of lilies, there is nothing to take their place. Some of the growers will continue cutting pompons for about two weeks yet. The call for southern smilax has far exceeded anything we have had in late years, as all merchants seem to be using it in their Christmas decorations. M.

Baltimore.

SUPPLY OF GOOD STOCK LIMITED.

Market conditions at this time call to mind the shortage of last October, with the passing of all outdoor stock and the end of the chrysanthemum season. For Thanksgiving day it was a matter of dividing up the receipts to take care of the needs of the many. With the best carnations priced at eight cents, good roses 15 and 18 cents and chrysanthemums at $6 per dozen, and few of them, the customer, unless in urgent need of flowers, usually goes without them. During the past two weeks, however, flowers have evidently been needed, as nothing has been thrown away. Lily of the valley is now much in demand for weddings, and in spite of its rather poor quality, finds buyers.

NOTES.

Charles H. Grakelow, of Philadelphia, Pa., has accepted an invitation to be present at the January meeting of the florist club, the second Monday in the month. Be sure to keep this date open.

Robert Halliday is now quite a busy man getting started in his new field as local representative of the Henry F. Michell Co., of Philadelphia, Pa.

J. Goudy, of Henry A. Dreer, Inc., Philadelphia, Pa., passed through this city last week, on the last leg of a very successful business trip. G., Jr.

Buffalo, N. Y.

THANKSGIVING BUSINESS SHOWS GAIN.

Notwithstanding weather that made shopping almost impossible on the day previous, Thanksgiving business in this city was much better than last year, cold, clear weather on the day helping belated shoppers, the supply of flowers being equal to all requirements at prices that were satisfactory. Pompons were offered at $3 to $6, while the large blooms of chrysanthemums brought $6 to $24 per dozen. Some fine Maude Dean were sold at the last named figure. Carnations returned $2 and $3. Roses were plentiful, but did not move any too freely. There was little call for American Beauty. Orchids, lily of the valley, sweet peas and violets were good sellers. Several weddings during the week also livened up the trade. Wholesale prices were very high, and from these figures, we will doubtless have to be prepared for almost anything at Christmas—pickled stock and trash not excepted.

NOTES.

W. J. Palmer & Son's Delaware avenue store had a very clever Thanksgiving window appropriate for the occasion. Felton's Shop of Flowers, and W. H. Grever also made fine displays.

S. A. Anderson had two very elaborate wedding decorations during the week, chrysanthemums being used in profusion. BISON.

Omaha.

EXCELLENT DEMAND AT GOOD PRICES.

Thanksgiving business was fully up to expectations with prices better than last year. Chrysanthemums took the lead and the quality was better than last season. Cold weather which arrived Thanksgiving morning, with flurries of snow, made deliveries hard. The coal situation in this section is very serious, as in this city, Council Bluffs and Lincoln no coal can be obtained without an order from the fuel administrator and schools, churches, theaters and other places of public gatherings are closed. Office buildings are open from 10 a. m. to 3 p. m. and the same hours are prescribed for retail stores. Street railways are taking off one-third of their cars, with weather 20 above zero, in sight and 12 inches of snow. From the florists' point of view things look serious, and the remark is often heard: "I hope I will not freeze out until after Christmas." Many of the growers are bringing in their coal supply from day to day. Grand Island is more fortunate, for like most of the smaller western cities they receive their supply from Wyoming. Lincoln is in bad shape and St. Joseph, Mo., is very low according to latest reports. J. J. H.

The Late Henry J. G. Hilmers.

Henry J. G. Hilmers, well-known retail florist of Chicago, died at his home 1121 East Forty-seventh street, Saturday morning, November 29, after two days' illness, age 65 years. He had suffered from hardening of the arteries. Mr. Hilmers was born in Germany and worked for a time in England. He started in the florist business at Chicago in 1888 at 3911 Cottage Grove avenue and was up to the time of his death operating the store doing business as the Kenwood Floral Co., 1117 East Forty-seventh street. Funeral services were held the following Monday morning at 10 o'clock, after which the body was taken to Milwaukee, Wis., for burial. He is survived by two children, Daphne, 22 years old, of New York, and Paul, 26 years old, of Milwaukee, Wis. The funeral was private, but a number of friends in the trade attended the services, including Frank Oechslin, Carl Cropp, F. W. Martin and Robert Miller.

THE AMERICAN FLORIST

ESTABLISHED 1885.

Subscription, United States and Mexico, $1.50 a year; Canada $2.00; Europe and Countries in Postal Union, $2.50.

When sending us change of address always send the old address at the same time.

Advertising rates on application.

From the first issue THE AMERICAN FLORIST has accepted only trade advertisements.

Advertisements must reach us Tuesday (earlier if possible) as we go to press Wednesday.

We do not assume any responsibility for the opinions of our correspondents.

THE AMERICAN FLORIST,
440 S. Dearborn St., CHICAGO

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W. J. COWEE advises, December 1, of an advance in wired tooth pick prices.

NITRATE prices, according to advices of December 3, from Valparaiso, Chili, have been advanced to 10 shillings and 6 pence per ton.

BORROWERS of money are finding bank discount rates from one-fourth to one-half of one per cent higher now, six per cent prevailing.

Personal.

Colonel W. C. Rogers, son-in-law of the late E. V. Hallock, of Queens, N. Y., has retired from the regular army, where he served 31 years after graduating from West Point. Colonel Rogers saw service in the Philippines, Alaska, Cuba and in France. With his wife and five children, his home will be at Highland Park, Ill.

WINTER is upon us and the coal digger has not gone into his burrow.

GOLD FISH, baby turtles and shell fish may be mailed by parcel post.

THE growers who took our frequent adivce and put in their coal supply are reaping the benefit now.

NEW YORK.—Chrysanthemum prices received by growers here in 1919 will average higher than in 1918.

REPORTS from various sections of the country indicate that florists, by early closing and in other ways, have been prompt to join with other trades in the conservation of fuel.

WHETHER the stock market slump forecasts a reverse of the commodity price trend, a slowing down of sales and profits, is something which the winter months may serve to answer.

"Say It With Flowers."

George Asmus, president of the Chicago Retail Florists' Association, says through error the name of the advertiser as the Broadway Music Corp, was given, when it should have been the Art Music, Inc., in Albert Von Tilzer's and Neville Fleeson's new song hit, "Say It With Flowers," announcement which appeared last week.

Chrysanthemum Society of America.

REPORTS OF EXAMINING COMMITTEES.

Chicago, November 22.—Pearl, white pompon, scored 97 points; exhibited by H. W. Rieman Sons, Indianapolis, Ind.

New York, November 22.—Sport of Mrs. E. A. Seidewitz, daybreak pink, Japanese incurved, scored 86 points commercial; exhibited by R. Plebane & Son, Irvington, N. J.

CHAS. W. JOHNSON, Sec'y.

Embargo on Flowers to Detroit, Mich.

The Chicago wholesalers have not been able to ship flowers, plants and supplies to Detroit, Mich., by express, since November 28. Officials of the Thanksgiving trade, with sales showing a great increase over 1918. The shipping trade called for a large supply of American Railway Express Co. said, December 3, the order was issued to refuse packages for delivery there, owing to congestion on that end, and did not know when the embargo would be lifted. Some dealers are making shipments by parcel post, while others are reaching their customers by expressing the stock to Toledo, O., and other points, and forwarding it from there to Detroit by auto.

Thanksgiving Trade.

Thanksgiving trade, from reports received from nearly every section of the United States, was very satisfactory, both in volume of sales and prices received, which in many instances showed an increase of from 25 to 33 per cent over those of last year. The chrysanthemum supply was generous, large blooms moving freely, and pompons held a strong place in public favor as in former years. In other offerings, including roses, carnations, orchids, sweet peas and violets, quality stock met with good sales. Violets appear to be the short item, but in many cases a generous supply of other corsage flowers met the emergency. In some cities, sales greatly exceeded those of any previous year, and in others, with few exceptions, the volume of business was substantially greater than for the Thanksgiving period of 1918.

Mayor F. R. Pierson.

The illustrated supplement of the New York World, November 30, carried a page of portraits of six mayors of as many well known cities and towns of this state showing them as engaged in their regular vocations, meaning in what they follow for a living, as but few men have ever made any money by being mayor. Among them is F. R. Pierson, mayor of Tarrytown, and it is a first class likeness, which is appropriate as F. R. is a first class man. He is shown standing in one of his rose houses, his coat off and a big bunch of roses in his hands. There are people who think that a gentleman never takes his coat off unless to take a bath or go to bed, but we call attention to this picture as evidence to the contrary. Beneath the picture is this inscription: "In Tarrytown, the mayor is F. R. Pierson, a florist, who grows 10,000,000 roses every year."

Bulb Planting Date.

ED. AMERICAN FLORIST:

Will you kindly inform me regarding the time until which tulips and hyacinths can be planted for successful forcing?

Illinois. B.W.

It is getting late for the planting of these bulbs, but if they are still plump, and have not been laying around so that they have become dried up to any degree, then they are still in good shape for late forcing. But they should be planted without any further delay, and this can be done while the weather remains open, so that the pots or flats can be placed outdoors in frames and covered up against severe freezing, but they should be attended to at once so that the bulbs have a chance to make root growth before very severe weather sets in.

If you have a suitable bulb cellar, where they can be placed and held just above the freezing point, until they have become rooted, so much the better, but they need to be well rooted before being transferred to the greenhouse for forcing.

Express Packing Rules Amended.

Preparations are being made to put new express packing rules into effect, December 10, by the United States railroad administration, which recently approved the new requirements. While they will not affect the heavy movement of perishable farm products by express, as such traffic usually travels in crates and barrels, the new packing requirements will be of much interest and importance to farmers who have other commodities to send to market by express, or goods to return to city merchants. The rules will not permit the use of paper wrapping for packages over 25 pounds, nor of ordinary paper boxes, wrapped or unwrapped, when the weight of the contents is over that limit. For shipments over 25 pounds, wooden containers, or fibreboard, pulpboard or corrugated strawboard containers of specified test strengths, are required.

This standardization of express rules will place the express service on the same basis as freight, so far as the character of the cartons used is concerned. In fact, the new express rules were modelled on those of the railroads and require the same kind of containers, except that in the express service, a wider latitude is permitted in the size of the carton used. The new regulations are embodied in Supplement No. 5, to Express Classification No. 26, copies of which may be secured at any express office.

Wants, For Sale, Etc.

Small Type, 12 Cents Per Line, Each Insertion. Display, $1.50 Per Single Column Inch, Each Insertion. These prices are net, cash with order. For Plant Advs., See Ready Reference Section.

Where answers are to be mailed from this office enclose 10 cents extra to cover postage, etc.

Situation Wanted.—By an experienced, all around grower; single. Please state wages and particulars. Address,
Key 430, care American Florist.

Situation Wanted—As salesman in first-class flower shop; New York experience selling to the finest trade. Address
Key 438, care American Florist.

Help Wanted—Girl to work in loop flower store. Apply
M. E. Poletsos,
35 E. Adams St., Chicago.

Help Wanted—Florist for municipal greenhouses and lawns. Address **E. F. A. Reinisch,** Superintendent of Parks, Topeka, Kan.

For Sale.—A retail establishment of 8,000 feet of glass; with store. Everything in first class condition. Address
Key 405, care American Florist.

For Sale—Store and two flats opposite hospital in Chicago. Two greenhouses, winter supply of coal on premises. Good money-maker. Chance of life time. Address
Key 436, care American Florist.

For Sale—Florists' business, the oldest in central Texas oil fields; 3,000 feet of glass, three houses well stocked; grounds 192 feet by 150; two elevated tanks, one well, electric pump; one large brick underground cistern; two Texas paper shell pecans in full bearing; one good 7-room house with sewerage and electric lights; close to park and cemetery; three blocks from cars, on paved street and sidewalks. Reason for selling, wish to retire. Established 32 years. Address
Corsicana Greenhouses, Corsicana, Tex.

WANTED

Competent man for high class florist shop.

JOSEPH TREPEL,
334 Lewis Ave., BROOKLYN, N. Y.

Help Wanted

Good Storeman

For a leading establishment in the Chicago loop.

Key 440, care American Florist.

Help Wanted

Growers, Helpers, Etc.

For place in Chicago. Good wages. Apply at once.

Key 441, care American Florist.

Help Wanted

Man to take charge of night work. New Bernard boiler. Give reference and what salary in first letter.

BEAUMONT FLORAL CO.
BEAUMONT, TEXAS.

HELP WANTED

Helper for pot plant range near Chicago. $3.50 per day to start.

Key 442, care American Florist.

Situation Wanted

As a foreman in a medium sized florists place. Life experience in the growing of cut flowers, all kinds of potted plants, etc. Can give entire satisfaction with my work and expect good wages. Middle aged, single man. Address
Key 433, care American Florist.

FOR SALE

A good wholesale and retail florist business with 20,000 square feet of glass, well stocked; 35 acres of land, 8-room house, good barns; all in good condition. In New England States. Price $35,000. Address
Key 431, care American Florist.

FOR SALE

Controlling interest in established pottery; all up-to date machinery; new plant and kilns. Address
Key 435, care American Florist.

BOILERS = BOILERS

ALL SIZES.

Selected Boiler Tubes, all sizes, for greenhouse piping and **Retubing Boilers.** Thoroughly cleaned like **New** and trimmed. Complete stock of **New** and **Second Hand** Pipe, Valves, Fittings, etc.

LEVINE & CO.
3738 South Halsted Street, CHICAGO, ILL.
Phone Boulevard 9354.

For Sale

12 x 12 **GLASS** in good condition. $4.00 per box if taken at once.

J. W. Davis Company
P. O. Box 404, DAVENPORT, IOWA

FOR SALE

Two Stationary Locomotive Type Fire Box Boilers

Will take care of 15,000 feet of glass. Cheap if taken at once.

J. W. Davis Company
P. O. Box 404, DAVENPORT, IOWA

FOR SALE

Three ranges of glass near Chicago. One planted with carnations and the other two with roses. Each range is separate and located in different localities. Do not answer this if you have not $50,000 for each or can place $20,000 down. These are bargains.

Key 416, care American Florist.

OFFICIAL S. A. F.

Shipping Labels

Actual size of leaf 2¾x5¼ inches

FOR CUT FLOWERS: in two colors, gummed paper; your card, etc., in black and leaf adopted by the S. A. F. in red. Prices: Per 500, $3.35; per 1000, $5.00. Samples on request. Electro of leaf, postpaid, $2.00. Cash with order.

AMERICAN FLORIST CO.
440 S. Dearborn St., CHICAGO

A HOLLY WREATH

Red and Green

FOR HOLIDAY CIRCULARS AND ADVERTISING.

Plates for printing this fine Holly Wreath in two colors—green leaves and red berries and ribbon—$4.25 per set of two plates. Larger size, 3¾x4 inches, $6.00 per set of two plates.

Plate shown here for one color, $2.15. The large size, one color, $3.50.

Cash with order.

American Florist Co.
440 S. Dearborn St., CHICAGO.

San Francisco.

BOUNTIFUL SUPPLY MOVES TO ADVANTAGE.

The mild autumn weather and absence of killing frosts to any extent, have left a bounteous supply of flowers for the public to draw upon. All the shops are attired in their gayest decorations, and everything points to a great rush of business. The rose market advanced sharply during the week, and from this time forward, we may expect stiff prices. The first American Beauty of the season came in this week, and were bought up eagerly. The stock may be said to be very good. Of course, the demand is far greater than the supply, and it will, in all probability, remain so, as not so many of this rose are grown as formerly. Russell is now excellent, and is in steady demand at all times. Ophelia and Columbia are also in excellent shape. Mrs. Shawyer, Hadley, Milady and Mrs. Ward are also popular. Cecile Brunner is not plentiful, but there is a nice cut of Irish Elegance. The shipping demand for roses is reported to be very heavy. The mild weather has left the market with a fine supply of chrysanthemums. Jennie Nonin and White Chieftain are the best whites offered. Helen Frick is by all means the best pink on the market, and its beautiful color makes it very popular. In yellow, we have Bonnaffon and Col. Appleton, the last named variety being particularly good. There are still a few good bronze sorts left. The pompons are meeting with ready sale, and all colors are to be had. Singles of extra good quality are also noted in the stores. Cattleyas are going to be quite scarce, as very few are arriving. Gardenias are just about equal to the demand. Carnations of good quality are hard to get. The greater part of the arrivals are lacking in length of stem. There is quite a large supply of poor stock coming in, which is mostly used for funeral work. Good reds will be scarce and high. There is a large supply of violets, with no change in prices. We noted some extra fine Marie Louise this week. They were of excellent quality and sold readily. There is a nice supply of snapdragon arriving. It is bringing high prices and moves quickly. Only a limited number of sweet peas are coming in. When good, they command good figures. Cut ericas are seen at most of the stores, and are being largely used for decorative work. Cut cyclamens meet with ready sale. The one surprise of the week is the splendid assortment of flowering plants on display. Begonias in variety may be had, and they are all first class stock. We have never had better stock at this date. Some elegant azaleas are also coming in. They are full of bloom and perfect stock. They have proved very popular, and sell quickly. The cyclamen supply is very good. Some elegant specimens are also noted. All colors are available, and no doubt the large supply will close out quickly. There is a large cut of poinsettias arriving from the southern part of the state. There is a heavy supply of the California red berry, a large part of it is being peddled on the street. English holly can be obtained in limited quanties. It is all of local origin, none of the northern stock having arrived as yet.

NOTES.

Frank R. Mills, of Palo Alto, experienced a heavy trade last week, the occasion being the annual football game between Stanford and California. The demand for yellow and red flowers was greater than he was able to supply. He cleaned up his chrysanthemums at good prices. His carnations are now excellent, and he is shipping his entire cut. He has a nice supply of cattleyas, which he uses in his local trade.

Domoto Bros., of Oakland, are supplying the trade with a grand lot of azaleas. For this date, they are of the finest quality, and are selling quicker than they can supply them. They report the demand for all kinds of stock to be ahead of former years. Their rose houses are producing a heavy crop of high grade stock. Their shipping trade is calling for a large part of the firm's product.

Dr. O. F. Cook, of Washington, D. C., is a visitor this week, having just returned from the Orient. He is connected with the United States bureau of plant introduction, and paid a visit to the government introduction station at Chico during the week. This station now ranks as one of the largest of its kind in the world. He will return to Washington shortly.

F. Litchenberg, of Los Angeles, is spending some time in this city, arranging for his Christmas supply of flowering plants. He believes in being on the job early to make his selections. In company of P. Vincent Matraia, of the Art Floral Company, they spent a couple of days quail hunting, and both were fortunate enough to secure the limit.

J. A. Axell has been greatly rushed, trying to take care of the many demands made upon him for holiday stock. He is shipping large quantities of roses and chrysanthemums. The demand for the latter, he reports, has been extra heavy this season, and owing to the absence of heavy frosts, he has had a fine supply to draw on.

H. J. Scherer, manager of the California Nursery Company, at Niles, says there is a very heavy demand for all kinds of stock, and many items are exhausted for the season. Roses have been in great demand. He says they still have a good assortment, but from present indications they, too, will soon be exhausted.

The opennig of Techeau Tavern, on Powell street, during the week, called for one of the most elaborate floral displays seen here in some time. This was shared by several of our leading stores. The Art Floral Company furnished several hundred baskets of chrysanthemums, composed of pompons and singles.

Hayashi Bros. are sending some finely grown cyclamens to this market. Their greenhouses are full of holiday stock, their specialty being cyclamens. A great part of this stock is already sold for delivery for the Christmas trade. Their specimens are especially fine.

Manager Avensino, of the E. W. McLellan Co., on Bush street, shipped a great quantity of violets and roses to the north for Thanksgiving. He could have sold much more if the stock was obtainable, but had to supply his customers here with their requirements.

The MacRorie-McLaren Company arranged a fine Thanksgiving window, featuring English holly in great profusion and chrysanthemums. They are handling a large supply of azaleas and cyclamens for the holidays.

Podesta & Baldocchi have been very busy, according to Victor Podesta. They have been called upon to do a lot of decorative work this week, which required a great deal of high grade stock.

Emil Serveau, on Fillmore street, has his store in fine shape. He is showing a fine lot of flowering plants, and has an excellent variety of chrysanthemums to offer.

JAMES T. LYNCH.

Box Prices

WILL ADVANCE SOON—ORDER NOW.

Regardless of the present coal and paper shortage we have a very large supply of high quality boxes on hand and can guarantee prompt deliveries for a short time at these **SPECIAL** prices.

MIST GRAY, CORNER LOCK

Water-proofed. An excellent box for all occasions. Does not soil easily.

	Shallow Lids	Full Telescope
18x5x3	$3.00	$ 3.20
21x5x3	3.35	3.60
24x5x3½	3.90	4.75
30x5x3½	4.70	5.60
36x5½x3½	..	6.85
21x7x3½	4.65	...
24x8x4	5.95	...
28x8x5	7.60	10.10
36x8x5	9.55	12.20

Violet and Corsage Boxes.

9x6x5½ Shallow Lids	$3.85
11x8x5½ Shallow Lids	4.25
15x8x6½ Shallow Lids	6.46

All Full Telescope.

30x10x5	$11.75
34x16x5	18.50
36x14x6	21.90
36x10x6	16.65
40x10x6	18.00
48x10x6	21.90
30x12x7	18.50
36x12x8	25.30
16x16x8	16.50
18x18x7	16.50
20x20x6	16 50
20x20x8	22.50
24x24x8	27.60

Always specify whether telescope or shallow lids are wanted where we price each.

All prices per 100, f. o. b. factory.

ECONOMY FLOWER CARTONS

Far better than wrapping paper. Almost as cheap.
Just the box for LOCAL deliveries.

A handy, neat, one-piece carton made from light-weight Mist Gray board. Carried in three sizes at popular prices.

20 x 4½ x 3 ..... $2.00 24 x 4½ x 3 ..... $2.30
30 x 5 x 3¼ $3.05

Printing free for 1000 and over, but on smaller amounts add $1.50 per lot. Three per cent discount where cash accompanies order. We recommend full telescope lids for designs and shipping purposes, shallow lids satisfactory to most florists for local delivery.

Lindley Flower Box Co., "Quality Box Makers" Marion, Ind.

The American Florist

CHRISTMAS NUMBER

TO BE ISSUED

Next Week

JUST RIGHT FOR THE

CHRISTMAS AND HOLIDAY TRADE

Many orders for Seeds, Bulbs, Plants and Supplies needed now will be placed during the next 30 days, and Growers, Manufacturers and Dealers can secure a large share of this business by liberal advertising in

THE CHRISTMAS NUMBER

The price is $1.50 per single column inch, $45.00 per page.
Usual discounts for a series of insertions in consecutive issues.

American Florist Co.

440 S. DEARBORN STREET . . . CHICAGO

For 34 years the representative paper of the Florists, Seedsmen and Nurserymen of the United States and Canada.

☛ **Please send your copy for this issue as early as possible.**

Holly XXX

Holly

XXX Holly

We will have the HOLLY if the railroads function.

Book Now for Christmas. First Shipments are Good.

A few Forcing Tulips and Daffodils at a Bargain.

CHICAGO **VAUGHAN'S SEED STORE,** NEW YORK

Mention the American Florist when writing

Seattle, Wash.

BUSINESS IS SATISFACTORY.

In spite of fears of a possible shortage of stock for Thanksgiving, reports indicate the stores well taken care of. Japanese growers, who have been supplying much of the chrysanthemum stock for the local market, found they would not be able to move all of their cuts through the wholesale channels, due to heavy shipments from California, and on the Monday previous opened stalls in the public markets and offered their products to retail buyers at the same prices they had been charging the dealers, which has resulted in some unfavorable comment by the trade. Early poinsettias arrived last week, but as the public hardly seems ready for them as yet they failed to attract much notice as far as sales were concerned. Ophelia roses have been especially plentiful, although some growers seem to be holding back their cuts for a heavier Christmas supply. In carnations, there is an inclination toward oversupply, but this can be traced to poor quality of the offerings more than to excessive receipts. California stock has been unusually plentiful, especially for the expected Thanksgiving rush. Some very fine pot cyclamens, primulas, begonias and pompons are now seen in a number of the shops and are meeting with favor. There is a good call for ferns of the larger varieties, which keeps the supply well cleaned up, but the smaller types are plentiful. Sweet peas from local ranges are arriving in small quantities and swainsona is in sufficient supply for all needs. The increasing number of formal dinners have brought a greater demand for decorations, weddings are more numerous and funeral work is heavier. Some examples of notably fine window decorations have been seen of late and have shown that this class of advertising is most effective, calling for favorable comment from the general public as well as merchants in other lines of trade. Violets have a heavy street sale and the orchid cut augmented by regular shipments from California is hardly equal to requirements. Lily of the valley is very scarce.

NOTES.

Palermo F. Resaia, of Rosaia Bros., reports a splendid early cut of sweet peas and swainsona, the latter being used in bridal bouquets to help meet the continued shortage of lily of the valley, with several hundred bunches gathered daily, and a fair sized cut of orchids. White and red bouvardias, gardenias and cyclamens have been the best sellers, and one of the finest stocks imaginable of the last named flower is on display. The initial shipment of poinsettias for the season was offered here this week.

The Hollywood Gardens report a splendid cut of white and golden Chadwick chrysanthemums, pompons, cyclamens, primulas and Ophelia roses, and some very choice cattelyas from its own greenhouse. Superintendent Myers has cut back the greater share of the Ophelia roses so as to be sure of a plentiful supply for Christmas.

C. W. Clark, of the Holly Flower Company, handled the decorations for the annual dinner of the Seattle Window Decorators' Association at the Pig'n Whistle during the past week, and will also have the work for their annual show, which is to be held December 5.

Anna F. Burns, of the Burns Floral Company, reports a better demand for the large chrysanthemums this year than ever before.

H. M.

CHRYSANTHEMUM SPECIALISTS

Elmer D. Smith & Co.

Adrian, Mich.

DAISIES

White and Yellow.

ALYSSUM, Double Giant, 2-in., $2.00 per 100; $18.00 per 1000.
ASPARAGUS Sprengeri, 2½-in., $4.00 per 100.
CALENDULA Orange King, 2-in., $2.00 per 100;
GERANIUM Madame Salleroi, 2-in., $2.50 per 100.
CINERARIA GRANDIFLORA, 3-in., $8.00 per 100.
PRIMULA Malacoides, Lavender, 2-in., $3 per 100.
SMILAX, 2-in., $2.50 per 100.
SNAPDRAGON, Giant White and Yellow, 2-in. pots, $3.00 per 100.
TABLE FERNS, Assorted, 2-in., $4.00 per 100.
VINCA, VARIEGATED, 2-in., $3.00 per 100.

R. C. LIST:

AGERATUM, Gurney and Blue Star, 90c per 100.
VINCA VARIEGATA, $1.50 per 100.
FEVERFEW, Gem, $1.50 per 100
WEEPING LANTANA, $1.00 per 100
GENISTA, $1.50 per 100.
HELIOTROPE, $1.50 per 100.
FUCHSIA, $1.50 per 100.
COLEUS, 10 kinds, $1.00 per 100.
ALTERNANTHERA, red and yellow, $8.00 per 1000.
BRILLIANTISSIMA, $10.00 per 1000.
R. C. DAISIES, Sanders and Giant White, $1.50 per 100; Boston Yellow, $2.00 per 100.
CUPHEA, 90c per 100.
DBL. PETUNIA, as fine a strain as any, $1.50 per 100.
ROSE GERANIUMS, 2-in., $2.50 per 100.

—Cash.—

BYER BROS., Chambersburg, Pa.

Mention the American Florist when writing

Carnation Laddie

Rooted Cuttings, Jan. 1st, 1920, Delivery.

$10.00 per 100; $90.00 per 1000. Order now

A. F. LONGREN

4249 West Monroe St., CHICAGO, ILL.

Society of American Florists and Ornamental Horticulturists

TAKE out Life Memberships **NOW,** when the cost is only $25.00. After December 31st the cost will be $50.00. These fees are for members in good standing only.

If you are not already a member, remit $30.00, which will provide for your initiation and promote you to the Life Membership list. After the date named annual membership will cost $5.00 per year. A Life Membership relieves you of further payments, except the 50c annual subscription for the Society's "Journal."

Over 600 members have taken Life Membership certificates this year.

We issue to Life Members a handsomely engrossed certificate, suitably framed, the display of which is recommended.

Cheques should be made payable to the Society of American Florists and sent to

JOHN YOUNG, Secretary, 1170 Broadway, New York

Send for It Today

Our New Thirty-two Page Illustrated

FALL AND XMAS CATALOGUE

FEATURING

Prepared Foliages

Baskets and Flower Stands

Ribbons and Chiffons

Wreaths

Novelties

Artificial Flowers

General Supplies

THE OVE GNATT CO., Inc.

Quality Merchandise. Prompt Service.
No P. & D. Charges.

LA PORTE, INDIANA

SEND THIS COUPON TODAY.

The Ove Gnatt Co., La Porte, Ind.:
Gentlemen: Kindly send me your new Fall and Xmas Catalogue.

Name .....

City .....

State .....

"SAY IT WITH FLOWERS."

Below is an exact reproduction of an article from the Florist Exchange, of its report of the reception and ball, held in Detroit in August, 1919, and the singing of the original Flower song.

S. A. F. REUNION AND BALL

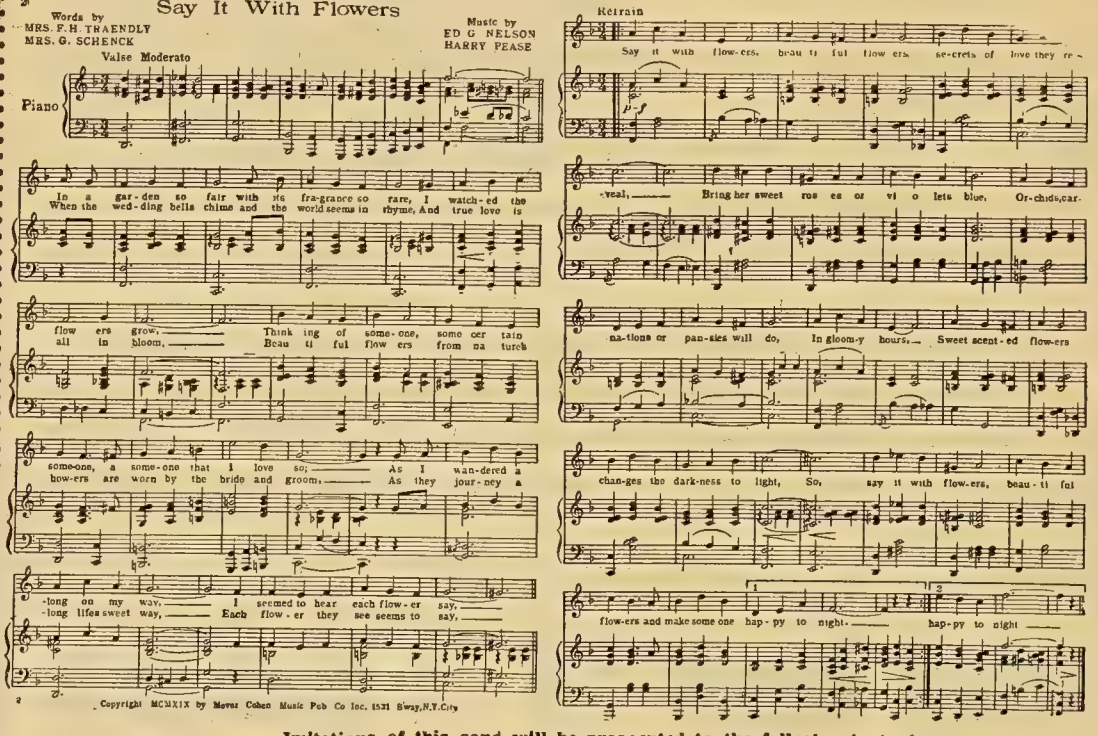
Mrs. Ella Grant Wilson sends us the following graphic description of the scene of one of the outstanding social features of the S. A. F. Convention, which will probably awake pleasant recollections in the minds of those who were present, and somewhat envious regrets, perhaps, in the minds of those who were not so fortunate:

"The decorations of the Hotel Statler ballroom, in which the President's reception was held on Tuesday evening, were superb. The best decorators of Detroit had been on the job and had done 'some work' as the writer can testify. What the Detroit florists call Loretta was fastened together in the form of long vines like Southern Smilax, that were festooned over the doorways and panels. Wall baskets filled with Gladioli hung in the center of the panels and tall standards, 8 feet high, surmounted by Cybotium ferns and Gladioli, were placed about the room.

"But the focus for all eyes was the arrangement opposite the entrance. This showed the rising sun of Publicity casting its rays upon the emblem of the S. A. F. and O. H. A bank of ferns and Dracaenas filled in the background to the floor line.

"The big feature of the evening, in which all the 1500 guests took part, was the singing of "Say It With Flowers"—a song of which the words were written by Mrs. F. H. Traendly and Mrs. C. Schenck and the music by Ed. Nelson and Harry Pease. This was rendered with a vigor and enthusiasm which suggested that the song will be accepted as THE song of the Society. Congratulations and thanks are due the ladies who are responsible for it."

There are a number of colorable imitations of this song on the market. This is the Original Flower Song.



THE ORIGINAL FLOWER SONG

PRICES

$15.00 per 100
25.00 per 200
50.00 per 500
80.00 per 1000

ORCHESTRATIONS FREE

Imitations of this song will be prosecuted to the fullest extent of the law.

MEYER COHEN MUSIC PUB. CO., Astor Theatre Bldg. 1531 Broadway NEW YORK CITY

Milwaukee, Wis.

BUSINESS UP TO EXPECTATIONS.

The first white Thanksgiving in 15 years, is the report for the past holiday. While the snow just about gave all outdoors a thin coat, still, with moderate temperature, it was an ideal day. Advance orders were numerous, and with a good demand to the last minute, business proved to be up to expectations. The supply, with the exception of sweet peas, violets and white roses was adequate, and prices reasonable. Both in roses and good large chrysanthemums, the demand equalled the receipts. There were many bunch chrysanthemums, but they were freely used. No orders for carnations had to be cut and the same can be said of stevia. Paper Whites were not scarce. While there have been many weddings since September 1, still the pace in this line of work was rushing for the Thanksgiving time. Where white roses were rather plentiful a fortnight ago, the demand last week simply kept them out of sight. After November 23, quite a few chrysanthemums came in, which should have been cut sooner, and will not net the grower the cost of production. Will some of the growers never learn.

NOTES.

Novmber 25, Baumgarten (Inc.) held a formal opening of their new store at 93 Wisconsin street, which now ranks as the most spacious and up-to-date flower store in Milwaukee. It is finished all in white, with an exceptionally high ceiling and good depth which gives it a most inviting appearance. The display was elaborate and greatly admired by the large attendance. It is all the result of hard work and good service, for well do we remember their first little store at Third and State streets some 20 or more years ago.

We greatly regret to announce the serious illness of Mrs. Seaman, of Anderton & Seaman, who has been ill with pneumonia since November 22. While she had not been in good health since the opening of their new store in the Wells building, still she stuck to the job to the aforenamed date. Late reports state she is getting along nicely.

Since Nov. 24, we have had all the varieties of weather possible, namely, rain, snow, a 50-mile an hour gale and a drop in temperature to 15 above zero. And with the winter before us, the local press announced curtailment of soft coal to all non-essentials, interesting at this stage of the game.

Archie McDonald, who has charge of the Gimbel Bros. cut flower department, was in Chicago, December 1, on a business trip.

While Hugo Locker & Sons are not cutting great quantities of sweet peas, the quality is A1.

Julius Neubeck is again in the employ of the M. A. McKenney Co.

Visitors: Mr. Schaefer representing Scruggs, Vander Vort & Barney, St. Louis, Mo.; E. H. Mazey, Minneapolis, Minn.

E. O.

Cleveland.

CHRYSANTHEMUM SHORTAGE NOTICEABLE.

Thanksgiving business was very satisfactory, with the exception of a shortage in good chrysanthemums. In the small and medium grades there was a fairly good supply, which cleaned up well. Pompons were very plentiful, but Wednesday evening saw the market rather bare. Roses of all kinds moved especially well, but the supply was limited. Rain, which had continued most of the week, did not seem to interfere with the buying, all retailers reporting good sales. Carnations, sweet peas, violets and other corsage flowers were in excellent demand, but the supply was none too generous. Stevia and Paper White narcissus were fairly plentiful.

C. F. B.

NEW BEDFORD, MASS.—James M. Ricketson, for many years a well known florist here, died recently, age 80 years.

At A Sacrifice Price

LESS 15%

All Shipments Prepaid.

HYACINTHS, Bedding

Per 100, $4.50. Per 1000, $40.00.

Blue	Red and Rose
Light Blue	White Shades
Rose	Pure White

DUTCH ROMAN HYACINTHS

Per 100, $3.60. Per 1000, $32.00.

Gigantea	Grand Maitre
L'Innocence	Queen of the Blues
La Victoire	Grand Monarque

SINGLE TULIPS

	Per 100	Per 1000
Artus	$2.75	$24.00
Cramoisi Brilliant	3.50	32.00
La Reine	3.25	30.00
Mon Tresor	6.00	55.00
Rose Grisdelin	3.50	30.00
Van Vondel	3.00	25.00
White Hawk	3.25	30.00
Yellow Prince	4.00	34.00
L'Immaculae	3.00	27.50
Flamingo	6.00	52.00
President McKinley	3.50	32.50
Fred Moore	3.75	34.00
Crimson King	3.25	30.00

LATE TULIPS

	Per 100	Per 1000
Bouton d'Or	$3.00	$24.00
Gesneriana Spathulata	3.00	26.00
Inglescombe Yellow	3.00	27.00
Mrs. Moon	4.00	36.00

DOUBLE TULIPS

	Per 100	Per 1000
William 3	$4.50	$40.00
Murillo	4.00	35.00
Tournesol Red & Yellow	5.00	45.00
Vuurbaak	5.50	50.00
Schoonoord	3.50	32.00
Extra Fine Mixed	2.75	25.00

DARWIN TULIPS

	Per 100	Per 1000
Baronne de la Tonnaye	$3.50	$30.00
Clara Butt	3.00	25.00
Gretchen	3.50	30.00
Farncombe Sanders	4.00	36.00
Dream	4.00	35.00
Mme. Krelage	4.00	36.00
W. Copeland	5.00	46.00
Wedding Veil	3.00	27.00
Europe	3.50	32.50
Painted Lady	3.00	26.00
Suzan	3.25	30.00
Darwin's Ex. Fine Mixed	3.00	25.00

NARCISSI, Single

	Per 100	Per 1000
Golden Spur 1st	$3.50	$30.00
Princeps 1st size	3.25	28.00
Victoria 1st size	3.50	30.00
Sir Watkin 1st size	3.50	30.00
Poeticus Pheasant's Eye	3.00	24.00
Poeticus Elvira	3.00	26.00
Madam Plemp	5.00	45.00
Barri Conspicuus	3.25	27.50

NARCISSI, Double

	Per 100	Per 1000
Albus Plenus Odoratus	$3.00	$25.00
Sulphur Phoenix	4.00	35.00
Orange Phoenix	4.00	35.00
Von Sion Double 1st	3.50	30.00

YELLOW CALLAS

Select Stock $15.00*

AMARYLLIS

Belladonna Major $15.00*

* The 10% discount does not apply on these items.

FRENCH BULBS

	Per 1000
Paper White Grandiflora, 13 ctm. 1250 to case	
Select	$28.00 Net

The 10% discount does not apply on Paper Whites.

A. B. C.

American Bulb Co.

"WATCH US GROW" 172 N. Wabash Ave., Phone Randolph 3316 CHICAGO

Mention the American Florist when writing

For Florists' Supplies, Baskets, Chiffons and Christmas Novelties

Write or wire your orders to us. Will ship same day order is received. Quality and service is our slogan.

Our new catalogue should be in your hands. If you have failed to receive it, send us a postal.

PITTSBURGH CUT FLOWER CO., 116-118 Seventh St., **Pittsburgh, Pa.**

Mention the American Florist when writing

HOME-GROWN ROSES

245,000 Rose Plants to Cut From

Consisting of Russells, Columbias, Hoosier Beauties, Ophelias, White Killarneys, Sunbursts, Premiers, American Beauties.

We are rose specialists and have the very best help obtainable to produce our stock. A trial order will convince you of the advantages of buying direct from the grower.

CURRENT PRICE LIST

OPHELIA, HOOSIER, WHITE KILLARNEY AND SUNBURST	
Extra long, fancy Hoosier Beauty, per 100	$15.00 to $20.00
Extra long, per 100	12.00
Medium, per 100	8.00 to 10.00
Good short, per 100	5.00 to 6.00

RUSSELLS AND COLUMBIA	
Fancy long, per 100	$20.00 to $25.00
Long medium, per 100	12.00 to 15.00
Medium, per 100	8.00 to 10.00
Short, per 100	6.00

ASSORTED ROSES—OUR SELECTION
Including some Russell and Columbia, lots of 300 or more, per 100, $6.00.

CARNATIONS, per 100	$ 6.00	**Adiantum** per 100	$1.00 to $1.50
NEW FANCY FERNS, per 1,000	3.00 to $3.50	**Galax**, bronze, new, per 1000	1.50
All our own growth, guaranteed, packed to arrive in good condition.		**Asp. Sprays** per 100	3.00 to 4.00
		Sprengerii per 100	2.00 to 3.00

Chrysanthemum season is past. No good shipping mums left.
All seasonable flowers not grown by us will be procured for our customers. A trial order solicited.
In buying direct of the grower you are assured of fresh stock at all times and the most even run of quality possible.

BASSETT & WASHBURN

LONG DISTANCE PHONE: CENTRAL 1457
Greenhouses: Hinsdale, Ill., and Greggs Station, Ill.

OFFICE AND STORE
178 N. Wabash Ave., CHICAGO, ILL.

NOTICE:—We close at 5 o'clock week days. Closed all day Sundays.

Chicago.

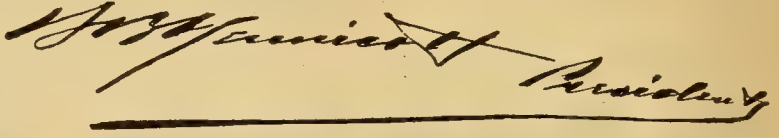
THANKSGIVING TRADE VERY GOOD.

The Thanksgiving trade was very good this year with the total sales showing a great increase over those of 1918 and in many instances a substantial gain over 1917. The shipping trade was brisk and the city demand was surprisingly good. American Beauty roses cleaned up freely at high prices. Mrs. Chas. Russell, Columbia and Premier moved quickly and the supply of Sunburst, Ophelia, Richmond, Milady, Ward, Shawyer, Killarney Brilliant, Killarney, White Killarney, Richmond, Champ Weiland, Montrose and all the other varieties grown for this market cleaned up early at very satisfactory prices considering the general market conditions. Chrysanthemums were in heavy demand, especially fancy stock and there was no great surplus to speak of when the rush was over. Pompons were in exceedingly heavy supply and were sold in large lots in some instances at bargain prices. Judging from the heavy shipments of pompons to this market there are too many being grown, as the returns for the past week will show. Carnations moved quickly at the advertied quotations. Violets were exingly scarce as were gardenias, orchids and lily of the valley. Sweet peas were in brisk demand at high prices. Calendulas, snapdragons, daisies, narcissi, stevia and other miscellaneous stock was disposed of. There was a heavy call for wedding and funeral flowers all Thanksgiving week and it is a question whether there was ever so much stock in general handled for Thanksgiving as last week. The demand since Thanksgiving has been very good and the out-of-town florists have all evidently enjoyed a heavy trade, judging from the reports received. The cold weather has cut down the supply considerably but at that there is plenty of stock to

OVER THE WIRES

Your wants in CUT FLOWERS can be brought to our attention ON SHORT NOTICE—and why shouldn't CHICAGO have the preference of your orders, since it is THE MARKET where the LAW of SUPPLY and DEMAND for PRICE MAKING is a REALITY?

KNOW THE CHICAGO MARKET and buy from a house where SERVICE IS PARAMOUNT.



STRONG in 'Mums
STRONGER in Carnations
STRONGEST in Roses

YOUR

PROTECTION

Kennicott Bros. Co.
174 N. Wabash Ave.
Wholesale Dealers in Cut Flowers for 38 years

CHRISTMAS FLOWERS

Prices published next week.

"The Nation's Most Expressive Flowers"

POEHLMANN BROTHERS COMPANY

66-74 East Randolph Street,

Chicago, U. S. A.

The Largest Growers of Flowers in the World.

'MUMS

Largest Crops in the West and Plenty for Everyone.

Roses Russell-Columbia-Premier-White and Pink Killarney
Richmond---Sunburst---Killarney Brilliant---Ophelia.
IN GOOD SUPPLY. QUALITY A1.

We have all the Standard and Best New **CARNATIONS** And Can Supply the Best Grade in Quantity.

We can fill your order better than any other house in this market and stand ready to prove it. Order here.

Current Price List-- Subject to Change Without Notice.

MRS. CHAS. RUSSELL.	Per 100
Extra Fancy	$25.00
Fancy	$15.00 to 20.00
Good	6.00 to 12.00
PREMIER AND COLUMBIA.	
Extra Fancy	$20.00
Fancy	$15.00 to 18.00
Good	6.00 to 12.00
SUNBURST AND OPHELIA.	Per 100
Extra Special	$8.00
Select	7.00
Fancy	6.00
Good	5.00
Short	4.00

RICHMOND, KILLARNEY BRILLIANT. White—KILLARNEY—Pink,	Per 100
Extra Special	$8.00
Select	7.00
Fancy	6.00
Medium	5.00
Short	4.00
MINIATURE ROSES.	
Baby Doll	$2.00 to $3.00
Elgar	2.00 to 3.00
ROSES, OUR SELECTION	4.00
CARNATIONS	$4.00 to $5.00

MISCELLANEOUS.	Per 100
Chrysanthemums, per dozen	$1.50 to $3.00
Ferns, per 1,000	3.50
Smilax, per doz. strings	3.00
Adiantum	$1.00 to 2.00
Galax (bronze and green), per 1,000	2.00
Asparagus Sprengeri, bunch	.35 to .50
Asparagus Plumosus, bunch	.35 to .50
Boxwood, per lb.	.35

Other Green Goods Market Rates.

WIETOR BROS.

30 East Randolph St., L. D. Phone Randolph 2081 **CHICAGO**

Mention the American Florist when writing

expected before the week is over. Some of the growers are well fixed for coal for the winter but others have only a few weeks' supply on hand. Some of them have had coal seized while in transit and if this practice continues will be up against it in a short time. The retailers are all busy with their preparations for Christmas and in nearly every instance report an increase in sales last month over November of last year.

HOLLY AND GREEN.

The supply of bouquet green in bulk is the scarcest known here for many years. While the demand for this stock the past two years has been limited, yet the supply provided for Christmas trade has dropped to less than 20 per cent of the former normal output. The latest wholesale price this week is $20 per 100 pounds.

Flooded river bottoms in holly sections is delaying early carload shipments. Holly shippers are nervous over possibility of freight embargo for lack of coal.

EMBARGO ON FLOWERS TO DETROIT, MICH.

The local wholesalers have not been able to ship flowers, plants and supplies to Detroit, Mich., by express, since November 28. Officials of the American Railway Express Co. said, December 3, the order was issued to refuse packages for delivery there, owing to congestion on that end, and did not know when the embargo would be lifted. Some dealers are making shipments by parcel post, while others are reaching their customers by expressing the stock to Toledo, O., and other points, and forwarding it from there to Detroit by auto.

THE FUEL SITUATION.

The fuel situation is becoming serious and a few of the larger growers in this vicinity have only enough coal on hand to carry them through a few weeks more. Some of the growers who are running low on their supply have had several cars confiscated while in transit the past week and are alarmed over the situation. The growers are on the non-essential list and will have to depend upon the local fuel administration for assistance the same as during the war, when each case was treated individually. The question was brought up for discussion at the florists' club meeting, held at the Randolph Hotel, December 4.

Red Winter Berries, $4.00 per case

Baby or Tree Boxwood, $12.50 per 50 lb. bag.

O & L A A Wholesale Florists Dealers in Supplies Chicago Ill.

30 East Randolph St. L. D. Phone: Central 6284

PREPARED LYCOPODIUM

(Or Christmas Green)

Splendid for general work as for making wreaths, filling baskets, etc. Soft, pliable and everlasting. Per carton of 10 lbs , $3.50.

Special Xmas list of many other useful items sent free.

Geo. H. Angermueller Co.

1324 Pine St., ST. LOUIS, MO.

BIG CROP OF ROSES

Extra fancy stock in all the varieties listed below—
This stock will please the most discriminating buyer.

GOOD SUPPLY OF CARNATIONS, CHRYSANTHEMUMS AND POMPONS

Stock of the same fine quality we shipped you at Thanksgiving.

Complete Line of Greens

Buy Direct from the Grower. **CURRENT PRICE LIST** **Subject to Change Without Notice.**

	Per 100
MRS. CHAS. RUSSELL	
Specials	$20.00 to $25.00
Select	15.00
Medium	10.00 to 12.00
Short	6.00 to 8.00
COLUMBIA	
Special	$20.00
Select	15.00
Medium	$10.00 to 12.00
Short	6.00 to 8.00
MILADY	
Select	$10.00 to $12.00
Medium	6.00 to 8.00
Short	5.00
Camp Weiland... Killarney..... Killarn'y Brillia't White Killarney.. My Maryland.....	
Select	$10.00 to $12.00
Medium	6.00 to 8.00
Short	4.00 to 5.00
Sunburst..... Ophelia.....	
Select	$10.00 to $12.00
Medium	6.00 to 8.00
Short	5.00

PREMIER	
Special	$20.00
Select	15.00
Medium	$10.00 to 12.00
Short	6.00 to 8.00
	Per 100
ROSES, OUR SELECTION	$ 5.00
Carnations	$ 4.00 to 6.00
Chrysanthemums, per dozen	3.00 to 5.00
Pompons, per bunch	.35 to .75
Adiantum	1.50 to 2.00
Asparagus, per bunch.....50 to 75c	
Boxwood .....per bunch, 35c	
Ferns .....per 1,000, $3.50	
Galax, bronze and green, per 1,000, $2.00	
Leucothoe Sprays	1.00
Smilax .....per doz. strings, $3.00	

PETER REINBERG

Wholesale Florist

30 East Randolph St., LONG DISTANCE PHONES CENTRAL 601 and 2846 **CHICAGO**

Quality Stock—Efficient Service
Courteous Treatment

Make buying a pleasure when dealing with the

JOSEPH FOERSTER CO.

WHOLESALE FLORISTS

160 N. Wabash Avenue, CHICAGO, ILL.

SAY IT WITH FLOWERS.

The "Say It With Flowers" week at the Majestic theatre was a noteworthy success. Frances Kennedy rendered Albert Von Tilzer's song in her best style. Before the close of the week she had the audience singing it vigorously, and the boys in the gallery whistling it. The wholesalers, retailers, and allied trades, gave their hearty support and cooperation to the movement. The wholesalers and others contributed stock freely, and the Retail Florists' Association spared no effort to make their work in the decoration of the theatre, and the distribution of flowers, in every way worthy of the occasion. The liberal use of flowers and plants in the theatre during the week made a very favorable impression on the public. Next week, the song is scheduled to be sung in grand style at the Marigold Gardens by a chorus of girls in flower costumes.

NOTES.

The Commercial Flower Growers of Chicago will meet Thursday afternoon, December 11, at 2 o'clock at the Hotel Randolph, Wells and Randolph streets. The special subject for discussion will be "Publicity," among the principal speakers being President J. F. Ammann of the Society of American Florists. Several vases of new roses to be introduced in 1920 will be on display.

Mangel, the Palmer House Florist, had the best Thanksgiving trade on record. November 28, he filled a funeral order for $1,000, consisting of 18 designs, which were delivered to the Dighton funeral at Monticello. Philip Stamatakos accompanied the designs there.

Wietor Bros. are planting young rose stock this week, the work now being well under way. They are through cutting pompons, but are still on deck with a late crop of chrysanthemums. Their Thanksgiving trade was exceptionally good, and much better than last year.

One of the south side florists delivered two bouquets to a grocer at Thanksgiving, amounting to $1.50 each. The grocer weighed them, and when he found a difference of three ounces in one, he kicked like a steer because he thought he was overcharged.

Poehlmann Bros. Co. enjoyed the largest Thanksgiving business in the history of the firm. This house is now in splendid crop with roses, and John Poehlmann takes great pleasure in calling attention to their high quality.

Allie Zech says that Zech & Mann's Thanksgiving sales were much better than last year and that the total business for the month of November also shows a substantial increase over the same period of 1918.

John Michelsen was well pleased with the E. C. Amling Co.'s Thanksgiving business, which was the best ever. This firm's sales show an increase of $1,000 for last month, over November of 1918.

The Ernst Wienhoeber Co. reports that its Thanksgiving business was exceptionally brisk. The sales for the month of November were ahead of the same period of last year.

Al. Barber, and his right-hand assistant, W. H. Everett, of Cleveland, O., were here buying stock for Christmas this week. They report a splendid Thanksgiving business.

Kennicott Bros. Co.'s sales for Thanksgiving show an increase of 40 per cent over 1918, and 10 per cent over 1917. This year's sales establish a new record.

Andrew Chronis was so well pleased with the Alpha Floral Co.'s Thanksgiving sales that he bought a new Hudson touring car besides a new delivery truck.

Ronsley's sales for Thanksgiving were heavy, and a couple of extra trips to the market were necessary to secure enough stock to fill all the late orders.

Lewis & Rocca did much more business than they expected for Thanksgiving, and cleaned up all the available stock they had to offer.

Chairman Asmus, of the S. A. F. publicity finance committee, will address the St. Louis Florists' Club, December 11.

J. E. Pollworth, secretary and manager of Kennicott Bros. Co., made a business trip to Milwaukee, Wis., this week.

Paul Klingsporn reports that the Chicago Flower Growers' Association's 1919 Thanksgiving sales were the largest ever.

Joe Marks of A. Henderson & Co., returned from an out-of-town trip in time to eat Thanksgiving dinner at home.

William Duntemann is hunting ducks in Arkansas.

A. T. Pyfer & Co.'s Thanksgiving sales were 35 per cent better than those of 1918.

Our Dwarf Baby Boxwood

Is guaranteed first-class in every respect and is sold in full weight 33 lb. and 50 lb. crates, at **26c** per lb., net weight.

The cheapest and most economical Dwarf Baby Boxwood in the market. Order early. Prompt delivery.

Single lb. lots, **30c.**

A. T. PYFER & CO.

164 N. Wabash Ave., L. D. Phone, Central 3373. **CHICAGO, ILL.**

Mention the American Florist when writing

Percy Jones

INC.

Wholesale Florists

30 E. Randolph St., CHICAGO, ILL.

CHICAGO'S FIRST-QUALITY HOUSE

The Chicago Flower Growers Association

WHOLESALE GROWERS of CUT FLOWERS and PLANTS

182 North Wabash Avenue L. D. Phone, Randolph 631 CHICAGO

We Lead--Quantity and Quality

Positively the best buys in Chicago.

CURRENT PRICE LIST

	Per 100				Per 100	
Rose Premier	$ 8.00	to $30.00		Killarney Brilliant	$ 4.00	to $15.00
Russell	8.00	to 25.00		White Killarney	5.00	to 15.00
Extra special	30.00	to 35.00		Maryland	5.00	to 15.00
Columbia	6.00	to 25.00		Sunburst	6.00	to 12.00
Milady	6.00	to 25.00		Ward	4.00	to 8.00
Ophelia	5.00	to 15.00				
Calendulas, Extra Fancy, per 100	6.00	to 8.00		Paper Whites	5.00	to 6.00
Cypripedium, per dozen	4.00	to 5.00		Yellow Narcissus	8.00	
Single Violets, per 1,000		20.00		Valley	20.00	
Double Violets, per 1,000	12.50	to 15.00		Plumosus, per bunch	.35	to .50
Chrysanthemums, per dozen	3.00	to 4.00		Sprengeri, per bunch	.35	to .50
" Fancy, per dozen	5.00	to 6.00		Adiantum, per 100	1.50	to 2.00
Pompons, per bunch	.35	to .75		Ferns, per 1,000	3.50	
Extra Special Pompon, per bunch		1.00		Smilax, per dozen	$3.00;	20.00
Carnations, per 100	4.00	to 6.00		Leucothoe, per 1,000	7.50	
Pansies, per doz. bunches	2.00			Boxwood per bunch	.35; case	12.50
Sweet Peas	3.00					

EXTRA SPECIAL ROSES BILLED ACCORDINGLY. ALL GREENS AT MARKET PRICES.

Large Supply of Roses

Choice stock in all the leading varieties of Roses offered in the Chicago Market at reasonable prices. Order here.

Carnations---'Mums---Pompons---Violets---Daisies
Sweet Peas--Stevia--Calendulas--Paper Whites

GREENS of all kinds. Large supply of BOXWOOD.

A. L. VAUGHAN & Co.

NOT INC.

PHONES:
CENTRAL 2571-AUTOMATIC 48-734-CENTRAL 2572
161 North Wabash Ave. Chicago

YOU CAN ALWAYS RELY UPON US FOR YOUR SUPPLY OF

CUT FLOWERS

Remember when ordering that our line is so complete that it includes every item offered in the Great Chicago Market.

ZECH & MANN

30 E. Randolph St.

CHICAGO

Long Distance Phones { Central 3283 / Central 3284

Our Offerings Include:

ROSES.

COLUMBIA

RUSSELL

White Killarney

Pink Killarney

Milady Sunburst

Killarney Brilliant

Ward Ophelia

Premier

MINIATURE ROSES

Cecile Brunner

CARNATIONS

MISCELLANEOUS

Valley Cattleyas

Stevia

CHRYSANTHEMUMS

White—Pink—Yellow

POMPONS

All Colors.

GREENS.

Plumosus Sprengeri

Galax, bronze. Galax, green

Ferns

Adiantum Smilax

Boxwood

The Retail Florists' Association will meet at the Hotel Morrison, next Tuesday evening, December 9, at 8 o'clock. A paper by Herman Knoble, Cleveland, O., will be read, and a representative of the Milwaukee Florists' Club has been invited to be present to speak on the assessment plan of advertising now being conducted in the Wisconsin city. It is possible that J. F. Ammann, Edwardsville, will also be present, which means an interesting meeting. Every retailer in this vicinity should be present.

Peter Reinberg had a splendid Thanksgiving business, with the sales running ahead of last year. The shipping trade was good, according to Herbert Hansen, who said that although orders may not have been as numerous as previously, they were much larger.

The grim reaper visited the trade again last week, when Henry J. G. Hilmers, 1117 East Forty-seventh street, was called to the great beyond, November 29, an account of which appears in our obituary column this week.

The Central Floral Co. had a big Thanksgiving trade at its North State street store. This firm always makes a fine showing of stock and the public has become accustomed to its beautiful displays.

At Erne & Co.'s store the Thanksgiving trade was brisk and exceeded all expectations. Roses and chrysanthemums moved fast, as did carnations, which were in short supply.

Percy Jones, Inc., had a fine Thanksgiving trade, with a heavy out-of-town call for stock. Manager H. Van Gelder is on the job again after being on the sick list for a few days.

J. C. Craig, 120 South Wabash avenue, reports a good Thanksgiving business, with the sales greater than last year. This firm started in business in 1874.

Bassett & Washburn's Thanksgiving trade was exceptionally brisk this year and resulted in a grand cleanup of stock. Roses are in large supply here this week.

The Fleischman Floral Co. enjoyed a brisk Thanksgiving trade, with the demand running strong for fancy stock, especially roses and chrysanthemums.

George Wienhoeber cleaned up completely for Thanksgiving in both cut flowers and plants, with the sales for the week much greater than last year.

The John Kruchten Co. moved a large quantity of stock for Thanksgiving, especially Bonnaffon chrysanthemums, which were a leader.

The George Wittbold Co. had a splendid Thanksgiving trade which kept the force on the jump at all times filling orders.

O. A. & L. A. Tonner are handling a large quantity of red winter berries, which are good property this winter.

A. Miller, president of the American Bulb Co., is back from a business trip to Detroit, Mich.

A. L. Vaughan & Co. had a brisk stock and the local demand was surprisingly good.

E. C. Pruner and wife will celebrate their tenth wedding anniversary, December 8.

Allie Zech will celebrate his thirty-fifth birthday, December 9.

Vaughan's Seed Store moved its first carload of holly this week.

Visitors: Martin Reukauf, representing H. Bayersdorfer & Co., Philadelphia, Pa.; Julius Dilloff, representing Wertheimer Bros., New York; Paul M. Palez, Little Rock, Ark.; Richard Haentze Fond Du Lac, Wis

Detroit.

THANKSGIVING SALES SHOW INCREASE.

Thanksgiving day was a record breaker for volume of business enjoyed by every retailer, and this not because of high prices, but an increased call for flowers. Chrysanthemums easily led in popularity, and good prices were maintained. Roses, though fine in quality and comparatively moderate in price, could not compete with the popular "Autumn Queen." They were of fine quality, and the offerings covered the full range of seasonable sorts. All the stock of the different varieties of flowers was sold out completely, and some reports of a shortage with some dealers were heard. Some cherries and cyclamens were added to the pot plants of chrysanthemums and many ferns were sold also.

NOTES.

There has been an embargo here against express shipments from all points, since November 28, and there is no relief in sight. Some buyers are evading the embargo by having shipments made to adjacent points.

The Michigan Horticultural Society is holding its annual meeting at the Hotel Statler, this week. J. F. S.

Nashville, Tenn.

HEAVY CHRYSANTHEMUM MOVEMENT.

The Thanksgiving trade in white and yellow chrysanthemums surprised the hopes of the most sanguine in the business and proved a decided money gatherer. Business opened early and continued until the last bloom had been disposed of, even pompons moving at a premium. The chrysanthemum season now comes to its end with but a few white and some scattering flowers that did not arrive on time for the big day the present offerings. They will not be missed as carnations and roses are already in line to take their place, the flowers of fine quality and the supply increasing daily. M. C. D.

Evansville, Ind.

George Blackman, of the Wm. Blackman Floral Co., says his firm's Thanksgiving trade was the best in the history of the concern. Mrs. Blackman, who has been on the sick list, is improving slowly.

Col. J. D. Carmody's many friends will be pleased to learn that his health has greatly improved. He is now in his eighty-third year.

HAVE YOUR CUSTOMERS

Say it With Budlong's Flowers

The Kind that are bound to give satisfaction.

'MUMS White, Yellow and Pink. Also POMPONS

We have everything in the way of Cut Flowers, **Roses of all varieties,** including **Double White Killarney,** which is much better than the White Killarney that is commonly grown by other growers. Also plenty of **Russells, Columbias** and **Premiers,** besides **Nesbit** and **Brunner.**

CARNATIONS - - Red, White, Deep Pink and Light Pink

Valley **Yellow and White Narcissus, Stevia, Sweet Peas, Feverfew,** and all other seasonable Cut Flowers, including **Greens** of all kinds. **Violets**

With the 'Mum season fast drawing to a close same finds us coming on with a heavy crop of Roses, also Carnations, hence same finds us in A-1 condition to look after your wants from now on. Send us your trial order.

Send us a trial order and get in touch with the quality of our stock and our prices.

If you want good stock and good treatment, buy of Chicago's most up-to-date and best-located Wholesale Cut Flower House.

J. A. Budlong Co.

Quality Speaks Louder Than Prices.

Wholesale Cut Flowers and Greens

184-186 North Wabash Ave., Corner Lake St., CHICAGO

Roses, Valley and Carnations Our Specialty

Prices As Low As Others.

SHIPPING ORDERS GIVEN CAREFUL ATTENTION.

We are in daily touch with market conditions, and when a decline takes place you can rely upon orders sent us receiving such benefits.

WE ARE CLOSED ALL DAY SUNDAY.

St. Louis.

THANKSGIVING BUSINESS WENT BIG.

Stock the first part of the past week was in only fair supply, especially roses, which seem to be off crop at this time. On Thanksgiving morning the market broke on chrysanthemums and pompons, and quantities could be had at practically buyers' figures. The early part of the week there seemed to be a great demand for white roses and lily of the valley for weddings. The quality of the rose cut has been very good, the best being Russell and Premier. Carnations are coming in better. Sweet peas and violets continue scarce, owing to the dark weather. The cuts of chrysanthemums has been fine, the leader being some very good Chadwick, which everybody seemed to have. Bonnaffon did not have as big a call as usual. Pompons sold very well, and asserted their supremacy as the Thanksgiving table flowers. Other miscellaneous stock has its usual call. Greens are in good supply, but were a bit short for the Thanksgiving demand. In regard to the Thanksgiving business, we can only say that it went big. The greatest demand, after table flowers, seemed to be large chrysanthemums, to be worn. Chadwick, of course, was the leader for this purpose. A canvass of the various retail florists indicates that everybody did a big business; in fact, larger than last year when there was an unusual demand for funeral flowers during the influenza. Plants did not sell quite as well as last year, possibly caused by the abundance of cut flowers. All in all, the Thanksgiving day business was all that could be expected, and everybody seems to be well satisfied.

NOTES.

W. A. Rowe blossomed out in a new Reo delivery truck for Thanksgiving

Meyer's Green Florist Thread

contains two ounces of actual thread without weighing the wood. Be sure that you get **Meyer's Green Florist Thread.** If you cannot get it from your jobbers, buy direct and we will see that your order is filled. This thread has been on the market for 40 years and we guarantee every spool. It is manufactured by

JOHN C. MEYER FLORIST THREAD WORKS,
at LOWELL, MASS., Dept. BB.

Artificial Holly

A perfect imitation of natural holly, with green foliage and red berries.
(Four sprays to bunch.)
Per dozen bunches.....$ 1.50
Per carton, 9 dozen bunches... 12.00

Special Xmas list of many other useful items sent free.

Geo. H. Angermueller Co.
1324 Pine St., ST. LOUIS, MO.
Mention the American Florist when writing

ERNE & COMPANY

—WHOLESALE FLORISTS—

30 E. Randolph Street, L. D. Phone, Randolph 6578. **CHICAGO, ILL.**

Mention the American Florist when writing

E. F. WINTERSON CO. 166 N. Wabash Ave. Chicago

L. D. Phone, Central 6004
Established 1892

Daily shipments of the finest stock in Roses, Carnations, Violets and Chrysanthemums. Headquarters for Wild Smilax, Fancy Ferns, Adiantum and all Green Goods. Don't forget, our Supply Department is complete—Ribbons, Chiffons, Boxes, Crepe Paper and Wire Designs.

day. It is a monster, and should save him considerable time by loading it to capacity. It received a thorough test on Thanksgiving, carrying as much on one trip as his old truck did in two to three trips. On the side panels he has the national slogan, "Say It With Flowers," painted, which can be seen for blocks.

With the wholesale houses practically closed on Sunday, a number of the dealers go out every Sunday with their guns to follow the quail and rabbit. So far we have seen rabbits and squirrel but no quail. How about it, Al. Lon, Frank, Will—and others?

The florists bowling league did not meet the past week, but will continue with their schedule next Wednesday. The Carnations and Roses are now tied for first place, with the Sweet Peas and Daisies following in order.

Quite a few of the retailers have been busy the past week with decorations for various large social functions. These have used up quite a bit of stock and have shown a nice profit to the decorators.

J. J. Benecke now represents the A. L. Randall Co., Chicago, in this district. He has severed his connection with the Ove Gnatt Co. of LaPorte, Ind.

J. J. W.

Boston.

RAIN DULLS THANKSGIVING DEMAND.

Thanksgiving trade was not up to standard in the downtown section due to heavy rains, but business in the residential districts is reported as showing a gain over last year. Pompons were the leaders in popularity and Bonaffon and Chieftain chrysanthemums also sold well. Violets were scarce and roses were also in short supply. Plant sales were very good with a good demand for cherry trees, cyclamens, peppers, begonias and Otaheite oranges.

NOTES.

Thomas Roland, of Nahant, has a fine looking lot of stock coming along for the Christmas trade. Among the best offerings are cyclamens, principally Salmon Pink, cherry trees and orange and lemon trees.

Frank Edgar supplied the market with 500 dozen Bonaffon chrysanthemums for the Thanksgiving trade in addition to cyclamens, begonias and chrysanthemum plants.

Everett Cummings, of Woburn, is cutting a fine strain of Spencer sweet peas which are easily disposed of at $4 per 100.

B. A. Snyder & Co. reported a heavy Thanksgiving demand with numerous out-of-town orders.

Edward Welch, for many years with Welch Bros., is now with the Boston Cut Flower Co.

S. K. G.

Ferns--Galax--Leucothoe

DIRECT FROM THE WOODS TO THE DEALER

New Crop Ready for Immediate Shipment.

	1,000	Per case of 10,000
Green Galax, 3 to 3½-in.	$1.25	$ 7.50
Green Galax, 3½ to 5 in.	1.50	8.50
Bronze Galax, 3 to 3½-in.	1.25	7.50
Bronze Galax, 3½ to 5-in.	1.50	8.50
	1,000	Per case of 5,000
Fancy Ferns, 12-in. and up	$2.00	$ 7.50
Dagger Ferns, 12-in. and up	2.00	7.50
Long Green Leucothoe	5.00	
Medium Green Leucothoe	3.50	
Short Green Leucothoe	2.00	

Above prices on galax apply to lots of 10 cases and up. Remember that we are the RETAILERS' friend, and solicit the RETAILERS' business.

Member of the BLUE RIDGE DECORATIVE EVERGREEN ASSOCIATION.

Wire us at Elk Park, N. C. Terms, Cash with order.

ELK GALAX & FERN CO., Banners Elk, N. C.

GOLDFISH 1.500,000

(Fancy and Plain)

Ready for market at rock bottom prices. Ship anywhere in U. S. or Canada. Write for our illustrated catalogue.

ORIENTAL GOLDFISH & SUPPLY CO.

3757 to 3761 Cottage Grove Ave., CHICAGO, ILL.

1920 Catalogue

48 Pages for Florists sent free on request.

THE JOHN HENRY CO.

LANSING, MICH.

GOLDFISH

BUY FROM THE BREEDER.

41 Acres of Ponds This Season.

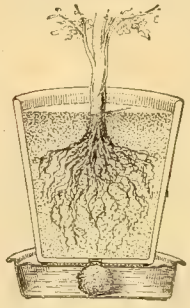
Write for big new catalogue.

Globes, Aquariums, Aquarium Supplies, Etc.

BERT J. PUTNAM, Scientific Aquarist

Dept. F, 490 Washington St., BUFFALO, N. Y.

Sell More Potted Plants



You can easily double your plant trade by showing your customers how easy it is to grow potted plants with a

Little Wonder Plant Irrigator

They keep your plants watered just right. Wholesale price, $20.00 per 100.

If your supply house does not carry them send us their name with your order.

Sample by mail, 35c.

The Wonder Plant Irrigator Co.

2918 N. Clark St., CHICAGO

Rochester, N. Y.

THANKSGIVING TRADE SURPASSES 1918.

Thanksgiving business was better than last year, with chrysanthemums holding their usual lead in popularity with good sales for carnations, roses, violets, orchids and pompons, the latter great favorites. Yellow chrysanthemums were especially scarce but there was no shortage in other colors. The quality of the stock in general was fine. Stevia, mignonette and Paper Whites were good property.

NOTES.

H. E. Wilson has made a new feature at his business in the form of a candy counter at his Main street establishment.

Good advance orders are now being booked for laurel roping, holly wreaths and Christmas baskets.

George T. Boucher reports Thanksgiving business much better than last year.

Hugo Teute is now marketing some excellent cinerarias.

CHESTER.

John Kruchten Co.

30 East Randolph Street, WHOLESALE FLORISTS CHICAGO, ILL.

L. D. Phone Central 8016-8017.

Mention the American Florist when writing

E. C. AMLING CO.

The Largest, Best Equipped, Most Centrally Located

WHOLESALE

CUT FLOWER HOUSE

IN CHICAGO

169-75 N. Wabash Ave., CHICAGO

L. D. Phones

CENTRAL 1977 and 1978

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211 North State Street CHICAGO

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A. L. Randall Co.,

Wabash Ave., and Lake St. CHICAGO, ILL.

Wholesale Cut Flowers, Florists' Supplies.

Mention the American Florist when writing

WEILAND-RISCH CO.

FLOWER GROWERS

TELEPHONE CENTRAL 879 154 N. WABASH AVE. CHICAGO ILLINOIS

Mention the American Florist when writing

George Reinberg

WHOLESALE FLORIST

Extra fancy Ophelia, Sunburst, Columbia, Russell, Milady, White Killarney and Killarney Brilliant Roses. All orders given prompt attention. Try us.

162 N. Wabash Av., CHICAGO

Mention the American Florist when writing

Wire Hanging Baskets

Price List, 1919. Plain Wire Hanging Baskets.

10-inch	$1.75	14-inch	$3.00
12-inch	2.25	16-inch	4.50

SHEET MOSS in bags, per bag, $2.00

Our Sheet Moss is the best value for the money in the market.

Michigan Cut Flower Exchange, 264-266 Randolph St., DETROIT, MICH.

Mention the American Florist when writing

Wholesale Flower Markets

Chicago.

CURRENT PRICE LIST.

	Dozen	Per 100
Roses, Beauty	$ 2.00@	$ 9.00
" Mrs. Chas. Russell	6.00@	30.00
" Columbia	6.00@	25.00
" Premier	6.00@	25.00
" Hoosier Beauty	4.00@	15.00
" Killarney Brilliant	4.00@	12.00
" Killarney	4.00@	10.00
" White Killarney	4.00@	10.00
" Richmond	4.00@	10.00
" My Maryland	4.00@	12.00
" Mrs. Geo. Shawyer	4.00@	12.00
" Milady	6.00@	20.00
" Sunburst	4.00@	12.00
" Mrs. Aaron Ward	4.00@	12.00
" Hadley	4.00@	15.00
" Ophelia	5.00@	12.00
" Double W. Killarney	4.00@	12.00
" Champ Welland	4.00@	12.00
" Stanley	4.00@	12.00
" Bayard Thayer	5.00@	20.00
" Cecile Brunner		3.00
" George Elgar		3.00
" Baby Doll		3.00
" Nesbit		3.00
" Our selection		5.00
Carnations	3.00@	6.00
Cattleyas per doz.	18.00@	24.00
Daisies		2.00
Valley		20.00
Calendulas	2.00@	6.00
Chrysanthemums per doz.	2.00@	5.00
Pompons per bunch	.35@	.75
Gardenias per doz.		6.00
Paper Whites per 100		8.00
Callas		20.00
Sweet Peas per 100	2.00@	4.00
Violets	2.00@	2.50
Ferns per 1,000		3.50
Galax per 1,000	1.50@	2.00
Leucothoe	1.00@	1.25
Mexican Ivy per 1,000	5.00@	6.00
Plumosus Strings each	.60@	.75
Smilax per doz.	2.50@	3.00
Sprengeri, Plumosus Sprays		3.00
Boxwood, 35c per lb., per case		9.00

ZECH & MANN

WHOLESALE FLORISTS

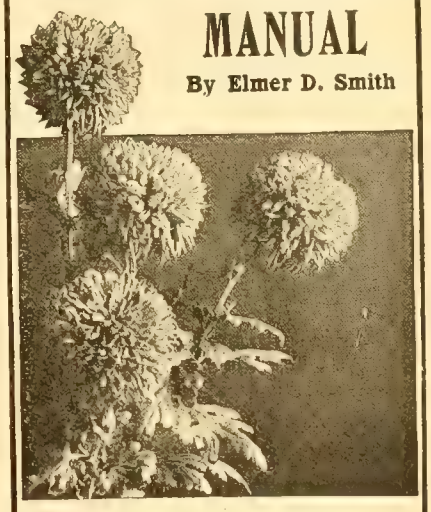
30 E. Randolph St., CHICAGO

Telephone Central 3284

Mention the American Florist when writing

THE CHRYSANTHEMUM MANUAL

By Elmer D. Smith



FOURTH EDITION

Price 60 Cents. Cash with Order.

American Florist Co.

440 S. Dearborn St., Chicago

BASKETS

Write for Catalog Now

RAEDLEIN BASKET CO.

713 Milwaukee Ave. CHICAGO, ILL.

REFRIGERATORS

COMPLETE FIXTURES

CENTRAL REFRIGERATOR & EQUIPMENT CO.

Estimates Submitted.

155 No. Clark Street, CHICAGO

CYPRIPEDIUMS, $3.00 per dozen

We have the largest supply in the country and for that reason you should depend on us to supply you. On account of their exceptional keeping qualities they are sure to give satisfaction. Place a regular order for them. Every good retail store can sell them.

THE LEO NIESSEN CO., 1201 Race St., Philadelphia, Pa.

Philadelphia.

THANKSGIVING SALES BETTER THAN 1918.

The feature of the week's business was, of course, the great Thanksgiving day demand which used up an enormous quantity of chrysanthemums. It was thought for some time previous, that there would not be enough to go around, but there were plenty, and then some, as anyone willing to pay the price had his order filled in any of the popular varieties. Prices, while a shade higher than ever before, were not at all exorbitant, when one considers the advance in cost of production. The highest grade Nonin, Seidewitz and the Chadwicks sold from $5 to $6 per dozen. A few Mistletoe brought $7.50. A very good grade of Bonnaffon and other varieties were moved in large quantities at $4.00 per dozen. Smaller stock sold from $2 to $3. Pompons were plentiful, selling at 50 cents to $1.00 per bunch, according to size, quality and variety. Garza, and others of the singles, were in good demand, as was the little golden yellow button, Baby. Roses were very scarce, all the growers seeming to be more or less off crop. One had to be a good buyer to get anything worth carrying away in the rose line. Prices advanced from 25 to 33 per cent. Carnations were more plentiful, but were in demand, and had to be portioned out, as were the roses. Mrs. Ward appears to be the only bright pink, and there is not half enough. Many a bunch of Matchles sis taken to get the pink. Prices moved up to $8.00 for the best stock. Snapdragons sold well at $2.00 per dozen sprays. Sweet peas were a factor, there being a larger stock than ever before for Thanksgiving. The price was $2.00 to $3.00. Violets were very short of the demand. Cattleyas that were at all salable, brought $1.50 each. Corsages of orchids that were sold at $5 to $7.50, now bring $12 to $15, and as one of the retailers put it, "not much in them at that." Take it all in all, the trade for this holiday was most satisfactory, the volume being greater than last season, and at prices approximately one-third higher.

RESUME OF CHRYSANTHEMUM SEASON.

Now that the chrysanthemums are practically cut out, a resume of the leaders, or most popular varieties, of the season will be found interesting. The first early in September, is still Golden Glow; several weeks later follows Smith's Advance. If well done, both of these varieties find ready sale. Early Snow, Pacific Supreme and Tint of Gold come in with a number of lesser stars in Early October, followed by Maud Dean, Bonnaffon and Razer, one of the best midseason whites. Bonnaffon still holds its own as the best commercial variety. The Chadwicks, white and yellow; Seidewitz, and Jennie Nonin are the best late sorts. Mistletoe is a good late fancy, while Eaton white and yellow, are still done well by many. Marigold is also a good midseason yellow. Western Beauty, Golden Climax, and Souvenir d'Or are choice pompons, with Garza and Buckingham as fine singles. There are many other varieties grown, but the above will be found the leading market favorites.

THANKSGIVING REPORTS OF WHOLESALERS.

Wholesalers report Thanksgiving business about as follows:

CHRYSANTHEMUMS

In all popular varieties, best quality, direct from grower to you. Roses, Carnations, Violets.

PHILADELPHIA CUT FLOWER COMPANY

Wholesale Florists

1517 SANSOM ST., George Aeugle, Proprietor, PHILADELPHIA, PA.

EDWARD REID

Roses, Carnations, Chrysanthemums. All Seasonable Flowers.

This is the exclusive shop, only one block from Express Depots.

1619-1621 Ranstead Street, PHILADELPHIA, PA.

Wholesale Flower Markets

BOSTON, Dec. 3. Per 100

Roses, American Beauty	25.00@	100.00
" Shawyer, Russell	8.00@	30.00
" Killarney	8.00@	30.00
" Milady, Miller	8.00@	30.00
" Francis Scott Key, Radiance	8.00@	30.00
" White Killarney	8.00@	30.00
" Killarney Brilliant	8.00@	30.00
" Mrs. Aaron Ward, Sunburst	8.00@	30.00
" Hadley	8.00@	30.00
" Ophelia	8.00@	30.00
" Premier	8.00@	30.00
" Columbia	8.00@	30.00
" Maryland, Hoosier Beauty	8.00@	30.00
Cattleyas	40.00@	60.00
Cypripediums	150.00@	200.00
Sweet Peas	3.50@	4.00
Carnations		8.00
Longiflorum Lilies	20.00@	25.00
Pompons, per bu, $0.50@$1.00		
Chrysanthemums	16.00@	35.00
Violets		3.00
Marguerites		3.00
Calendulas	6.00@	8.00
Bouvardia, per doz, $2@$4.00		
Paper White Narcissi	4.00@	6.00
Callas	16.00@	25.00

BUFFALO, Dec. 3. Per 100

Roses, Beauty, Special	50.00@	60.00
" Fancy	30.00@	40.00
" Extra	15.00@	20.00
" 1st	10.00@	15.00
" Killarney	6.00@	15.00
" My Maryland	6.00@	15.00
" Sunburst	6.00@	15.00
" Ward	6.00@	8.00
" Columbia	10.00@	25.00
" Ophelia	6.00@	20.00
" Russell	8.00@	15.00
" Shawyer	6.00@	15.00
" Bon Silene	4.00@	6.00
Cattleyas	100.00@	125.00
Chrysanthemums	8.00@	40.00
Pompons, per bunch	.50@	1.00
Violets	2.00@	2.50
Carnations	5.00@	8.00
Snapdragons	6.00@	8.00
Sweet Peas	1.50@	2.00
Asparagus Sprengeri	.35@	.50
Ferns	per 1,000	2.50
Calendulas	2.00@	3.00
Smilax		25.00
Japan Lilies	8.00@	10.00

CINCINNATI, Dec. 3. Per 100

	Per doz.	
Roses, Beauties, 36-inch	4.00@	6.00
" Beauties, 30-inch	4.00@	5.00
" Beauties, 24-inch	2.50@	3.00
" Beauties, 18-inch	1.00@	2.00
" Beauties, Short		1.00
	Per 100	
" Columbia	6.00@	20.00
" Premier	6.00@	25.00
" Killarney	3.00@	15.00
" Ophelia	4.00@	12.00
" Russell	5.00@	18.00
Carnations	3.00@	6.00

Fancy Chiffons

(About 35 to 40 yards to bolt.)	Per yd.
Dotted effect, 4 in. wide	$0.09
Lily of the Valley effect, 4 in. wide	.09
"Blue" Valley, cut edge, 6 in. wide	.09
Dotted effect, 6 in. wide	.12
Lace effect, 6 in. wide	.12
Lily of the Valley effect, 6 in. wide	.12
"Gold" Valley effect, 6 in. wide	.14
Silk, with Satin Borders, 6 in. wide	.15
Silk, with Satin Borders, 8 in. wide	.20
Maline, 27 in. wide	.30
Silk Gauze (or netting), 6 in. wide	.12
Silk Gauze (or netting), 14 in. wide	.22

Special Xmas list of many other useful items sent free.

Geo. H. Angermueller Co.

1324 Pine St., ST. LOUIS, MO.

Write For Our

Price List On Cut Flowers

H. G. BERNING

1402-4 Pine St., St. Louis, Mo.

BERGER BROS.

CHRYSANTHEMUMS

All Grades.

Roses, Carnations, Violets.

1225 Race St. Philadelphia, Pa.

Pittsburgh Cut Flower Co.

WHOLESALE FLORISTS

116-118 Seventh Street,

PITTSBURGH, - PA.

Growers of Quality Flowers.

C. C. POLLWORTH CO.

EVERYTHING in the line of **Cut Flowers, Plants and Florists' Supplies.**

MILWAUKEE, WIS.

HOLTON & HUNKEL CO.

462 Milwaukee St., Milwaukee, Wis.

Wholesalers and Growers of **Choice Cut Flowers and Greens**

H. Bayersdorfer & Co.

The Wholesale Supply House of America . . .

EVERYTHING THE BEST IN FLORISTS' SUPPLIES

1127 Arch St., Philadelphia, Pa.

Wholesale Florists' Supplies

THE HOUSE OF MERIT

Staple Baskets and Seasonable Novelties in Quantity.
Send for Our Catalogue.

JOS. G. NEIDINGER CO.
1309-1311 N. 2nd St., Phila., Pa.

The Leo Nissen Co.—"A good demand at fair prices. Nothing left over."

Edward Reid—"Sold all we had and could get. Business very satisfactory."

Jos. Heacock Co.—"We did not have near enough for our orders. Hope to be better fixed at Christmas."

S. S. Pennock Co.—"Very good trade. Sold out clean at an edvance in prices of one-quarter to one-third."

Eugene Bernheimer—"Much pleased. Sold out clean at good prices."

Berger Bros.—"Very good trade. Could have sold more. Stock fine and prices all right."

Philadelphia Wholesale Florists' Exchange—"An elegant business; much ahead of last year."

Philadelphia Wholesale Cut Flower Co.—"Never had more or finer chrysanthemums. No trouble to sell all we had. Very satisfactory."

A. M. Campbell—"An exceptional demand for both roses and chrysanthemums. Business was never better."

W. J. Baker—"A wonderfully clean sale of chrysanthemums at good prices. Very much pleased."

CLUB MEETING.

The meeting of the florists' club December 2, preceded by a dinner at which more than 50 were seated, was most interesting. There was an exhibition of choice Christmas plants, cut chrysanthemums and roses. The feature of the evening was an address by President-elect A. L. Miller, of the Society of American Florists, which was full of optimism as to the great work the organization would accomplish with the co-operation of its members. Frank Traendly, Eugene Dailledouze and E. Asmus, of New York, were welcome visitors. There was an interesting discussion of the fuel question, the conclusion being that oil is the coming factor.

NOTES.

Mrs. A. Esslinger, a sister of Mrs. Swisher, of 52nd and Girard avenue, has opened a flower shop at 29th and Allegheny avenue. This is a good residential district, where flowers should be in demand.

GUST. RUSCH & CO.

Wholesale Florists
Jobbers in
FLORISTS' SUPPLIES.
Phone Main 1245. P. O. Box 206
444-446 Milwaukee St., Milwaukee, Wis.

Wholesale Flower Markets

PITTSBURGH, Dec. 3. Per 100

Roses, Beauty, special	50.00@	60.00
" " fancy	30.00@	40.00
" " extra	15.00@	25.00
" " No. 1	8.00@	10.00
" Hadley	6.00@	25.00
" Killarney	6.00@	20.00
" Maryland	6.00@	20.00
" Scott Key	12.00@	35.00
" Sunburst	6.00@	20.00
" Mrs. Aaron Ward	6.00@	15.00
" Russell	10.00@	35.00
" Columbia	10.00@	30.00
" Ophelia	6.00@	25.00
" Hilda	5.00@	15.00
Carnations	4.00@	6.00
Cattleyas		150.00
Ferns, per 1,000		3.00
Sweet Peas	1.50@	4.00
Daisies	1.50@	4.00
Chrysanthemums, per doz.	2.50@	5.00
Galax	1.50@	2.00
Plumosus	.35@	.50
Sprengeri	.35@	.50
Smilax, per doz.		3.00
Mexican Ivy, per doz.	1.00@	7.50
Calendulas		2.00
Pompons, per bunch	.50@	.75

PHILADELPHIA, Dec. 3. Per 100

Roses, Beauty, special	60.00@	75.00
" " fancy	30.00@	40.00
" Mrs. Chas. Russell	10.00@	35.00
" Killarney	6.00@	10.00
" Hadley	20.00@	50.00
" Sunburst	8.00@	20.00
" Wards	8.00@	20.00
" Ophelia	8.00@	20.00
" Columbia	10.00@	35.00
Easter Lilies	20.00@	25.00
Snapdragons	12.00@	20.00
Calendulas	3.00@	5.00
Adiantum	1.00@	1.50
Smilax		.35
Asparagus Strings	.50@	.75
Asparagus bunches		.50
Dagger and Fancy Ferns, per 1,000	3.00@	4.00
Chrysanthemums, large, per doz.	1.00@	5.00
" Pompons, bunch	.50@	.75
Violets	1.50@	2.00
Cattleyas	150.00@	200.00

MILWAUKEE, Dec. 3. Per 100

Rose, Killarney, W. Killarney	4.00@	10.00
" Ward	4.00@	8.00
" Mrs. Chas. Russell	6.00@	20.00
" Ophelia	6.00@	15.00
" Columbia	8.00@	25.00
" Premier	8.00@	25.00
" Hoosier Beauty	6.00@	15.00
Carnations, assorted	4.00@	6.00
Cattleyas, per doz.	15.00@	18.00
Chrysanthemums, per doz.	2.00@	5.00
per bunch	.35@	.75
Bouvardia, per bunch	.50@	.75
Cypripedium, per doz.		4.00
Stevia	2.00@	3.00

FANCY FERNS (Special Picked)

Leave us your order for regular shipments.

C. A. Kuehn, WHOLESALE **Florist**

All Seasonable Cut Flowers | Mfr. and Dealer in "Florists" (Brand) Supplies

1312 Pine Street, ST. LOUIS, MO.

Mention the American Florist when writing

WHY NOT TRY THE

McCALLUM CO.

For Real Service in FLORISTS' SUPPLIES?
We are manufacturers and importers—not merely jobbers. Send for Our New Catalog and be convinced.
The McCallum Co., Pittsburgh, Pa.

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Philadelphia Wholesale Florists' Exchange

CHRYSANTHEMUMS, ROSES, VIOLETS, CARNATIONS.

Up-to-the-Minute Service. Satisfaction Guaranteed.

1615 Ranstead St., Philadelphia, Pa.

MINNEAPOLIS, MINN.

RICE BROTHERS

Wholesale Florists and Supplies

218 North Fifth St.

Send list in for quotations.

ST. LOUIS, Dec. 3. Per 100

" Roses, Hadley	3.00@	12.50
" Killarney	3.00@	5.00
" White Killarney	3.00@	10.00
" Hoosier Beauty	3.00@	12.50
" Russell	4.00@	20.00
" Ward	3.00@	6.00
" Sunburst	3.00@	12.50
Ferns		2.50
Carnations	4.00@	10.00

The new store of Frank M. Ross on 52nd street is now, after many delays, about completed. The business here is growing rapidly. He is much pleased with the increasing trade received through his connection with the Florists' Telegraph Delivery, particularly in the orders secured in his three stores.

C. U. Liggit has just returned from a successful southern trip, where he received large orders for Christmas plants. The retail trade in Washington, he found especially optimistic regarding the holiday business.

A. M. Campbell had a splendid cut of Souvenir d'Or pompons for Thanksgiving. The roses at his Hatboro greenhouses are coming strong. Premier and Double White Killarneys are exceptionally fine.

The Philadelphia Cut Flower Co., handled exceptionally fine Nonin, Chadwick and Mistletoe chrysanthemums at Thanksgiving. Nothing finer has been seen in this market.

James Heacock is spending the week in the wilds of Pike county, after bears, deer and other wild game.

K.

New York.

BIG THANKSGIVING SUPPLY LOWERS PRICES.

As a preliminary, and to put our readers in the proper frame of mind to receive a detailed account of the Thanksgiving business, it is well to repeat what has often been said before, "that you cannot please everybody." There is more or less dissatisfaction in all lines of business. Even from Philadelphia, where the people are supposed to be the most contented in the world, there comes a complaint from a man who makes wooden legs, that business is "falling off," and that what customers he has, are mighty hard ot please. Having thus created an "atmosphere," as the parlor uplifters express it, we will now try to make clear the extent of the Thanksgiving business. The growers and the wholesale dealers had no reason to complain. If some of them were disappointed with results, they cannot lay the blame on anybody else. As has sometimes been mentioned in these columns, previous to other holidays, it is not easy to forecast the quantity of stock that will reach this market for a holiday, as it is drawn from such a wide area. It appeared to be the general impression that for this occasion stock would be scarce, which was an error. On November 25, prices in the wholesale district, particularly on roses, were put up to high figures. Buying was active on that day, as with the foregoing impression abroad, the buyers for the large stores, as a matter of course, did not want to be left in the lurch. Therefore, special American Beauty roses wholesaled at the rate of $1 to $1.50 each, Scott Key, $1; Hadley, $1; Columbia, 40 cents; Premier, 40 to 50 cents, and other roses in proportion, considering quality. Cattleya offerings wholesaled at from $1 to $2.50 each; gardenias, $1 each; possibly a few went higher. Carnation Mrs. Ward was $10 to $12 per 100. Other varieties, $6 to $8. There was but little change in the figures on chrysanthemums from our quotations of November 29, except that $4 to $6 was asked for almost any kind of a sizeable flower. And it was chrysanthemums, so to speak, that broke the back of the camel. There was an abundance of them, and in pompons and singles, there was a surplus, though many were sold, for even at 50 to 75 cents a bunch, they were about the cheapest stock on the market. November 26 was, in weather, a most disagreeable day, with rain, fog and humidity. The buyers for the retail stores, not seeing much of a rush of customers, became very cautious, and it appeared that there was less buying than on the previous day. At any rate, by night there were ice boxes in the wholesale district that were full of both chrysanthemums and carnations. There was but little buying on the morning of Thanksgiving, and what was sold, went at greatly reduced prices. Paper White narcissus wholesaled at 50 and 60 cents per bunch. Sweet peas, $3 to $4 per 100. Violets of good quality sold at $3 per 100. The home demand for violets was not heavy. Some retail stores did not handle them at all, but there was a considerable demand from other cities. The prospect of the army and navy football game at the polo grounds, November 29, tended to boost and keep up the price of violets. The various stocks not considered as leading factors, such as stevia, calendulas, etc., seemed to move well. All the small stores had to have something, and the high prices on leading stocks was to the advantage of the minors, though they were not very cheap. There was a light demand for plants. Although roses had been supposed to be rather scarce, they did not clean up in all the stores, the longer stems being hardest to move at the finish. It is a pity to have to state it, but if this market cannot be supplied with a better quality of carnations than have been arriving lately, the carnation as a factor, will soon be doomed. Some good ones—and a great stock of poor ones that would hardly keep over night—came in for Thanksgiving. In the retail stores there was the usual complaints about high prices, greater if possible, from the numerous small stores, because the prices were prohibitive to many of their customers. But even from the leading stores, there came many complaints. One prominent retailer stated, November 25, that it was hard to sell his stock at a profit over what he had paid for it. It goes without saying that in a large city like this one, there are people who have the money, and who will pay the price for an occasion on which they have set their hearts. What they will do relating to flowers in the intervening time between Thanksgiving and Christmas, is a question that cannot here and now be decided.

December 1—There is necessarily considerable buying this morning, and as the supply is not heavy, prices in general are firm. The best of the chrysanthemums have been cut, and of what are now on the market. Many look old. Violets took a slump on Thanksgiving, and have not recovered. Retailers report a light call for this flower. Dull business may be expected from now till Christmas, but prices are likely to remain firm, particularly on roses and carnations.

THERE'S a growing tendency toward a closer contact—toward a better understanding of man with man in every line of endeavor today, two essentials which make for a sound and lasting prosperity. I want to be on such terms with every florist; I solicit new business on such a basis.

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SPECIALTIES—Cut Orchids, Asparagus Plumosus Sprays and Mistletoe and Berries. Our Orchids are grown by Carillo & Co., of Mamaroneck, N. Y.

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Telephone No. 2264 Watkins

William Mackie
WHOLESALE FLORIST
105 W. 28th St., New York
Telephone: 759 Watkins

Walter F. Sheridan
WHOLESALE FLORIST
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All the NEW ROSES, CARNATIONS and Seasonable Flowers.

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All the New and Standard Varieties of Roses, Violets, Carnations, Valley, Lilies, Etc.
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Phone 4024 and 4025 Madison Square.
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Wholesale Flower Markets

NEW YORK, Dec. 3. Per 100

Roses, Beauty, special	100.00@125.00
" " extra and fancy	60.00 75.00
" Hadley	8.00@ 50.00
" Francis Scott Key	10.00@ 75.00
" Columbia	10.00@ 35.00
" Prima Donna	8.00@ 15.00
" Double White Killarney	8.00@ 20.00
" White Killarney	6.00@ 15.00
" Aaron Ward	5.00@ 25.00
" Ophelia	6.00@ 20.00
" Sunburst	6.00@ 25.00
" J. L. Mock	8.00@ 20.00
" Mrs. Chas. Russell	8.00@ 20.00
" Premier	10.00@ 40.00
Cattleya orchids, special	100.00@200.00
Carnations	6.00@ 10.00
Carnations, Mrs. Ward	12.00
Adiantum Croweanum and Hybridum	1.00@ 1.50
Asparagus Plumosus, doz. bchs.	2.50@ 3.00
Smilax, doz. strings	1.50@ 2.50
Bouvardia, per doz	.75@ 1.00
Chrysanthemums, per doz	3.00@ 6.00
Lilies, white	25.00@ 35.00
Gardenias, per doz	8.00@ 10.00
Callas, per doz	3.00@ 4.00
Paper White Narcissus, doz.	.50@ .75
Lilies, Rubrums	8.00@ 10.00
Sweet Peas	2.50@ 5.00
Lily of the Valley	3.00@ 15.00
Violets, double	.50@ 1.00
" single	1.00@ 1.50
Calendulas, per doz	.50@ 1.50
Stevia, bunch	.10@ .25
Yellow Narcissus, per doz	.75@ 1.00
Snapdragons, per doz	.50@ 1.50

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N. Y. Cut Flower Exchange
Coogan Bldg., 6th Av. and W. 26th, New York.
Desirable wall space to rent for advertising.
Open for Cut Flower Sales at 6 o'clock every morning.
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The Kervan Co.
Fresh Cut Decorative Evergreens
Highest Standard of Quality.
Largest stock in America. Send for illustrated catalog of Greens and Florists' Supplies.
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24-30 STONE STREET
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THE LARGEST RECEIVER OF CUT FLOWERS IN THE CITY.
A complete assortment of the best in the market can always be relied upon.
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DESIGNS OR CUT FLOWERS Will be delivered for the trade in other cities by the firms below, the Leading Retailers in the cities indicated, on Wire, Phone or Mail Orders.

BUNYARD, NEW YORK, 413 Madison Ave.
Bellevue Avenue, NEWPORT, R. I.
Summer Season.

NEW YORK Orders Sent to **H. H. BURNS,** 509 Madison Ave.
Will be filled with the choicest flowers. Send us your Long Island, Tuxedo and Westchester, N. Y., orders.

DAYTON, OHIO
16 and 18 W. 3rd St.
Matthews the Florist
Established in 1883.
Greenhouses and Nurseries in Riverdale.
Member of Florists' Telegraph Delivery.

HARTFORD, CONN.
George G. McClunie
165 MAIN STREET
Right in the Hospital District—Hartford, Charter Oak, Williams, Insane, St. Francis and Memorial Hospitals within two blocks of Flower Shop
Member of Florists' Telegraph Delivery.

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J. C. CRAIG
FLORIST AND GROWER
120 S. Wabash Ave., Established 1874
Prompt attention to all Telegraph orders.

ESTABLISHED 1847
F. T. D.
Thos. F. Galvin INC.
THE NAME PROTECTS YOU
Steamers are Again Sailing on Schedule
Deliveries made on board
BOSTON
1 PARK STREET
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National Florist
CHICAGO
THE NORTH SHORE FLORAL CO. Not Inc.
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BRANCHES: RITZ-CARLTON and VANDERBILT HOTELS
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Seattle-Rosaia Bros. Finest floral studio in Northwest. Member F.T.D.

KANSAS CITY, MISSOURI.
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Members Florists' Telegraph Delivery Ass'n.

WIRE YOUR ORDERS TO
HARRY PAPWORTH
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NEW ORLEANS
ROSES ORCHIDS VIOLETS
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Floral Decorations for All Occasions.
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CHICAGO

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Near Waldorf-Astoria Hotel
Out of town and steamer orders promptly filled.

NOTES.

Kottmiller, of 426 Madison avenue, is winning fresh laurels as a decorator. On November 24, he decorated at the Ritz-Carlton hotel, the occasion being the debut of Miss Millicent Rogers, daughter of Henry H. and Mrs. Rogers. The ball throughout was an elaborate affair, 1,200 guests being present. The floral decorations were on an elaborate scale. A combination of many yellow and lavender chrysanthemums, with the foliage of oak trees, created a particularly pleasing effect. The balconies of the foyer, leading to the large ball room, were decorated with Woodwardia ferns, sent here from California for the event. The walls of the ball room were lined with oak trees, chrysanthemums and other plants. In the centre of the orchestra stage there was a basket six feet high, filled with Gold Mine chrysanthemums. The small tables in the dining room, where a continuous supper was served from 11:30 p. m., were decorated with Farleyense fern and orchids.

J. G. Gammage, secretary-treasurer of J. Gammage & Sons, Ltd., of London, Ontario, was in this city, November 25, making calls on the trade. He had visited Philadelphia, and extended his trip to Boston. To the representative of THE AMERICAN FLORIST, he stated that the florist business of Ontario was prosperous. In speaking of the quality of stock, he highly praised the new rose, Frank W. Dunlop. Its blooms, its length of stem, and above all, its fine keeping qualities, in his opinion, put it in the front rank of pink roses.

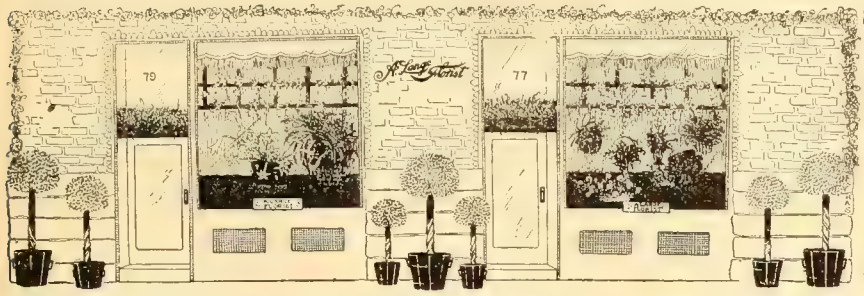
Fred A. Theiler, a popular salesman for John Young & Co., and Miss Grace Marion Liddell, were married, November 19, in St. Michael's R. C. church. In beauty, the bride is said to be a double of Pearl White, the celebrated motion-picture actress. Friends remembered the happy couple with a handsome silver service.

Philip Einsmann, a son of the late Philip Einsmann, for many years a grower of Astoria, L. I., has opened a retail store at 761 Forest avenue, in the Ridgewood section of Brooklyn.

A. F. F.

DESIGNS OR CUT FLOWERS

Will be delivered for the trade in other cities by the firms below, the Leading Retailers in the cities indicated, on Wire, Phone or Mail Orders.



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Member of Florists' Telegraph Delivery.

Leading Florist
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CITY'S LARGEST FLOWER STORE.

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WASHINGTON D. C.

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"Where Roses and Lilies and Violets Meet."

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FOR WISCONSIN DELIVERY
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Get in touch with
J. E. MATTHEWSON, Sheboygan, Wisconsin.
Member of Florists' Telegraph Delivery.
Mention the American Florist when writing

FROM NEW YORK EXCEPT AS NOTED.

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Indianapolis, American Line, (Liverpool).
FROM NORFOLK, West Ekonk, American, (Liverpool).
FROM NORFOLK, Tacook, Atlantic Transport, (London).
FROM BOSTON, Osawatomie, Red Star Line, (Antwerp).
Columbia, Cunard-Anchor Line, (Londonderry-Glasgow).
FROM BOSTON, Ikala, Cunard-Anchor Line, (Liverpool).
FROM MONTREAL, Copenhagen, Cunard-Anchor Line, (Bristol).
Stavangerfjard, Norwegian-American Line.

December 9.

Royal George, Cunard-Anchor Line, (Plymouth-Havre).

December 10.

FROM PHILADELPHIA, Zirkel, American Line, (Rotterdam).
FROM PHILADELPHIA, Zuilderdyk, Holland-America, (Rotterdam).
FROM NEW ORLEANS, Amsteldyk, Holland-America, (Rotterdam).
Saxonia, Cunard-Anchor Line, (Plymouth-London-Havre).

NASHVILLE and CHATTANOOGA

MEMBER Florists' Telegraph Delivery

Joy's

New Orleans, La.

CHAS. EBLE

Oldest Florist South
121 BARONNE STREET
Member of Florists' Telegraph Delivery.

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The Long Island Floral Co.

Wholesale Commission Florists

Correspondence Solicited.

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Boston, Mass.—Penn, The Florist.
Brooklyn, N. Y.—Hugo H. Jahn.
Brooklyn, N. Y.—Joseph Trepel.
Brooklyn, N. Y.—James Weir, Inc.
Brooklyn, N. Y.—The Long Island Floral Co.
Buffalo, N. Y.—S. A. Anderson, 440 Main St.
Chicago—Alpha Floral Co., 146 S. Wabash.
Chicago—Central Floral Co., 132 N. State St.
Chicago—J. C. Craig.
Chicago—Friedman, 522 S. Michigan Blvd.
Chicago—C. Frauenfelder, 3343 W. Madison St.
Chicago—Fleischman, Railway Exchange Bldg.
Chicago—A. Lange, 77-79 E. Madison St.
Chicago—Mangel, 17 E. Monroe St.
Chicago—North Shore Floral Co.
Chicago—Schiller, The Florist, 2221 W. Madison.
Chicago—G. Wittbold Co., 745 Buckingham Pl.
Cincinnati, O.—Julius Baer.
Cincinnati, O.—Hardesty & Co.
Cincinnati, O.—H. W. Sheppard.
Cleevland, O.—Bramley & Son.
Cleveland, O.—Smith & Fetters Co.
Cleveland, O.—The J. M. Gasser Co.
Colorado Springs, Colo.—Pikes Peak Floral Co.
Dallas, Tex.—Lang Floral & Nursery Co.
Dayton, O.—Matthews, The Florist.
Dayton, O.—J. W. Rodgers.
Denver, Colo.—The Park Floral Co.
Detroit, Mich.—Central Floral Co., 35 Broadway
Detroit, Mich.—John Breitmeyer's Sons.
Duluth, Minn.—Duluth Floral Co.
El Paso, Tex.—Potter Floral Co.
Galesburg, Ill.—I. L. Pillsbury.
Grand Rapids, Mich.—Grand Rapids Floral Co.
Grand Rapids, Mich.—Henry Smith.
Harrisburg, Pa.—Charles L. Schmidt.
Hartford, Conn.—Geo. G. McClunie.
Kansas City, Mo.—W. J. Barnes.
Kansas City, Mo.—Samuel Murray.
Kansas City, Mo.—A. Newell.
Kansas City, Mo.—Wm. L. Rock Flower Co.
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Lincoln, Neb.—Frey & Frey.
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Los Angeles—Wolfskill Bros. & M. Goldenson.
Louisville, Ky.—August R. Baumer.
Louisville, Ky.—The F. Walker Co.
Memphis, Tenn.—Idlewild Greenhouses.
Milwaukee, Wis.—J. M. Fox & Son, Inc.
Montreal, Que., Can.—The Dominion Floral Co.
Nashville, Tenn.—Joy Floral Co.
Newark, N. J.—Bergerow's.
Newark, N. J.—The Rosery Floral Co.
Newark, N. J.—Philips Bros.
Newburyport, Mass.—E. W. Pearson.
New Orleans, La.—Metairie Ridge Nursery Co.
New Orleans, La.—Chas. Eble.
New Orleans, La.—The Avenue Floral Co.
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New York—Astoria Florist, 2188 Broadway.
New York—Broadway Florist, 2094 Broadway.
New York—A. T. Bunyard, 413 Madison Ave.
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Avenue Floral Co., The, New Orleans, La.
Baer, Julius, Cincinnati, O.
Barnes, W. J., Kansas City Mo.
Baumer, August R., Louisville, Ky.
Bergerow's, 746 Broad St., Newark, N. J.
Bramley & Sons, Cleveland, O.
Breitmeyer's Sons, John, Detroit, Mich.
Broadway Florist, 2094 Broadway, New York.
Buckbee, H. W., Rockford, Ill.
Bunyard, A. T., 413 Madison Ave., New York.
Burns, H. H., 509 Madison Ave., New York.
California Florist, Tacoma, Wash.
Central Floral Co., 132 N. State St., Chicago.
Central Floral Co., 35 Broadway, Detroit, Mich.
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Cooke, Geo. H., Conn. Ave. and L, Washington.
Craig, J. C., Chicago.
Danker's, Albany, N. Y.
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Dominion Floral Co., The, Montreal, Que., Can.
Duluth Floral Co., Duluth, Minn.
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Eble, Chas., New Orleans, La.
Evans, A. W. B., Wilkes-Barre, Pa.
Eyres, 106 State St., Albany, N. Y.
Fallon, Florist, Roanoke, Va.
Fleischman, Chicago.
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Frauenfelder, C., Chicago.
Freeman, Mrs. J. B., Toledo, O.
Frey, C. H., 1133 O St., Lincoln, Neb.
Frey & Frey, 1338 O St., Lincoln, Neb.
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Holm & Olson, St. Paul, Minn.
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Long Island Floral Co., Brooklyn, N. Y.
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Mangel, 17 E. Monroe St., Chicago.
Matthews, The Florist, Dayton, O.
Matthewson, J. E., Sheboygan, Wis.
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Randolph & McClements, Pittsburgh, Pa.
Rock, Wm. L., Flower Co., Kansas City.
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Saake, O. C., Los Angeles, Calif.
Schiller, The Florist, 2221 W. Madison, Chicago
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Sceery, Edward, Paterson, N. J.
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Shaffer, Geo. C., Washington, D. C.
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Smith Co., A. W., Pittsburgh, Pa.
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Stumpp, G. E. M., New York.
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Walker Co., The, F., Louisville, Ky.
Weber, F. H., St. Louis, Mo.
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The thirty-eighth annual meeting will be held at Milwaukee, Wis., June 22-24, 1920.

THE French beet root crop is under the average.

THE price of bags at Chicago, December 3, was $60.

A WHOLESALE dealer, recently, had to buy two carloads of canned peas to get one carload of sugar.

A. L. ROGERS, of Rogers Bros., in Chicago, will make a business and pleasure California trip in January.

A CARLOAD of Chinese narcissus bulbs out of San Francisco in early November, is reported lost, strayed or stolen.

VISITED CHICAGO: C. C. Massie, of Northrup, King & Co., Minneapolis, Minn.; H. G. Hastings, Atlanta, Ga.

ONION SETS in the Chicago district are: $2.75 for reds and yellows, and $3.25 for whites, for spot shipment.

HOWARD M. EARL, of the Jerome B. Rice Seed Co., Cambridge, N. Y., sailed for Europe on the S. S. Adriatic, November 29.

THOMAS M. HUNTER, the well known Chicago specialist in field seeds, has joined the forces of the Continental Seed Co.

NEW YORK—The S. S. Roman, of the Southern France line, bound for Marseilles, was disabled at sea, November 21, and returned to this port.

BOSTON, MASS.—Creditors' petition has been filed in bankruptcy court against the Ames Plow Co. Liabilities are estimated at about $150,000.

MINNEAPOLIS, MINN. — Trading in flaxseed futures began here, November 21, with linseed oil and paint manufacturers everywhere interested.

CINCINNATI, O.—H. B. McCullough, of the J. M. McCullough's Sons Co., recently in auto accident, was not seriously hurt and is gradually improving.

GARDEN Pea Planting on contract for seed growing has begun in the Sacramento valley, California. December is the month for this work. Crops mature in April and are followed by garden beans for seed.

BILLS pending to reduce the rate of local first-class letter postage to one cent an ounce, have been approved by Postmaster-General Burleson, who says the total postal revenue would not be curtailed more than $14,000,000 thereby.

TOLEDO, O.—Cash clover opened steady and December and January unchanged, December 1, with cash offered at $30.60. Timothy was steady, cash being offered at $5.45, December, $5.67½, March, $5.87½, and April $5.87½.

ALL private property of German citizens, seized by the United States, would revert to German ownership, if Congress declares the war with Germany at an end, according to international law experts of the government. The German government in the Versailles treaty renounced right to this property.

Michigan Bean Crop.

There is still some bean threshing in progress, with a total crop outlook of 4,000,000 bushels, an average yield of 12.7 bushels per acre. While the quality is good, the pick was comparatively small.

Onion Seed in California.

A reliable California seed grower states that the acreage of onion seed planted in that state for 1920 will be 20 per cent of the 1919 acreage. Many growers are selling their bulbs, and he predicts that onion seed will be worth $1.50 to $2.00 per pound in November, 1920.

Grass Seed.

Prices for grass seed on the Chicago Board of Trade, December 3, were as follows: Timothy, $9.50 to $11.25 per 100 pounds; $12.10 for March, $12.90 sellers; $12.10 bid for year. Red clover, $40 to $48 per 100 pounds.

At Paris, Ky., December 2, new crop Kentucky blue grass was quoted in carlots, 19-pound test, at $24.65; 17-pound test, $23.20; less than carlots, 35 cents per 100 pounds higher.

Alfalfa new crop seed is reported in strong hands, and the spring price likely to be firm and higher.

Holly and Green.

The supply of bouquet green in bulk is the scarcest known in Chicago for many years. While the demand for this stock the past two years has been limited, yet the supply provided for Christmas trade has dropped to less than 20 per cent of the former normal output. The latest wholesale price this week is $20 per 100 pounds.

Flooded river bottoms in holly sections is delaying early carload shipments. Holly shippers are nervous over possibility of freight embargo for lack of coal.

Future of Japanese Bulbs.

A reliable exporter of Japanese bulbs in Japan writes November 1: "During the war years most Japanese bulb growers gave up their crops entirely and stopped their cultivation because of lack of buyers throughout the world. For this reason during the coming two or three years Japanese lily bulbs will be short, especially of the sizes 8-inch, 9-inch and 10-inch, as lily bulbs in Japan cannot be grown on to these sizes without about three years' cultivation, and no bulb exporter in Japan will be able to offer large quantities at reasonable prices. It would appear now that next season's quotations for 7-9 bulbs will be in advance of former years."

Dutch Bulbs.

A well-informed Dutch grower and exporter writes regarding bulb conditions as follows: "At the close of the season, hyacinths are cleared out and no more good sound bulbs to be had. Many late orders could not be filled with good quality stock. In narcissi, there was a shortage along the whole line, especially Emperor, Empress, Sir Watkin and Von Sion. Tulips were more plentiful than first expected, and the demand, therefore, for this season was satisfied. Stocks of other sorts of bulbs allowed to be exported are rather small considering that the demand is increasing, and it may be expected that there will be no excess of high quality bulbs next year."

Freesia Bulbs.

A California freesia grower claims that the best size of freesia bulbs for florists' work is the grade between ½ and ⅝ inch. He claims the bulbs grading ¾ inch and up are the result of two seasons' growth and are very apt to be in some way crippled in the inside. This result is often shown in the brown discoloration of the outer skin of the bulbs. He further states that freesias are often injured by storing in piles when harvested. Such injury is most plainly indicated by the brown color of the bulbs. Healthy, quickly grown stocks, show plump bulbs with clear white skins. All bulbs should be examined very carefully on receipt.

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Growers of High Grade SEED
Gilroy, California
Beet, Carrot, Lettuce, Onion, Radish.
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THE W. C. PRESSING SEED COMPANY
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PEAS, BEANS, CORN and VEGETABLE SEEDS

of all kinds in quantity and of highest quality.

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Cucumber, Muskmelon and Watermelon, Pumpkin, Summer and Winter Squash, Sweet, Flint and Dent Seed Corn.

Write for Special Contract and Spot Prices.

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THE

J. C. ROBINSON SEED CO.

WATERLOO, NEBRASKA
ROCKY FORD, COLORADO.

Contract growers of Cucumbers, Cantaloupe, Watermelon, Squash and Pumpkin Seed; Sugar, Flint and Field Seed Corn.

I. N. Simon & Son

Garden Seeds

438 MARKET STREET

Philadelphia - - Pa.

Congressional Seed Distribution.

During the fiscal year 1919, there were distributed on congressional and miscellaneous requests, 8,072,791 packages of vegetable seed, and 883,136 packages of flower seed, or a total of 8,955,927 packages, each containing five packets of different kinds of seed. There were also distributed 12,122 packages of lawn-grass seed, and 10,368 packages of imported narcissus and tulip bulbs. The seeds and bulbs were purchased on competitive bids, as heretofore. Each lot of seed purchased was thoroughly tested for purity and viability before acceptance by the bureau of plant industry, and tests of each lot of seed were conducted on the trial grounds of the department of agriculture to determine its trueness to type.

New York Seed Trade.

Dennis Kenna, formerly with J. M. Thorburn & Co., is now with Roman J. Irwin. Mr. Irwin, recently operated upon, is about again.

Eugene Schaettel is temporarily in charge of the New York office of Vilmorin-Andrieux & Co., of Paris, France.

Vaughan's Seed Store continues moving bulb stocks to the south.

PEACOCK BRAND SEEDS — STANDARD OF QUALITY

Quality Seed

PEACOCK BRAND SEEDS — STANDARD OF QUALITY

FOR THE

MARKET GARDENERS

OF

AMERICA

EVERETTE R. PEACOCK CO.

4013 Milwaukee Ave., (Near Irving Park Blvd.) **CHICAGO**

Salvia or Scarlet Sage

We have just completed harvesting our own Bloomsdale Farm Grown, crop 1919, Salvia or Scarlet Sage. We offer you this exceptionally good strain, and high vitality seed, of the following varieties:

Salvia Splendens or Clara Bedman, Salvia Bonfire, 1 lb., $30.00 per lb.; 5 lbs. and over, $25.00 per lb.

Net, 60 days, 2% off 10, f. o. b. Bristol, Pa., if unsold on receipt of order, as we did not have a large crop.

D. Landreth Seed Company, Business Established 1784 **Bristol, Pa.**

Mention the American Florist when writing

C. C. MORSE & CO. Seed Growers **San Francisco, Calif.**

GROWERS OF SELECTED STOCKS OF

Onion, Lettuce, Radish, Carrot, Sweet Peas, Etc.

FOR

Vaughan's Flower Seeds

FOR EARLY SOWING

See Page 955, American Florist, November 22.

Waldo Rohnert

GILROY, CAL.
WHOLESALE SEED GROWER
Specialties:
Beet, Carrot, Endive, Lettuce, Onion and Radish.
Correspondence Solicited.

Mention the American Florist when writing

The General Bulb Company

Established 1883.
VOGELENZANG, HOLLAND
AMERICAN BRANCH
110 Water Street, NEW YORK CITY

Mention the American Florist when writing

BURPEE'S SEEDS

Philadelphia
Wholesale Price List for Florists and Market Gardeners.

Mention the American Florist when writing

JAMES VICK'S SONS

Growers of
Flower and Vegetable Seeds
Get the benefit of our 69 years' experience.
All seasonable varieties.
Our stocks are very complete.
ROCHESTER, N. Y. The Flower City

BULBS

Paper Whites and Dutch Stock
Write for Prices
Try Us for Quick Supply.
The W. W. BARNARD CO.
231-235 W. Madison St., Chicago

Seed Packets

FLOWER SEED SIZES TO CATALOGUE
ENVELOPES—RETURN ENVELOPES
Brown Bag Filling Machine Co.
FITCHBURG, MASS., U. S. A.

TOMATO SEED

Grown for the Wholesale Seed Trade
HAVEN SEED CO.
SANTA ANA, CALIFORNIA

R. & M. GODINEAU

SEED GROWERS
Angers, - - France
Specialties: Beets, Mangoes, Carrots, Cabbages, Celeries, Parsleys, Parsnips, Turnips.
Growing Crops Given Personal Attention.

MICHELL'S CHRISTMAS GREENS

PLEASE NOTE—All Christmas Greens shipped at buyers' risk of delay or spoilage in transit when forwarded by express or by freight and boat. We recommend shipping by express.
All prices subject to change without notice.

Holly (Loose)

Per ¼ case.....$
Per ½ case.....
Per full case..... 7.00

Holly Wreaths

	25	50	100
12-inch..	$ 6.00	$11.00	$20.00
14-inch..	7.00	13.50	26.00
18-inch..	11.00	20.00	38.00

Laurel, Extra Heavy
In 25-yard coils, made on double rope.

25 yds..	$ 3.25	250 yds..	$25.00
50 yds..	6.00	1000 yds..	90.00
00 yds..	11.00		

Lycopodium (Loose)

25 lbs ...	$4 00	100 lbs...	$14.00
50 lbs ...	7 25		

Lycopodium Wreathing
In 10-yard pieces.

10 yds..	$1.10	250 yds	$22.00
50 yds .	5.00	1000 yds.	85.00
100 yds..	9.00		

Boxwood (Cut)
In 50-lb. boxes only. $11.25 per 50 lbs.

Mistletoe (Mexican)

1 lb.....	$0.50	10 lbs.....	$4.50
5 lbs.....	2.40	25 lbs.....	10.00

Also all Seasonable Seeds, Bulbs and Supplies. **Send for Our Handy Flower Seed Order Sheet** if you do not receive a copy.

HENRY F. MICHELL CO., 518 Market St., Philadelphia, Pa.

Mention the American Florist when writing

BRITISH SEEDS

KELWAY'S

LEADING HOUSE FOR
IMPROVED FARM ROOT SEEDS
IMPROVED VEGETABLE SEEDS
IMPROVED FLOWER SEEDS
Write for Our SPECIAL PRICES, stating, if possible, quantities required. Illustrated Catalogue Free
KELWAY & SON, Wholesale Seed GROWERS LANGPORT, Eng.
Cable Address: "KELWAY, LANGPORT."

Mention the American Florist when writing

R. C. McGILL & CO.

WHOLESALE SEED GROWERS
SPECIALTIES IN VARIETY
ONION-CARROT-BEET-RADISH-PARSNIP
CONTRACT PRICES MAILED ON REQUEST
SAN FRANCISCO CABLE ADDRESS, "McGILL-SEED" SAN FRANCISCO CALIFORNIA

Mention the American Florist when writing

For SEEDS

Flower, Vegetable and Farm
Send your inquiries to
HURST & SON
152 Houndsditch
LONDON, - - ENGLAND
The Premier British Wholesale and Exporting Seed House.
75 YEARS UNRIVALLED REPUTATION

Mention the American Florist when writing

Single and Double HYACINTHS

	Per 1000
Top bulbs, named.....	$80.00
First size, bedding to color	45.00
Darwin Tulips, named sorts.....	25.50
Single Early Tulips, named sorts...	22.50
Single Late Tulips, named sorts ...	17.50

Subject to Sale.

J. M. THORBURN & CO.
53 Barclay Street, thru to 54 Park Place
NEW YORK CITY

Mention the American Florist when writing

Easter Stock

WILL BE SCARCE { **No Azaleas** / **Few Lilies** }

BULBOUS STOCK

Should Make Money for the Florists.

STRIKE DELAYED LOTS

These Prices Are Net.

HYACINTHS DUTCH ROMANS

	1000
Gertrude, Gigantea, L'Innocence, Queen of the Blues, Grand Maitre	$30.00

SECOND SIZE

Angensis Christina, white, Blancheura Merveille, white, L'Innocence, white, La Grandesse, white, Grand Maitre, blue, Schotel, blue	72.00

EARLY TULIPS

	1000
Belle Alliance	$26.00
Calipso	23.00
Cottage Maid	22.00
Crimson King	23.00
Keiserkroon	25.00
La Reine	27.00
Pottebakker, White	28.00
Prince of Austria	27.00
Rose Gris de Lin	70.00
Thos. Moore	25.00
Vermillion Brilliant	35.00
White Hawk	28.00
Yellow Prince	25.00
Single, Extra Fine Mixed	18.00
Boule de Niege	22.00
Coronne d' Or	35.00
Imperator Rub	38.00
Murillo	30.00
Double, Extra Fine Mixed	20.00

COTTAGE TULIPS

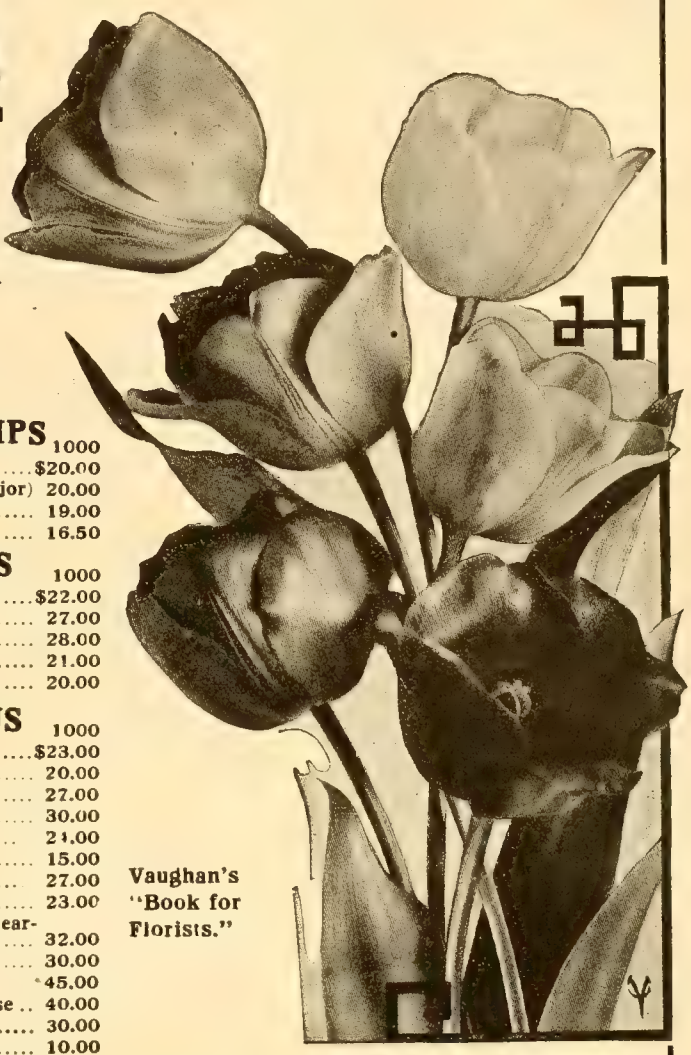
	1000
Bouton d'Or	$20.00
Gesneriana (Spathulata Major)	20.00
Maiden's Blush	19.00
Extra Fine Mixed	16.50

DARWINS

	1000
Clara Butt	$22.00
Madam Krelage	27.00
Mrs. Cleveland	28.00
Painted Lady	21.00
Finest Mixed	20.00

NARCISSUS

	1000
Alba Plena Odorata	$23.00
Mrs. Langtry	20.00
Mrs. Thompson	27.00
Orange Phoenix	30.00
Ornatus, Mother Bulbs	24.00
Poeticus Ornatus, Fancy	15.00
Poetaz Elvira	27.00
Princeps	23.00
Vaughan's Xmas Glory (earliest forcing variety)	32.00
Golden Spur, Double Nose	30.00
Empress, Double Nose	45.00
Von Sion XXX Double Nose	40.00
Von Sion, Fancy	30.00
CROCUS, Separate Colors	10.00



Vaughan's "Book for Florists."

LILIUM GIGANTEUM, Write or Wire for Prices.

New Crop Gladiolus Bulbs Can Be Shipped Soon.

New Crop Immortelles in stock, full size.

Fresh Bouquet Green for Christmas, Ready.

CHICAGO **Vaughan's Seed Store** NEW YORK

Mention the American Florist when writing

Yokohama Nursery Co.
LTD.

Woolworth Building,

NEW YORK CITY

IMPORTERS

Japanese Bulbs, Plants and Seeds

Mention the American Florist when writing

GARDEN SEED

Beet, Sweet Corn, Garden Beans, Onion Sets and Sweet Potatoes in variety. Also other items of the short crop of this past season, as well as a full line of Garden Seeds, will be quoted you upon application to

S. D. WOODRUFF & SONS, 82 Dey St., NEW YORK

and ORANGE, CONN.

EDGAR F. HURFF
SWEDESBORO, N. J.

Grower of High-Grade Seed.

TOMATO, Pepper, Eggplant, Squash, Pumpkin, Cucumber and Watermelon Seed and Field Corn on contract.

CORRESPONDENCE SOLICITED

Mention the American Florist when writing

ROUTZAHN SEED CO.

Arroyo Grande, Calif.

Sweet Pea and Nasturtium Specialists.

Wholesale Growers of full list of

FLOWER and GARDEN SEEDS

THE C. HERBERT COY SEED CO.

VALLEY, Douglas County, NEB.

Contract Growers of

HIGH GRADE SEEDS

Cucumber, Muskmelon, Squash and Pumpkin, Sweet, Flint and Dent Seed Corn.

Mention the American Florist when writing

The Everett B. Clark Seed Co.

GROWERS FOR THE TRADE

Beans, Peas, Sweet Corn, Onion, Turnip, Radish, Beet, Carrot, Spinach, Etc.

Branches: Wisconsin, Colorado, Montana, Idaho, Washington. Milford, Conn.

Market Gardeners

Vegetable Growers' Association of America.

E. A. Dunbar, Ashtabula, O., President; Louis F. Miller, Toledo, O., Vice-President; S. W. Severance, Louisville, Ky., Secretary; H. J. Cheney, Grand Rapids Mich., Treas. Next annual convention September 1920.

Sweet Potato Plants.

Many persons do big things in rather unusual vocations and professions, and Claude Wagner, a farmer near Bentonville, Ark., comes under that heading with a most odd business venture. As a result of the progressive spirit and ability to produce in large numbers, northwest Arkansas and southwest Missouri should not suffer a dearth of sweet potato plants.

Wagner is arranging to plant 1,000 bushels of sweet potatoes for next season, which, it is estimated, will produce 9,000,000 plants. They will be ready for the market April 20. He also raises tomato plants and already has contracts for furnishing 1,000,000 of these plants to gardeners and others early next spring.

The tomato seeds are planted in hotbeds in February, transplanted to cold frames in March and are ready for the trade in April. Wagner has been at this business for a number of years and the magnitude to which his trade has grown shows with what success he has met. He started by producing a small number of plants in connection with his regular farm work but soon found that the special work paid him the best and he is devoting all of his time to it.

Vegetable Markets.

Reports to the bureau of markets, United States department of agriculture, for the period ending December 1, indicate strong, fairly active conditions, with volume of shipments decreasing to winter level. Haulings have been light in potato producing sections owing to weather conditions, decreasing supplies and a tendency to hold for higher prices. Numerous gains of from five to 15 cents were reported. Consuming markets strengthened moderately with advances in several of the large centers. No. 1 sacked northern white stock advanced five cents, closing at $2.75-$2.80 per 100 pounds f. o. b. Wisconsin, Michigan and Minnesota shipping points and were steady at $2.85-$3.11 in the middle-west. Minnesota Red River Ohios advanced 10 cents, reaching $3 and were fairly steady in jobbing markets at $3.20-3.40. Colorado and Idaho sacked round whites remained firm. New York sacked round whites recovered five cents to a range of $2.72-$2.77. Maine Green Mountains closed at $2.75-$2.90 in Boston. Cabbage supplies appear to be for the most part out of the growers' hands and prices still tend upward in several markets. New York Danish Seed strengthened to $55-$60 per ton f. o. b. consuming markets. Wisconsin Holland seed was firm at $50-$70. Onion consuming markets showed an upward trend with a wide general range of $4.75-$6 for sacked eastern yellow stock and $5-$6 for middlewestern yellow and California yellow and brown. Red onions ranged $4.55-$5.55 in south central markets. Shipments decreased sharply. Sweet potatoes were fairly steady with Virginia yellow stock at $4.50-$5 per barrel. Maryland yellows sold for $4-$4.25 in Baltimore. New Jersey yellows were steady at $1.75-$2 per hamper.

Geraniums Rooted Cuttings.

December Cuttings All Sold.

S. A. Nutt and Buchner....$20.00 per 1000
Ricard and Poitevine..... 25.00 per 1000
Orders for Ricard alone, at 30.00 per 1000

ALBERT M. HERR, LANCASTER, PA.

Before Placing Orders for

SWEET PEAS, Spencers, Grandifloras, etc., ASTERS and FLOWER SEEDS in general; TOMATO, LIMA and POLE BEANS, write

JOHN BODGER & SONS CO.,
Contract Seed Growers
LOS ANGELES, CALIFORNIA

GRASS SEEDS

H. A. PETERSEN, Ltd.
SEED MERCHANTS
Brisbane, Queensland, Australia

are Exporters of Rhodes Grass, Paspalum Grass, Soudan Grass, Couch, Prairie Grass, Red Top Grass. Correspondence invited.

GEORGE R. PEDRICK & SON
PEDRICKTOWN, N. J.

Pepper, Egg Plant, Tomato, Okra, Asparagus, Rhubarb, Celery, Spinach, Beet, Onion, Beans, Cabbage, Cauliflower, Sweet Corn and Vine Seeds. Correspondence Solicited.

WHOLESALE SEED GROWERS

Mushroom Growing

By B. M. Duggar
Presenting accurately the requirements for success.
260 pages, cloth, fully illustrated. Price, $1.50.
American Florist Co.
440 S. Dearborn St., CHICAGO

Orchids

If you want Orchids for any purpose whatever, we solicit your inquiries and orders for same. We do not grow or handle anything else but orchids. Special lists on application.

LAGER & HURRELL, Summit, N. J.

BARGAIN PRICES IN

Dutch Bulbs

Single Hardy Narcissi or Daffodils.

	Per 100	Per 1000
Empress, double nose bulbs	$4.00	$35.00
Golden Spur, double nose bulbs	4.00	35.00
Golden Spur, round bulbs	3.00	25.00

Double Hardy Narcissi or Daffodils.

	Per 100	Per 1000
Von Sion, round bulbs, 1st size	$2.75	$25.00

Single Tulips.

	Per 100	Per 1000
La Reine	$2.75	$25.00
Mon Tresor, yellow	3.50	30.00
Prince of Austria, orange scarlet	3.00	25.00
Rosamundi, rose pink	2.00	18.00
Rose Grisdelin, soft rose	2.00	18.00
Yellow Prince	3.00	25.00
Extra Fine Mixed	1.75	15.00

A. HENDERSON & CO.
166 N. Wabash Ave., CHICAGO

Just Arrived **Lily of the Valley Pips** Finest Quality

Ready for immediate delivery. For prices write

Van Meeuwen & Tegelaar, 1133 Broadway, NEW YORK (Corner 26th Street)

Seasonable Plant Stock

2¼-inch Pot Plants, Except Noted.

Asparagus Plumosus and Sprengerii, $5.00 per 100, $45.00 per 1,000.

Fern Dish Ferns—Pteris, Mayi, Victoria Variegata, Critica Alba, Wimmsetti, etc., $6.00 per 100, $50.00 per 1,000. (very heavy.)

Thumbergia Erecta—Splendid plants from 3-in. pots, $35.00 per 100.

Bougainvillea—Heavy 4-in. pot plants, $4.50 per doz., $35.00 per 100.

Dracena Sanderii, $20.00 per 100.

Euonymus Japonica, "Silver Edged," 3-in. pot plants, $15.00 per 100, 4-in. pot plants, $30.00 per 100; 5-in. bushy, 15 to 18 inches high, $60.00 per 100.

Lantanas, Dwarf—Two wonderful varieties in red, Jacob Schulz and Michiel Schmidt, $5.00 per 100; $45.00 per 1,000.

Kentia Forsteriana—Decorating Palms of good value, well rooted single specimen plants, 42 inches high, $7.50 each; 48 inches high, $8.50 each, 54 inches high, $10.00 each.

Phoenix Canariensis, Heavy plants, 48 inches high, $10.00 each.

The Storrs & Harrison Co.
PAINESVILLE, O.

Lilium Giganteum

Liberal grades, full count, perfect condition—Better bulbs cannot be bought at fancy prices.

AVAILABLE AS FOLLOWS:

F. O. B. New York, -	6-8	7-9	9-10	10-11	11-12
F. O. B. Chicago, -	7-9	9-10	10-11		
F. O. B. Denver, Colo.,	6-8	7-9	8-10	9-10	10-11
F. O. B. London, Canada,	7-9	8-10	9-10	10-11	

PRICES AS FOLLOWS:

6- 8, 400 per case, $42.00 per case. 9-10, 200 per case, $50.00 per case.
7- 9, 300 per case, 49.50 per case. 10-11, 150 per case, 49.50 per case.
8-10, 250 per case, 47.50 per case. 11-12, 130 per case, 47.50 per case.

DELIVERY can be made at once from Denver, Chicago and London. From New York as the cars arrive (11 carloads now en route). Write for prices on Hardy varieties.

TERMS: 60 days net, less 2% cash 10 days from invoice date, cash with order from those who have not established credit with us.

CAN ALSO OFFER

DUTCH BULBS, Tulips and Narcissus in varieties. **T. R. BEGONIA BULBS,** in sizes and colors. U. S. grown **NARCISSUS,** etc. Write for prices, specifically stating requirements.

McHUTCHISON & CO., The Import House, **95 Chambers St., NEW YORK**

Mention the American Florist when writing

Robert Craig Co...
High Class **PALMS**
and Novelties in Decorative Plants.
Market and 49th Sts., Philadelphia, Pa.

If you are interested in
POINSETTIAS
and four and five inch
BOSTON FERNS
for immediate delivery, write
GEO. A. KUHL, Wholesale Grower PEKIN, ILL.

Carnation Laddie
R. C., Feby. and March Delivery.
$10.00 per 100; $90.00 per 1000.
The demand for this Carnation will far exceed the supply.
F. DORNER & SONS CO., Lafayette, Ind.

CHAS. H. TOTTY
MADISON, NEW JERSEY
WHOLESALE FLORIST
Chrysanthemum Novelties My Specialty

NARCISSUS PAPER WHITE GRANDIFLORA
1300 to a case. WRITE FOR PRICES.
READY FOR IMMEDIATE DELIVERY.
HOGEWONING & SONS, Inc., 32 Broadway, New York

Mention the American Florist when writing

ABUNDANCE OF STOCK

	Per 100	Per 1000
2¼-inch Smilax plants	$ 2.75	$25.00
2¼-inch Snapdragons, white, pink and yellow	5.00	48.00
4-inch Marquerites, white and yellow	15.00	
25,000 Vincas, field grown	8.00	75.00
10,000 Bench Ferns, 5 varieties, $25.00 and $30.00 per 100.		

Packing free of charge. Liberal extras.

Alonzo J. Bryan
Wholesale Florist
Washington, New Jersey
Mention the American Florist when writing

SMILAX
Extra Good, Well-Rooted Plants.
From 2-in. pots, $2.00 per 100; $18.00 per 1000.
BOSTON YELLOW DAISIES.
A special good strain; from 2-in. pots, $3.50 per 100.
LETTUCE, Grand Rapids Forcing, $1.00 per 1000; $8.50 per 10,000.
Elmer Rawlings, Wholesale Grower, ALLEGANY, N. Y.

For Christmas
PINK TRUMPET HEATHER
75c to $5.00 each.
MELANTHERA
$1.50 to $5.00.
ERICA REGENERIUS
Lavender, per doz., $9.00 to $18.00.
JERUSALEM CHERRIES
Per doz., $6.00 to $18.00.
PANDANUS VEITCHII
Per doz., $9.00 to $24.00.
DRACAENAS, Colored
In four varieties.
Per doz., $9.00 to $24.00.
Also Oranges, Cyclamens, Poinsettias.
Prices on application.
Anton Schultheis
316 19th St., College Point, New York, N.Y.

The Nursery Trade

American Association of Nurserymen.

J. Edward Moon, Morrisville, Pa., President; Lloyd C. Stark, Louisiana, Mo., Vice-President; John Watson, 400 Nassau Street, Princeton, N. J., Secretary; J. W. Hill, Des Moines, Iowa, Treasurer.

Forty-fifth annual convention will be held at Chicago, June, 1920.

CHEHALIS, WASH.—Orders placed with nurserymen here indicate greatly increased acreage devoted to strawberry culture the coming season. Bookings already made cover several million plants of the Marshall variety alone.

H. M.

Tree of Honor for Prince of Wales.

A "Prince of Wales" tree will hereafter stand in Central park, New York, close to those planted by the king of the Belgians and Gen. Pershing. The royal visitor halted at the park on his way to Oyster Bay and with his own hand shoveled in the earth around the tree which will serve as a memorial of his visit to America.

Plant Quarantine No. 37.

ORNAMENTAL SEEDLINGS MAY NOT ENTER.

The admission of fruit stocks and certain rose stocks under Regulation No. 3 of Quarantine 37 has led to inquiries as to the possibilities of admission of similar stocks of ornamentals. These inquiries have reference chiefly to seedlings, i. e., lining out stock to be imported and either grown to salable sizes and then sold, or to be used as stocks for budding or grafting, the plants thus produced to be sold. Such importations are entirely distinct from plants imported to furnish buds, scions or other needs of plant propagation and not for the sale of the plants actually imported, provision for the entry of which when not available in the United States has already been made in Regulation 14.

Importers are advised that the importation of ornamental seedlings for the purposes indicated is not permitted under Quarantine 37. It is expected that such ornamentals will be ultimately produced in this country to meet essential needs and provision is made in the quarantine for the entry of seeds of such plants both for direct production and to suply necessary stocks for grafting, etc. This may mean in some instances a delay of a few years before adequate supplies will be made available but in the meantime the essential needs of this country can be met by the substitution of other and American-grown plants. It should be noted that finished fruit trees, namely, grafted or budded plants, and finished rose plants are placed in the same class with ornamentals and are not permitted entry.

One exception may be made to this ruling, namely, if it should become apparent that any ornamental, for which there may be a substantial horticultural need, can not be successfully grown in this country from seed, the board is willing to give special consideration to such cases, and if such condition is demonstrated to the satisfaction of the board and confirmed after experimentation or otherwise by the experts of this department, entry under Regulation 14 of a reasonable quantity of such seedling plants may be authorized.

The provisions for the importation of new varieties and propagating stock not available in this country for reproduction purposes are detailed in a circular letter of this Board (HB-105) and and in the form of application for special permit under Regulation 14 (HB-107). These documents will be supplied on request.

C. L. MARLATT,
Chairman of Board.

Tennessee State Nurserymen's Ass'n.

ANNUAL CONVENTION.

The Tennessee State Nurserymen's Association will hold its annual convention in the assembly room of the Hotel Hermitage, Nashville, December 10, an attractive programme having been arranged. Among the topics in the hands of capable speakers are the following: "The Value of Publicity in the Form of Advertising to Nurserymen," by A. L. Niven, Bormingham, Ala.; "What Members of the American Association of Nurserymen Are Doing and Planning to Do," by John Watson, executive secretary, Princeton, N. J.; "Roses," by Robert Pyle, West Grove, Pa.; "Fruit Tree Stocks Used in Propagating," by H. P. Gould, pomologist of the Bureau of Plant Industry, Washington, D. C.; "Ornamental Nursery Stock," by Bruce Howell, of Knoxville, and Chas. H. Tritschler, of Nashville; "Broad-leaved Evergreens," by George B. Moulder, Nashville, Tenn.; "The Importance of Soil Selection and Fertility," by Harry Nicholson, Winchester, Tenn.; "June Buds," by Willis Shadow, Winchester, Tenn.; "Propagation Methods," by A. A. Newsom, Knoxville; "Our Association" will be the suject of a discussion led by W. Y. C. Grant, Columbia, Tenn.; "Timely Precautions for Nurserymen," by J. R. Mayhew, Waxahachie, Tex.; E. N. Chattin, Winchester, and Henry B. Chase, Chase, Ala.

M. C. D.

Delphinium Belladonna

A very desirable forcing plant both for potting and growing on the benches.

Strong three year plants.....$15.00 per 100

JACKSON & PERKINS COMPANY, Newark, New York

Ibolium THE NEW HYBRID Hardy Privet

(L. Ibota x Ovalifolium)

Now sent out for the first time. Inquire for further information. One-year field-grown plants, $5.00 each. Summer rooted, frame-grown, $3.00 each. Plants in storage for immediate shipment.

Introducers of **Box-Barberry,** well rooted summer frame cuttings, $65.00 per 1000.

The Elm City Nursery Co., Woodmont Nurseries, Inc.

NEW HAVEN, CONN.

Ibolium Privet, Natural Habit. Ibolium Privet, When Trimmed

Hill's Evergreens

BEST FOR OVER HALF A CENTURY

Small, medium and large sizes supplied. Price list now ready.

The D. Hill Nursery Co.

Evergreen Specialists Largest Growers in America

Box 404, DUNDEE, ILL.

Miscellaneous Plants

Boston Ivy
Clematis Paniculata
Shrubs
Raspberries, Blackberries
Evergreens
Ornamental Trees
Perennials
California Privet Hedge
Japan Barberry

Prices on request.

Peter Bohlender & Sons

Tippecanoe City, Ohio

HARRISONS' NURSERIES

Fruit Trees Budded from Bearing Orchards. Peach, apple, pear, plum, cherry, quince, grape-vines, strawberry plants, raspberries, blackberries, evergreens and shade trees. Catalog free.

Harrisons' Nurseries, Box 39, Berlin, Md.

STAR BRAND ROSES

"American Pillar" and nearly every other good hardy climber.

Send for our list.

The CONARD & JONES CO. WEST GROVE PENNA.

Robert Pyle, Pres. Ant. Wintzer, Vice-Pres.

Rosa Multiflora (Polyantha) Seedlings,

4-5 mm., $35.00 per 1000.

E. TURBAT & CO.

Nurserymen, ORLEANS, FRANCE

Ready Reference Section.

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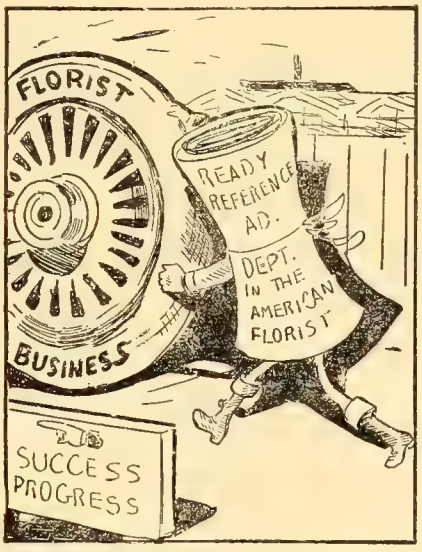

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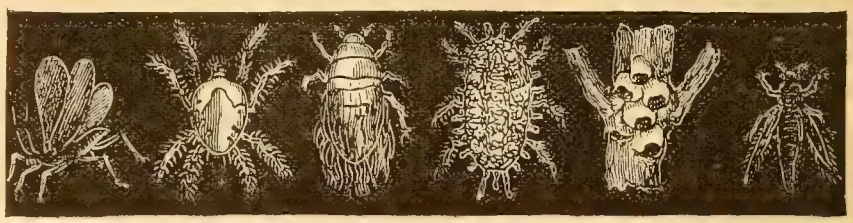

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Vol. LIII. **CHICAGO AND NEW YORK, DECEMBER 13, 1919.** **No. 1645**

THE AMERICAN FLORIST

ESTABLISHED 1885

Copyright 1919 by American Florist Company.

Entered as Second Class Matter Nov. 11, 1891 at the Post Office at Chicago, Illinois, under act of March 3, 1879.

PUBLISHED EVERY SATURDAY BY

AMERICAN FLORIST COMPANY,
440 S. Dearborn St., Chicago.
Long Distance Phone: Harrison 7465.
Registered Cable Address: Ameflo, Chicago.

Subscription, United States and Mexico, $1.50 a year; Canada, $2.00; Europe and Countries in Postal Union, $2.50. Volumes Half Yearly From August 3, 1901.
Single Copies, 10 cents.

Address all correspondence, subscriptions, etc., American Florist Co., 440 S. Dearborn St., Chicago

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Crumbs counted, juice of
Desert winds pressed out, nothing shirked,
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Will look to this unfailing,
Glowing, piercing, paling
Sky, grape-green behind wry trees;
Or where, to west heading,
A moon-canoe, slow-threading
Floes of cloud, cleaves dusk-blue seas!
—New York Sun.

CHRISTMAS SUGGESTIONS.

The Christmas Spirit.

The greatest holiday of the year is Christmas, when the gift spirit is alive everywhere throughout this broad land. The bright and cheery greeting, "Merry Christmas," appears then to carry more good will than any other couplet in the vocabulary.

While the florists have almost a monopoly of the gift trade at Easter, it is not observed by the whole people, as are the Christmas holidays, when the spirit of giving is entered into heartily by all classes, rich and poor alike, who plan for months their lists of presents for relatives and friends.

The volume of business, and how to stock up so that the supply shall not exceed the demand, is a matter that requires careful planning and buying. Last year's records, with a close scrutiny of the business since that time, enables the retailer to add this percentage of increase to his holiday stocks, to which, if he confines himself, he will be on the safe side and have little if anything left to carry over.

A disturbing element is prices; stock of all kinds costs much more than last year. A number of plants are fully 100 per cent above figures paid for the same size and varieties of last season. The florist trade, however, is not alone in this respect. Every other line, food, clothing, furniture, fuel; in fact, everything, including labor, has advanced in the same ratio until the dollar now appears, from the amount it will buy, to be only worth 50 cents. Overhead charges, or operating expenses, have almost, if not entirely, doubled. With these hard facts before him, the retailer must base his prices accordingly. The evolution has been going on all the year, each month seeing a gradual rise, which, however, has been passed on to the public and paid willingly.

From the advance buying of all classes of Christmas stock by the stores, both from growers and supply dealers, retailers generally are seen to be most optimistic. Their purchases are large; in many cases, more than ever before. All the florists' supply houses report a record breaking business, which at the increased prices, found to be imperative, is remarkable.

Growers report much the same situation. One prominent New York plantsman could have sold three times the amount of stock, and his houses are crowded to the limit.

Christmas greens of all kinds are in great demand. There is, fortunately, a good supply of fine holly, very well berried, which is always a great favorite with the public.

There is no question but the florist who makes a strong bid for business this Christmas, will get all he can do. There is undoubtedly more money now in the hands of the middle classes than ever before, and as the newly rich are proverbial good spenders, it will circulate this year in a way that will break all records.

Christmas Plant Baskets.

There is no more effective or artistic floral creation than the well arranged basket of foliage and flowering plants. With correct color combination in basket, flowers, and the decorative ribbon, the result is one of the best sellers in the shop. The leading stores work up and carry a large stock of these baskets and hampers, making them, next to cut flowers, their specialty. They are popular with the public as gifts, because of their lasting qualities and general decorative effect.

Of the receptacles for filling, there is a great assortment; baskets of all shapes and colors, some with high handles, others with low. They are round or oval, square and rectangular, with handles at each end. Hampers are also used to advantage as all plants show to the front. The various forms

are fitted with metal liners so they can be watered without danger of drip.

When baskets for plants were first introduced, they were all filled at the stores, which made a great deal of work for the best employes when their time was much needed in other departments. This resulted in much night work, that by modern methods, has been greatly relieved. It is now the best practice to have the entire stock sent to a grower, where the inside containers are filled the week before the holiday. The stock, in a genial atmosphere, has then time to recover, and is sent in the store as required. The various basket forms should be numbered in duplicate, with their tins, and sent to the greenhouse, so that the filling shall conform with the different shapes. While all fancy foliage looks very well, those containing plants in flower as well, are nearly always the first selections. All kinds of berried or fruited plants are also as effective as the blooming stock.

First selections in foliage plants, best suited for the purpose, are small or medium sized kentias, arecas, cocos, bird's nest ferns, marantas, Dracænas Sanderiana and terminalis, crotons, pandanus, Smithii, Verona, elegantissima, polypodium and the glory fern. Cyclamens, poinsettias, heather, begonias and primulas are the best flowering plants, while the berried or fruited stock consists of Otaheite oranges, peppers, solanums and ardisias. There are a number of other plants that are available for this work. Scottii and Teddy, Jr., ferns can be worked in but they are for the most part, too coarse. Adiantum cuneatum or Croweanum work up well, if the plants are large, cut the ball in several sections from the bottom up to near the top, then pull apart, and the result will be nice bunches of green that are very useful to fill between other plants.

Hampers, and rectangular baskets, with handles at the ends, look very well when filled with all cyclamens and adiantum. A. cuneatum is also a fine edging for low pans of poinsettias. For all choice basket arrangements, the glory fern is the best green. It gives a finish and elegance that is not possible with any other plant. Some of the table ferns, such as Pteris argyrea. P. alba lineata and Mayii, with their white striped fronds, are useful to relieve the dark greens of other foliage.

Much depends on what is called the millinery or ribbon finish. There is no question but a well made bow and streamers of ribbon of the right color, puts many a basket or plant arrangement in the front gift line, that without this artistic touch, would fall to the rear. Bird and figure sticks are also selling points, as are natural or artificial birds' nests. A basket, that for some reason, seems to stand, may be put in the running with a Porto Rico mat of the proper color. This, drawn up around it, and decorated with a band and bow of ribbon of good width, has a newness and finish that soon sends it on its way.

It is very important that every arrangement, when delivered, has been well watered. Frequently these remain the first night in a warm room without any water. If received dry, the chances are good the next day for a phone message to call and replace this "dead basket of plants," in which case, a pint of water would have been worth a ten dollar bill.

Holiday Wreaths.

The wreath has lost none of its effectiveness or popularity as a decorative ornament for the home at the holidays; in fact, it would not seem Christmas without a wreath or two of holly or other evergreen. The wreath is the most simple and graceful of designs, simply a short garland, with the ends brought together. There is an infinate variety in their numerous styles, as they can be made of material of all sorts, which in the hands of the stillful worker, is turned to good account in many artistic creations.

The most popular, for the window, is the holly, with its red bow. These are made on forms of pliable branches or on wire frames. They are best made by specialists in the holly country, who year after year, spend the month before Christmas week in tieing up holly wreaths. These, stored in dark, cool, cellars are, when delivery time comes, carefully packed, and arrive at their destination as fresh as when the holly was gathered. Ground pine, or lycopodium, makes a beautiful feathery, green wreath. This can be made more conspicuous with stars of red immortelles in the center. Bows of red ribbon and large dots of the immortelles, give a good finish.

Hardy pine, hemlock, cedar and laurel, all from the woods, are very effective when artistically decked with cones, natural or whitened, gilt or silvered. These materials may be used separately or combined. The pine wreath, decorated with its own cones, is bold and attractive. The hemlock is soft and graceful. The cedar, with its myriads of berries, is showy, while the all laurel, with its broad, glossy, green foliage, is very rich looking.

Clippings of fancy evergreens of the nursery rows make up into the most classy wreaths; they are decorated with holly berries, red, silvered or gilt ruscus, and the white Italian statice, which resembles heather. Cones are also used. They are made either full round or crescent shaped, full on one side, and tapering almost to a point on the other.

The boxwood is always a staple. Wreaths of box, crescent or full round, decorated with any other holiday material, are always popular. There is nothing prettier than a well made boxwood wreath. Many of the trade prefer to use mossed wire frames, into which the stemmed box sprays are stuck. This makes a full, evenly-formed design, with less material than when the sprays are tied on. All kinds of this hardy evergreen material, if stemmed and kept in a cool place from drafts, will keep fresh for a long time, and is quickly handled when the time comes to put it together.

The cemetery wreaths, made up of prepared magnolia and oak leaves, which were arranged during the summer months, can now be brought out and decorated. Cones, and ruscus in their various colorings and statice will give them their Christmas dressing. Holly berries may be added as they are placed on sale or made ready for delivery.

The all red wreaths are still in demand. Chenille has largely taken the place of the red immortelles, they being so easily and quickly made of this material, and at any time during the year. There is also a call for the white and purple. These can also be given a decorative finish with any of the prepared materials or with fresh evergreen sprays, ground pine and holly.

POINSETTIAS FOR CHRISTMAS.

Miniature or auto wreaths, such as were first used to decorate limousines, are, if well made, sure to attract attention and command very good prices. With these, as in fact all classes of holiday goods, while the cost price is always to be considered, so as to be on the safe side, the article should be priced for what it looks to be worth. Many novelties are placed on sale that do not take, while others hit the popular fancy. The artistic ability reflected in every well made wreath, should be counted into the price tag; it is not what it costs, but how much can we get for it. Frequently the higher priced of two almost similar designs is selected because, forsooth, as the price is higher, it must be better. Fancy prices for articles that are selling well, is not profiteering, as it takes all that can be gathered in, to meet the very heavy overhead charges of the holiday business.

Christmas Greens.

Christmas greens are considered by some retail stores a necessary evil, as their handling from the days of arrival until delivery, means a lot of worriment and work, with but very little recompense. Such pessimistic views or experiences are generally the result of inefficient handling and bad mangement, both in buying and selling. All material of this character is useful and in demand just at the holiday season. Later, it has little or no value, so that the first consideration is careful buying, laying in just as much stock as is required or likely to be sold, and no more. As in cut flowers and plants, quality is most important. For example, in holly, fancy well-berried stock is worth 25, yes, even 50 per cent more than good ordinary—there is no waste, every spray is well berried and salable. It is the same with holly wreaths. Give the order well ahead to a responsible woodsman or dealer, and take his first selection in all sizes. These will be found well packed, and everyone salable, down to the bottom layer. The loose holly had better be tied in bundles by the woodsman, so many to a case, according to size. It is then sold without unnecessary handling or sorting, as the sprays, bundled, look very full of berries. It should on arrival, be placed in a cool place, free from drafts.

Holly wreaths should be packed in paper-lined boxes or barrels, to exclude the air, and always kept in a cool shed or cellar. In selling, they should be handled as little as possible, and never allowed to remain long in a warm store room, as the foliage soon dries out and the berries drop off. It is, of course, necessary to display them, but as far as possible, orders should be taken from samples. Mistletoe is another Christmas product that requires the greatest care, as its very fragile stems snap so easily. Quality counts here, poor stock having little demand. It must also be kept from the air, in a cool place. Selected clumps or boughs are the better, if a generous red bow and slender ribbon to hang up by, is added.

Boxwood is a splendid green. When kept in a cool place, it presents a beautiful, glossy appearance, and works up into handsome wreaths. It should also be kept out of drafts. After unpacking, if placed in tubs of water, the leaves and branches fill up, and appear to have much more life to them.

Loose ground pine is the better after good soaking in water before being handled. It then stiffens up and looks 50 per cent fresher. Ground pine wreathing should always be soaked, and then never allowed to get dry. Laurel branches keep well in jars of water or packed down loosely in wooden boxes and kept moist. All other kinds of outdoor greens should be treated in much the same way, kept in a cool place and out of drafts.

Made up wreaths of all kinds of greens should be kept moist and in a cool place until it comes time to sell them, and then as far as possible, orders should be taken from samples. Retailers are fortunate who have a cool greenhouse or cold room that can be given over to their display, as their beauty and sale are then greatly enchanced. Whenever possible, a little section of the store can be given over to these hardy green goods, where with all together, they can be more efficiently handled.

At times, an adjacent store happens to be vacant, and is rented for the week. This can be featured as the Christmas green annex, and with the assortment nicely displayed, including small trees in tubs, a very good business is worked up.

HOLLY WREATH WITH BUNCHES OF BERRIES.

MILFORD, ILL.—F. L. Henry has made extensive improvements at his establishment, including a new heating system and practically rebuilding the entire range.

MUSKEGON, MICH.—Luhman Bros., for several years superintendents of local cemeteries, have opened a range at McCracken avenue and Cleveland street.

EL RENO, OKLA.—Mrs. L. C. Butts will open an uptown flower store in the near future.

Next Week in the Flower Shop.

There are but 10 more days until Christmas. While, no doubt, all branches of the trade are more or less prepared for the event, the most intensive use should be made of every working hour until the final sale is made and the last order delivered. The rush period of the last three days, particularly in the retail store, is most trying, nearly all the business of the entire period having to be handled for delivery in this short time. The store that has the work well advanced, that has taken advantage of, and turned dull periods into busy manufacturing hours, can devote almost its entire force to selling and presenting its stock to the best advantage. Where, however, the stock is not fully worked up, much can be accomplished in the next few days by making the best use of time and materials. Each minute of every working hour, used to the best advantage now, greatly relieves the congestion later on.

With the exception of the perishable flowering plants, there should be displayed much of the Christmas stock, including all the fancy pottery, wicker plant stands, flower holders and vases, fern dishes, samples of all kinds of Christmas wreaths, holly, evergreen in tubs and miniature Christmas trees in pots. Also a full line of foliage plants, selected stock, every one of such quality as will make a gift worth having. Choice specimen ferns are very salable and give a decorative appearance to whatever part of the store they are placed in. There should also be a line of filled plant baskets and hampers. With their ribbon finish, they are sure to receive attention, and if not at once considered, sure to be later on.

The outside front of the store, if decorated to the best advantage, will do much to bring the people in, while the

well displayed stock and good salesmanship, will do the rest.

All kinds of flowering stock will be found much higher in price this year than last; in many cases, almost double. While some may fear to ask the ratio of profit that has been considered standard, because they think the people will not pay it, they have only to figure out that their dollar, in common with that of their customers', is now only worth 50 cents, or at least will go only half as far as it did two years ago, and that all classes of goods are being handled in the same ratio. There must be a profit, and a good safe margin, so as to be able to cover any loss from unsold or damaged stock at the prevailing high cost. Also, they must remember that every expense in labor, packing and delivery has greatly increased, and selling prices must be based on figures that will cover all these items and assure a safe margin of profit.

A little card or printed instructions as to the care of flowering, foliage or berried plants, should accompany each pot, or at least be attached to one of each lot sent out. They should particularly recommend that each pot is to set in a saucer to catch the drip, and that wherever no water is visible in the saucer more should be given. If the plant should be so dry as to wilt, it should be immersed in water for at least 10 minutes.

The Christmas window should now be in place. The motive should be gifts. Each article, in either plants or baskets, should be perfect in every respect. People are now out selecting gifts, going from store to store, looking the various stocks over, and should find the windows of the flower shops, if anything, more attractive, and containing articles that hold their own with any other line. Do not forget appropriate window cards. They are most essential, and have wonderful pulling power.

Plenty of extra help is important. The colleges in all the large cities have students who are not averse to adding to their income by giving up some of their holiday time to work in the flower shop. They are, for the most part, bright, intelligent and active, and after the first day's experience, are found very helpful.

Get several crates of well berried holly, and clip off the foliage. This will leave branches of loose stems and berries. These can be cut down, packed in boxes, and kept in a cool place, when they will be ready for instant use in decorating or working up in evergreen wreaths, baskets, etc., giving them the necessary Christmas color.

Exploit the country-wide delivery of floral gifts as a strong feature. This through the medium of the Florists' Telegraph Delivery, will be found very profitable. Ask for early orders, so as to avoid delays. It will interest new people, who are likely to become regular customers.

JARDINIERE BOX FILLED WITH CELESTIAL PEPPERS.

LINCOLN, ILL.—Gullett & Sons held a chrysanthemum show at their range, November 12-13, which was largely attended and enjoyed by the public.

ZANESVILLE, O.—George W. Caton, a florist of this city, was killed recently, falling from a wagon and breaking his neck. He was 71 years of age.—J. W. L.

DULUTH, MINN.—Louis Vislas, of the Alpha Floral Co., has taken a long lease on the premises 109-111 West Superior street, and will take possession May 1 next.

THE CARNATION.

Winter Care of the Plants.

Now that severe cold is the prevailing condition of the weather, the success of the winter's crop of carnation blooms will depend largely on the general care of the plants. A continued heavy crop of long stem high grade flowers can only be obtained by the close attention to the routine work necessary to the plants' care. Over a wide area of the country, the weather during the last two months has been about as fine as one could expect for the plants' growth, so that, generally speaking, the plants are in the best of condition to enter the mid-winter period. The coming eight or 10 weeks is the critical period for the flowering carnation plants in the greenhouse benches; a let up in their care, or overstepping the bounds of reasonable culture, may cause a failure of the crop for the rest of the season.

The growers' principal attention at this time, is drawn toward the Christmas crop, and every effort should be exercised to make it as satisfactory as possible, but do not resort to any extreme measures for the sake of obtaining a few extra flowers for the holidays. From covered with buds of good size, it will ladened with buds of good size, it will not harm the plants any, to gradually raise the temperature two or three degrees, both night and day, so that houses that have been held 48-50 degrees at night, can be raised to 50-54, and the day temperature of 54-56 on cloudy days up to 56-58, and on bright days, allow the temperature to run up about four degrees higher and guard against a sudden drop when the rays of the sun leave the glass in the afternoon. Be especially careful to allow the temperature in the houses to fall gradually, so that by 5:30 p. m., the thermometers register the night temperature, with enough pipes of steam turned on to hold it steadily, according to the weather conditions, then when the night man assumes the responsibility, it is very easy for him to maintain an even temperature throughout the night.

There are no plants that grow, that will respond more readily when an even temperature is maintained, nor are

JARDINIERE BOX OF POINSETTIAS, GLORY FERN AND DRACAENAS.

there any that will suffer more quickly when changing degrees of temperature are allowed than the carnation. This is an important point that should be impressed upon the mind of everyone undertaking the culture of carnations, because a great many times the failure of the plants to respond as they should do, can be traced to carelessness in maintaining the right temperature.

WATERING.

A great deal depends on the careful attention to this part of the work. With the steady use of artificial heat, some parts of the benches, and the lower part of the soil, will dry out quicker than heretofore, when the heat was only being used part of the time. This makes it necessary that the grower should examine the beds every day, and water such parts as they need it. The most important thing to watch out for, is to make sure that the soil is kept as near as is possible in the same degree of moisture throughout the bed. The soil at the roots of carnation plants, should never be allowed to become extremely dry, but should be held at a moderate degree so that the blooms can develop steadily. When the soil is kept continually wet at this time of the year, the plants develop into a forced growth of grass instead of the production of blooms. Under the conditions of careful regulation of the temperature and the airing of the houses, the plants do not need any overhead syringing at this season of the year, and during the period between November 1 and March 1, we do not syringe our carnation plants at all. The insects can be kept in check with the nicotine preparations, either by vaporization from the steam pipes, or by spraying through the fine sprayer, but it should be done regularly, and when this is done, the plants do better without the syringing, especially during very severe weather, when very little ventilation can be used.

DISBUDDING.

This part of the work is often looked upon as not being very important and which can be left to the fireman or temperature man to do when he has time between his duties of caring for the boilers or temperature. This may be all right when he has time to do it, but if you will check up a house of plants that are disbudded regularly as they need it, and another that is disbudded in a haphazard way when time allows, I know the results between the two houses will astonish anyone who takes the trouble to make the comparison. It is also quite interesting to experiment a little as regards the disbudding of carnations, by taking a section of the bench and disbud as soon as the buds are large enough to be removed without damage to the main bud, and in another section, allow the buds to get to a good size before removing them. The difference in the time the flowers are ready to cut in favor of those that were disbudded the earliest will be found to be remarkable, not taking into consideration the better quality of the flowers or stems.

CUTTING AND MARKETING FLOWERS.

The surest means of success in growing carnations for the wholesale cut flower market is to first build up a reputation for fresh high grade carnation blooms, and then make your stock bear up the reputation. When the dealer or retailer can depend on the quality of the stock consigned to him, it is to his interest to make liberal returns for it. So many growers make the mistake of figuring up early in December, the number of flowers they are going to cut for Christmas, and then start in gradually backing up on the cut, and by December 15 the beds make a fine showing of blooms, many of which ought to have been cut before and disposed of profitably at that time. But instead of doing this, they still hold on to them, and then, a few days before Christmas start to ship them to market, but these flowers even though they did not show it on the greenhouse bench, were on the down grade, and after being handled two or three times, go all to pieces and are worthless. Make your cuts daily as ready while the flowers are fresh and of good keeping qualities. Grade them strictly as to quality, then there cannot be any argument for demanding a fair price for the stock.

CHRISTMAS BASKET.
Poinsettias, Heather, Crotons, Glory Fern, Etc.

ATTENTION TO THE SOIL.

Under this heading, we include adding additional nourishment for the plants. There are several details that need regular attention to keep the soil in good shape for the roots to carry on their function. First, keep the beds clean of weeds, then see that none of the roots are washed bare by watering. If a green scum forms on the surface of the soil, remove it, and to keep this in check, a good plan is to scatter on the bed a thin dressing of fine limestone.

Referring to the matter of adding nourishment for the plants, whether they are in need of extra stimulation at this time, depends on the composition of the soil in its present state. If a live, fresh soil, with a liberal amount of good stable manure incorporated in it, was used for benching the plants, they should not be in need of additional nourishment before the first of the year, but this is a matter that must be governed to a great extent by the judgment of the grower. But when carrying out this work, use common sense judgment in doing it. Do not spread a thick plaster of fresh cow manure over the beds, completely excluding the air from the soil, and expect it to benefit the plants. It is more than likely to have the opposite effect. To make a good and safe mulch for carnations, bring in the partially rotted manure in a shed where it will thaw out, then mix it about 50-50 with fine, fresh loam. Allow it to lay about two weeks before putting it on the beds, in the meantime turning it over two or three times to thoroughly mix it.

PROPAGATING.

It is none too early to make preparations for this work by arranging for

a good supply of fresh clean sand, attending to any repairing needed on the propagating bench, giving it a good cleaning and lime washing, and filling it up with the sand while the weather is good to carry on the work. If you have room, and can properly care for the cuttings after they are rooted, working them along as they need it into strong healthy plants, then go ahead with the propagating. But if you do not have room to properly care for the young plants, it will be best to put off the propagating for another month.

C. W. JOHNSON.

ORCHID NOTES.

Christmas Orchids.

The unprecedented high figure that cut orchids have been realizing for some months in the wholesale flower market is only a forerunner of what may be expected in the future. The ruling No. 37 of the federal horticultural board, which has so effectually shut out all new importations of tropical orchids, will cause a further shortage of cut orchids for several years to come. In fact, until the thousands of the seedling orchids now being raised by many of our commercial orchid merchants have reached the flowering stage. It is indeed wonderful to notice how the above merchants are gradually becoming aware of the great possibilities of raising orchids from seed for commercial purposes. The present day conditions are quietly changing the opinions of the old time orchid cultivators that have held the sway for a generation or more. Especially now, the prevailing price, or returns, for blooms of a good hybrid orchid is fully 25 cents more than flowers of the ordinary well-known commercial species.

Year in and year out, the same old varieties have appeared with the same regularity for the Christmas trade. The well known Cattleya Trianæ, and C. Percivaliana, with a few lælias, oncidiums and cypripediums, usually selling for the same figure each season, the supply for the most part being kept up by the annual importation from the tropics, until the great war brought out and changed many conditions that were looked upon as unbreakable by orchid merchants (they could not rightly be called orchid growers.) Many of them became alarmed and rather than assume any risk or loss caused by deliveries of imported orchids being delayed, they canceled many orders of imported plants, thus the stocks on hand became very much depleted. This state of affairs, coupled with war-time neglect, and the poor methods of cultivation that had become in vogue for some years, found many of these orchid merchants in much the same condition as the foolish virgins of old, who neglected to get oil for their lamps. They, too, had plenty of empty benches and no means of filling them after June 1, when ruling No. 37 became effective. This about explains the present situation, and high prices that are obtained for orchid flowers today.

Otherwise, the weather has been all that could be desired this fall for ripening up the bulbs of all cattleyas, so good flowers may be looked for in due season without resorting to any undue forcing to get flowers from Cattleya Trianæ for Christmas. Selecting certain plants that look promising to give early flowers, and placing them in warm quarters to force out the blooms, is to be condemned very strongly, as it is both detrimental to the plants and flowers. Forced flowers lack substance and keeping qualities, and give poor satisfaction to all who handle them, and very often those plants that were left in their growing quarters to come along in their own way, are in bloom long before those that have undergone a forced treatment.

Forcing to bring in orchids ahead of their season will gradually become a thing of the past, for here is where the hybridist steps in with his work, as for instance, the hybrid C. veriflora, (C. labiata x C. Trianæ) bridges over the flowering season of the two parents, producing just as fine a flower as was ever produced by nature for commercial use, it being as free to flower as C. labiata and with the size, substance and beauty of C. Trianæ. Without a doubt, in another decade, a wealth of just such hybrids will be available to bridge over all, so-called, off seasons, so they will be a thing of the past. Other Christmas orchids are Cattleya Percivaliana, which, unfortunately, has not a very pleasing odor. Though the flower is pretty enough in itself, few people desire to buy it if others are available. Calanthe Veitchii makes a showy cut flower and can be used to great advantage for light table decorations. C. Harris flowers at the same time; one pink and the others white. They go well together. Dendrobium phalænopsis, with its pink sprays, is still seen in limited quantities, though this valuable flower is at its best in October. All the colored anceps come into flower for the holidays. Unfortunately they do not last long after being cut, but they come in very handy to relieve flat or stiff decorations when cattleyas alone are used. The white Laelia albida comes in useful for this purpose; also L. autumnalis, a bright pink with a goodly number of flowers on a stem is very showy. But L. Gouldiana, when well grown, is king of the laelias for Christmas decoration. Spikes with four to six flowers, all of good size and color, show off to perfection under artificial light. This is supposed to be a natural hybrid. The stems are not quite so hard as the spikes of L. anceps, which enables it to take up water. It will last fully six days in good condition after being cut.

VANDA CŒRULEA.

CATTLEYA TRIANÆ.

A Single Specimen Plant (Not Made Up).

Oncidium splendidum usually can be had in flower for the holidays. This keeps well after cutting. O. Cavendishianum is a good companion, but not nearly as plentiful, and for a yellow orchid, has no equal.

Vanda cœrulea, the blue orchid, mixed with the above oncidiums, is always admired, and it is quite plentiful from now on to February. The cypripediums cannot be overlooked as Christmas orchids, if it was only for their great lasting qualities alone. C. insigne Sanderæ has leaped into great prominence of late. All it lacks to be perfect, is a few more inches of stem. It seems to be crowding the old type of C. insigne pretty fast, although for table decoration with adiantum fern, it will hold its own. C. Leeanum is still one of the best hybrids for the commercial florist, being a lighter built flower, with a good, long, stiff stem, making it a very desirable cut flower, yet all of them make good house plants, as the flowers will keep in good condition on the plants for six weeks or more.

C. Y. PRIPEDE.

EMPORIA, KAN.—Frank H. Keppler has succeeded George Spear.

CORRY, PA.—William D. Rowe, is rebuilding one house, 25x66 feet, at his establishment.

PEORIA, ILL.—At the fall show of the park board, 1200 chrysanthemum plants in 148 varieties were on display under direction of Elmer Jerauld, conservatory foreman.

LINCOLN, ILL.—Gullett & Sons are watching the coal situation closely. The ordinary consumption at their large range is 20 tons daily, increased in extremely cold weather to a carload.

National Publicity for Flowers.

The publicity being given to the Von Tilzer song, "Say It With Flowers," is very gratifying to our committees. The song is a pronounced "hit," and besides the presentations of it in the big theatres of our leading cities, arranged for by its publishers, it is being presented in minor cities by artists outside of the "headliner" circle, who quickly take hold of anything which becomes a success in the theatres of the larger circuits. A correspondent who happened to be in Lowell, Mass., last week, writes us that its rendition in a theatre there came as a surprise to the florists, one of whom immediately had flowers sent in to the singer, who used them to advantage. Any assistance the florists can render in the presentation of the song is sure to result to their advantage locally. This week, Buffalo has a presentation of it at Shea's theatre, by Miss Emma Stevens, a well-known vocalist. New Orleans is also to have it featured for several weeks in a "Revue" at one of its leading places of entertainment. It is quite likely that it will be heard in all cities in the country, and, in addition, it is expected that it will shortly be offered in phonograph record form. All this without any expense to our publicity fund—a testimonial to the value of our slogan.

SLOGAN BILLBOARDS.

Paul E. Weiss, of the Weiss-Meyer Co., growers, Maywood, Ill., who is installing four of these signs, or "advertising bulletins," as it has been suggested we should call them, writes: "Every grower of flowers in this country, large or small, can afford and should buy at least one sign. Personally, I believe this idea of billboards to be a great advertising medium, and growers are bound to get good results." The manufacturers of the signs, in Fort Wayne, Ind., are making prompt shipment of all signs ordered. A florist in New Jersey is planning to use four of the signs, and proposes to make an extensive planting of flowering and evergreen shrubs around each, with, perhaps, vines trained around the framework—an excellent idea, and one worthy of adoption generally.

CAMPAIGN FUND.

Our campaign fund is not nearly large enough to enable our committees to carry to completion their plans for general publicity. They find it no small task to arrange campaign plans with simply an expectancy of funds being available to allow of such plans being put into effect. Support in their work cannot be too strong—at present it is not even reasonable. The florists have given liberal support to various drives in the last two or three years, but are sadly neglecting to support their own drive, one which promises so much benefit to them. It is true that a goodly number of our craft are co-operating to provide a working fund, but in number they only represent little more than one-tenth of the trade. If the remaining nine-tenths are not wholly indifferent to the movement, they are very slow to respond to the appeal constantly made to them. Their attitude is almost unbelievable. It was never thought that a florist, usually classed with the best fellows on earth, would withhold assistance to a project which promised so much for him individually, and was calculated to extend his opportunities for doing business. It is still hard to believe that such is the case—it is not, cannot be. It must be sheer forgetfulness. The matter of amount of subscription need worry nobody, it

can be raised at any time. If $10 is all that can be contributed, send it. If less, it will be just as welcome. Send something, if only to show appreciation of the work accomplished.

JOHN YOUNG, Sec'y.

Harvey & Sons, Brandywine Summit, Pa.

Arthur A. Niessen, George and Alfred Burton, and the writer, visited Alvin Harvey & Sons, Brandywine Summit, Pa., December 2, where the rose stock in all the houses was found in excellent condition. There are 45,000 rose plants. A large house, 50x600 feet, planted with Ophelia and Sunburst, had produced a good fall crop, and will be in early in January. This is a place where Hadley is done well. None of the visiting party had ever seen this variety any better anywhere at this time. They are all on own roots. A portion of one house had been planted with grafted stock, which had not fared nearly so well. It is estimated that an average of two long-stemmed flowers to a plant would be taken during December.

Russell is doing extremely well. George Burton, who is an expert Russell grower, claims that many growers cut their Russell too soon. It should never be cut befort it is at least half open, then the flower is larger, with a better color, and will keep just as long. Some growers report it gets a violet tinge if left to open, but he said this was a cultural fault, and would not occur where the plants are healthy. Columbia has done well here, as has Premier. Columbia should be grown in a night temperature of not over 56°.

A range covered with a system of ridge and furrow roofs was filled with a fine lot of Ophelia in full crop, a week too early for the holidays, but selling well. They are all grafted stock, which pays best for this variety. The same ground, covered with a large house of iron construction, will. Mr. Harvey states, cost but little more than the comparatively low structures.

A bed of Prima Donna looked very good. Two beds alongside, planted with Russell, were also fine. This latter variety does very well here. Russell, it was said, was not benefited by heat in its resting season.

There is one house, benched, in which in the center beds are sweet peas. These are planted across the beds so as to admit the sun and makes it easier to cut the flowers. On the tables, they bloom earlier and better in mid-winter. The side benches were planted with mignonette. The remedy here for the green worm was flour and paris green, dusted in with a bellows. It is found very effective. Mignonette thrives best in a temperature of 45 to 48°; the least warmth will make the flower spikes go to seed.

Pinching roses does not gain much, and everything should be let come after the first of the year. Short roses in February bring as much then as long stock in April. Red spider must be kept down at all hazards, and syringing should be done whenever necessary, regardless of weather conditions.

Both Premier and Columbia at this establishment were in fine condition. A new house, 42x250 feet, just completed, is to be planted with these two varieties early in January. An additional new boiler has recently been installed. Three years ago the one in use cost $1,000. Now, the duplicate costs $2,500.

K.

JOPLIN, MO.—J. H. Meinhart, of Webb City, has purchased the stock and fixtures of the American Florist Shop, 114 West Fourth street, formerly known as the French Floral Shop.

San Francisco.

EXCELLENT THANKSGIVING TRADE.

On all sides, one hears nothing but satisfaction over the amount of trade done at Thanksgiving. There was a large supply of all kinds of cut flowers, and a very fair assortment of flowering plants to select from. Prices, in most instances, ruled about the same as last year with the exception of chrysanthemums, which were cheaper, owing to favorable weather and a large supply. Roses advanced sharply a few days before Thanksgiving, and are still held high. There was a fine lot of stock offered, and it cleaned up in good shape. American Beauties sold out early in the day. The supply of Mrs. Russell was another variety that moved quickly. Columbia, Ophelia, Shawyer and Hadley all sold well. There was a scarcity of Cecile Brunner. Quite a nice lot of Irish Elegance were disposed of. In chrysanthemums, pink and yellow were the best sellers. There was a fine supply of Bonnaffon and Appleton. Nonin is the best white on the market at present. Red and bronze varieties, where available, moved very nicely. There was a heavy demand for pompons in every color. The bronze varieties seemed most popular. There was plenty of singles and anemones, but the brisk demand cleaned them up completely. Helen Frick was the best pink on sale, but the quantity was somewhat limited, and it did not last long. There was a very heavy supply of violets. Prices, however, remained as usual. The shipping demand for this flower was strong, and great quantities were sent out of town. Princess of Wales was most in favor here. There was a strong demand for carnations. The bright colors were most in favor. Stock stiffened up before the holiday and brought good prices. Extra fine flowers commanded $4.00 per 100. There was a lot of poor stock offered, but it seemed to move with the rest. Quite a nice lot of winter flowering sweet peas were noted. The quality was very good, and excellent prices were received. Pink, white and lavender were the leading sellers. Orchids were quite scarce, and many more could have been sold. Gardenias sold well. Snapdragon cleaned up early in the day, and brought fine returns. Great quantities of California red berries were thrown on the market. The stores, as a rule, did not handle much of this stock. It was disposed of on the street. English holly was to be had only in limited quantities. There was a nice lot of cut Erica melanthera, and it proved quite a favorite. In flowering plants, the popular demand seemed to run to medium priced stock. Large specimens did not move so quickly as stock in six and eight-inch pots. This was true of every variety offered. Cyclamens moved well in the smaller sized plants. Azaleas were sold out completely. Begonias were very popular, and nearly all good plants found a ready market. Pot grown ericas were in good demand. There were no pot grown poinsettias to be had. The cut stock, however, was very plentiful, but did not seem to meet with much favor. The street peddlers stocked up with it heavily. It all came from the southern part of the state. The greater part of it was rather poor quality. On Thanksgiving eve, this city was visited by a very destructive gale, which greatly hindered the delivery of stock. Great damage was done throughout this vicinity. Chrysanthemum growers, who grew their stock in exposed positions, suffered much loss to their late flowering varieties. The Chinese growers, who have their stock planted in sheltered locations in the hills of the peninsula, escaped with only slight damage.

NOTES.

The MacRorie-McLaren Company, on Powell street, had many fine specimen ericas for their Thanksgiving trade. These were from the firm's greenhouses at San Mateo. Ericas are one of the leading specialties of this firm, and they have a splendid collection at their nurseries. Dan MacRorie, who spends most of his time at the nurseries, says rains are badly needed before much landscape work can be started. Rains are unusually late this year.

After looking through the orchid houses at Ferrari Bros.' establishment, one would not think there was much of a shortage of this flower. The Trianæ are a splendid lot just now, with thousands of sheaths showing buds. These are being grown slightly cooler of late to hold them for the Christmas trade. While they are cutting quite a quantity daily, it is far behind the demand. Their rose houses produced a heavy cut for Thanksgiving.

CRESCENT MAGNOLIA WREATH, CHRYSANTHEMUMS AND SMITHII FERN.

Pelicano, Rossi & Co. report an unusually heavy Thanksgiving trade. They were fortunate in being able to secure enough stock to care for their large business. They had some very fine American Beauty and Russell roses, which sold quickly. They also had a good supply of orchids, principally Cattleya Trianæ. They carried a large number of flowering plants, and report the sale of this stock as ahead of last year. Cut ericas were also handled, and were of the best quality.

Almon Wheeler, of the Ruehl, Wheeler Nursery, at San Jose, was a recent visitor, and reports an unprecedented demand for fruit trees of every description. He says grape vines, particularly Thompson's Seedless, are in such demand as to be practically exhausted. The call for roses has been so strong, that they are sold out on many of the best varieties.

The Hillsborough Nurseries are sending in some high grade Russell of late, that have been eagerly sought by leading stores. Manager Henry Maier has made a great success of growing this rose, and is receiving fancy prices for his cut. He has a fine lot of foliage and flowering plants that will be ready for the Christmas trade.

Albert O. Stein, on Sutter street, reported a fine business for Thanksgiving. He carried very large stocks of specimen azaleas, cyclamens and begonias and other flowering plants. He says plant trade was ahead of expectations. Decorative work keeps up steadily here, and the large staff is always busy.

According to J. A. Axell, the shipping trade was much in excess of last year. The supply of chrysanthemums was large and heavy shipments were made. His growers were in with good cuts of roses, most of which were of excellent quality. He also reports a big outside demand for violets.

Eric James, of Elmhurst, supplied this market with begonias and cyclamens of the finest quality. He has many houses filled with these and other seasonable stock for Christmas. A large part of his stock is already sold. He reports a heavy demand from other large cities in the state.

Kenneth S. Murray, of Redwood City, expects to be in with a fine cut of freesias shortly. He will also have plenty of the colored varieties this season. His rose houses are now producing a nice supply of roses. All his stock is shipped to J. A. Axell, of this city, for distribution.

Enomoto Bros. had a large cut of pompons for Thanksgiving. They found these to be in great demand, and shipped large quantities out of town. Their chrysanthemum crop is now about over for the season, which they report to have been a most successful one.

The Francis Floral Company, on Powell street, had a busy Thanksgiving. Their large stock of plants and cut flowers was nearly exhausted before the day was over. Decorative work and funeral orders also has been keeping this firm busy, right along.

Albert O. Stein, on Sutter street, has a beautiful store. It is filled with the finest specimens obtainable of all seasonable flowering stock. The azaleas are particularly fine. He has secured a fine supply of English holly, which he reports is a good seller.

The E. W. McLellan Company was fortunate in having a fine cut of roses at their Burlingame greenhouses. Manager Avensino says his firm could have disposed of more stock if it were procurable. They shipped heavily of asparagus and ferns.

The Chas. C. Navlet stores, both here and in San Jose, say they are greatly pleased over the heavy business transacted for Thanksgiving. Their plant trade is opening up nicely, and they are handling large quantities of seasonable stock.

JAMES T. LYNCH.

DWARF SOLANUM CLEVELAND WITH WHITE AND RED PAPER COVER.

Milwaukee, Wis.

HEAVY SHIPPING DEMAND WELCOME.

Even though the cold weather curtailed receipts considerably the past week, it caused no hardships or concern, for the local demand was exceedingly quiet, while with the shipping trade it was just the reverse. Sweet peas and violets, both single and double, still remain on the short side. The call for roses was mainly in the medium and shorter grades. Stevia is arriving in quantity and will be in for at least two more months. While this line of cut flower was only grown by a few, until recently, it is now seen at most growers' places. Good greens are none too plentiful, while in carnations, the demand still kept pace with the supply. While most of the out-of-town orders for the Christmas pot plants are filled, the present food for thought is how will our wholesalers fare with the shipping orders of cut flowers from now on. Already, some of the express officials have intimated, that, due to the cutting out of so many trains, it looks dubious if they will be able to take care of all their work with the limited transportation facilities due to the shortage of coal. The shipping trade in flowers out of this city is a big item, and should most of that stock remain on the local market, it would cause considerable loss to all concerned.

CLUB MEETING.

Upon invitation of Henry Welke, the regular meeting, December 4, was held at the store of E. Welke Co., 752 Third street. A large attendance turned out, and it proved to be a lively affair. Hugo Locker, of Wauwatosa, was elected to membership, while on the other hand Fred W. Mueller handed in his resignation. In regard to the coal question, action was taken whereby the officers of the club were empowered to name a committee to confer with the local fuel administrator, should the situation change for the worse, in the near future. Nominations and election of officers for 1920 were on the program. Only in the capacity as vice-president and trustee for three years was there more than one candidate. Election results were as follows: Henry Welke, president; Fred Gutermuth, vice-president; Fred H. Holton, treasurer; Eug. Oestreicher, secretary, re-elected; trustee for three years, Gust Pohl. For the good of the club order, our newly elected president and Mrs. Welke treated those present to a delicious lunch and cigars. Mr. Schuette, of the Milwaukee Pottery Co., was on hand to get the boys interested financially to help increase his plant so that the local trade could be supplied at all times.

NOTES.

Up to December 6, we have not heard of any local grower who did not receive a coal permit if conditions warranted, while all retail stores were permitted to remain open only seven hours after December 7. We must admit that if these conditions last much longer, business in general for the coming holidays will not break any records.

With the exception of a few odds and ends, the large stock of poinsettias, cyclamens, cherries, ericas and who

knows what not, of the Holton & Hunkel Co., is all spoken for at this time.

Gust Rusch & Co. report local demand for the past week quiet, but a good out-of-town movement. With them, long and fancy roses have not sold as readily as might be expected.

The C. C. Pollworth Co., who had a large lot of fine poinsettias among its large offering of pot plants, reports all orders up as early as December 6.

John G. Heitman was confined to his home the past week with stomach trouble.

Visitors: Richard Haentze, Fond du Lac, Wis.; Chas McKellar and wife, Chicago; Martin Reukauf, of H. Beyersdorf & Co., Philadelphia, Pa.

E. O.

Pittsburgh.

LIMITED SUPPLY AND FIRM DEMAND.

Business continues good and stock is scarce. For the past week, all the wholesale houses could do, was to divide the stock when it came in and give customers their share. American Beauties are still scarce and bring almost Christmas prices. The supply of roses has increased, but the demand keeps pace with the supply. All roses are a little off color on account of the damp weather. Carnations are poor in quality and short in quantity, and from all reports, the supply for Christmas will be small and prices high. Paper White narcissi are moving better, owing to the carnation shortage. A few chrysanthemums and pompons are still coming, but not enough to mention. Stevia is plentiful and of very good quality. Orchids and lily of the valley are at a premium. Sweet peas, calendulas and snapdragons are arriving in larger quantity and move at sight. The outlook for Christmas is good, and everyone is optimistic and preparing for a big business.

CLUB MEETING.

The regular meeting of the Pittsburgh Florists' and Gardeners' Club was held in the basement of the Carnegie Library N. S. on the night of December 2, with a goodly attendance. The Wm. F. Kasting Co., Buffalo, N. Y., exhibited a vase of Chrysanthemum Hamburg Late Pink, which was very highly commended by all the chrysanthemum growers present for its lateness, color, form and sturdy habit; from remarks passed one could gather the fact that this variety will be seen in the houses of our Pittsburgh growers next year. Wm. Malbranc, of Johnstown, showed a vase of specially good Mrs. Charles Russell roses, also some large well grown Genista canariensis in pots. Roderick Ross, of Dixmont, by request, brought in a long flower spike of Aloe arborescens, together with a small speciman plant of the same. Schenley park staged splendid Lorraine begonias and stocky, well-berried Solanum Capsicastrum, grown from seed, and from among 500 plants, about 12 appeared with large yellow fruits in every way identical with S. Capsicustrum Cleveland, excepting the color of the berry. John W. Jones intends to propogate from the best of these..

NOTES.

The retail florists' association met at the Seventh Avenue hotel December 4, to discuss Sunday closing, advertising, and a "Say it With Flowers" week. Everyone seems to be in favor of all the motions, and at the next meeting, January 7, an attempt will be made to have all the members present and get things started.

Randolph & McClements were rushed with work for the H. C. Frick funeral; in fact, they worked all night to finish up. The same firm has had several large party orders this week, which kept the whole force working overtime.

E. C. Tipton, manager of the cut flower department of the McCallum Company, is in the east on business.

M.

Rochester, N. Y.

CHRISTMAS PROSPECTS GOOD.

Business during the past week has been fair and a few orders have been booked ahead for Christmas decorations. Chrysanthemums are almost at an end although there are a few good Turner and Maud Dean still offered. Roses and carnations are excellent. Statice is improving and its use is increasing. Laurel roping is selling fast.

NOTES.

The florists' association at its last meeting held at the Osborne house, enjoyed a long and varied programme including boxing bouts, monologues and music. Charles Felton, of Buffalo, was the principal speaker and had for his topic, "Advertising," referring to the successful campaign in his city in the interest of "Say it With Flowers."

Alberts, the Florist, arranged a very attractive window last week, the center feature of which was a large laurel wreath from which hung clusters of grapes and oranges. From the ceiling, baskets of heilchrysums were suspended while baskets of ruscus, statice, etc., occupied the foreground.

H. E. Wilson has a large number of poinsettias which are coming along nicely for the holiday trade. He is still cutting good chrysanthemums.

Chas. Schlegel & Son have received their shipment of Holland bulbs. Business at their establishment is reported good.

Fletcher Steel, of Boston, Mass., addressed the Rochester Garden Club, December 5, his subject being "Green Gardens."

Harry Holmes, of Providence, R. I., has joined the force at George T. Boucher's store.

Collatos Bros. are featuring handsome baskets of plant arrangements.

CHESTER.

Columbus, O.

THANKSGIVING TRADE HITS HIGH MARK.

Thanksgiving business in this city was the best in the history of the trade in the Buckeye capital. Flowers of all kinds sold actively, and stocks, which were larger than usual, were cleaned up; in fact, some were depleted before the day was over and it was impossible to get a further supply. The purchase of flowers by the public is constantly on the increase, and florists are making preparations accordingly. There were quite a few parties and weddings during the week and flowers were sold in large numbers. Funeral business was not as active as in some former weeks. The principal flowers for the Thanksgiving trade were chrysanthemums, carnations, roses, sweet peas, violets and narcissi. Chrysanthemums were only fairly plentiful, and the stock did not last through the day. In fact, the market in chrysanthemums has been cleaned up and none are expected from this time on. Violets were very popular during the week, and were of excellent quality. They sold from $1.75 to $2 per bunch. Sweet peas were also in fair supply and easily moved at 75c a bunch for the common variety and $1.50 for the fancy grades. Carnations were rather scarce, and sold in the neighborhood of $2 per dozen. They were mostly pink, although quite a few white were on the market. Narcissi were rather plentiful. Roses were one of the staple lines and sold from $3 to $8 per dozen. They were principally Sunburst, Ophelia, Premier, Russell and Ward. Indications point to a good supply of plants for the Christmas business. They will include cyclamens, begonias and other varieties, Florists generally are making preparations for the holiday demand, which is expected to be the biggest ever. Trade among florists in the week following Thanksgiving was quite good in many respects. There is considerable party work, and also quite a few funerals. Preparations are being made for a big Christmas business, and many plants will be on sale in the near future for holiday giving. J. W. L.

WREATH OF PINE BRANCHES AND CONES.

Albany, N. Y.

FLORISTS' CLUB ELECTS OFFICERS.

The election of officers for 1920, and the entertainment of the New York State Federation of Horticultural Societies and Floral Clubs, January next, were the subjects of discussion at the December meeting of the florists' club. The officers for the next year are: Edward P. Tracey, president; Albert Jenkins, vice-president; Louis H. Schaefer, 102 Hudson avenue, secretary-treasurer; trustees for two years, Fred A. Danker, Frederick Henkes, and Thomas F. Tracey. Robert Davidson, who had served nine years as secretary, declined the honor after he was unanimously re-elected. The club then proceeded to ballot on two candidates, Louis H. Schaefer and Samuel Hanson, for the office. Schaefer received a majority of seven votes, and was declared elected. The new officers will be installed at the January meeting. The names of President-elect Edward P. Tracey and Frederick A. Danker were added to the regular entertainment committee to look after the entertainment of the delegates from the state federation who will be in Albany at a date in January next to be announced. After some discussion, the club decided to accept the invitation of the Troy members to hold the next meeting in the "collar city," whose florists will try to outdo themselves in showing what they can accomplish in the line of entertainment. The secretary-treasurer of the local club will be notified by the Trojans of the date set by them for the reception of the members from Albany.

Frederick Gloeckner, of Watervliet, started a discussion on the subject of a new name for the club, to show that its membership is not confined solely to Albany, but includes also florists and growers in Troy, Schenectady and vicinity. Mr. Gloeckner suggested the name Capital District Florists' Club, because Albany is the capital of the state, and the other places are within a radius of 15 miles. At the meeting in Troy in January the subject, it is expected, will be continued. Some of the members are in favor of organizing florists' clubs in Troy and Schenectady, and others again are of the belief that one large and uniform organization is better than three small ones. It can be said truly that Mr. Gloeckner "started something" when he broached the subject he did.

Fred A. Danker, chairman of the special committee in charge, reported that the "Say it With Flowers" week in November was satisfactory. The Troy florists won the cup that was put up by the retailers in Albany, Troy, and Schenectady for the best float typical of the business. Albany and Schenectady had good floats, but when the judges went over to Troy to see the one the florists of that city had turned out—there was only one decision. The Troy retailers succeeded in stirring up a considerable amount of enthusiasm. A large number of the retail stores had vases of flowers, either in their show windows or in some conspicuous part of the store. The vases had attached to them cards bearing the legend, "Say It With Flowers." Choice flowers were sent also to the hospitals and every patient received one at least.

Fred A. Danker gave a report of a visit made by himself and F. R. Pierson, the rose grower at Tarrytown, to Cornell University, December 2, to consult with Dean Mann, Prof. E. A. White and others on the subject of the new and extended courses in floriculture that the university purposes to give. The university authorities sought the advice of a number of practical horticulturists and florists throughout the state, with the result that they heard at first hand some of the reasons why young graduates in horticulture and floriculture often prove unsatisfactory employes in a large commercial establishment. The university authorities took the suggestions and comments in good part. After spending the day at the university, Messrs. Pierson and Danker, in the evening, were guests of one of the college fraternities. The boys, about 30 in number, have one of the finest houses in the city for their college home. They provided a dinner, served by colored waiters, music, and a fine entertainment. Late that night, Mr. Pierson left for Boston and Mr. Danker for Albany.

CHRISTMAS BASKET OF POINSETTIAS, GLORY FERN AND PANDANUS.

THANKSGIVING TRADE GOOD.

Reports from local retailers on their business through Thanksgiving week are favorable. The Wednesday before the holiday was rainy, and that night this section was visited by one of the most destructive sleet storms in years. Trees and their limbs were broken, and poles and wires laid low. The florists, however, managed to clean up very well. Chrysanthemums sold best, and were the easiest flower to obtain. There has been a scarcity of high grade stock in this market for three weeks, according to some of the dealers. It is practically impossible, for example, to obtain lily of the valley, and roses at wholesale bring from 15 cents to $1.00 each.

R. D.

Horticultural Society of New York.

A lecture on "Korea and Its Vegetation" will be delivered by E. H. Wilson, December 17, 8 p. m., at the American Museum of Natural History, 77th street and Central Park west. Mr. Wilson is assistant director of the Arnold Arboretum. He has spent more than 20 years in exploring and collecting the flora of the far east. Of this period, eleven years have been devoted to western and central China, and three to Japan and the outlying parts of that Empire, and to Korea. A part of the results of this work has been the addition to the gardens of America and Europe of nearly 2,000 species, a larger number of introductions than any one else can claim. All are invited to attend.

Rare, interesting, or unusual plants or flowers may be brought to the meeting, and facilities will be supplied for their display. A fund has been placed at the disposal of the exhibition committee for the purpose of awarding prizes to worthy exhibits.

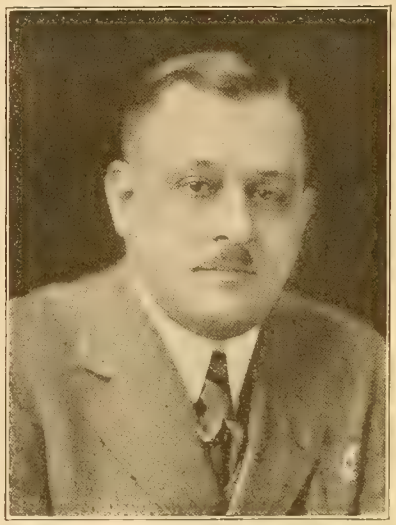
GEORGE V. NASH, Sec'y.

Chicago Florists' Club.

The regular meeting of the Chicago Florists' Club was held at the Hotel Randolph, December 4, President Zech in the chair. It was thought there would be a large attendance on account of the coal situation, but the brief discussion of this subject, and the comparatively small number present, indicated that the greenhousemen are fairly well supplied for the present, or are too busy wrestling with the problem at home. The principal subject of discussion was the coming conventions of the American Carnation Society, and the Illinois State Florists' Association, to be held at the Hotel La Salle, January 21-22. Chairman Johnson, of the committee in charge of arrangements, outlined plans for the meeting, which include a banquet to trade visitors, ladies as well as gentlemen. It is urged that reservations of rooms be made early, direct to the hotel.

The exhibits included seasonable supplies from the Poehlmann Bros. Co., and

T. E. Waters.
President-Elect Chicago Florists' Club.



F. Lautenschlager.
Secretary-Elect Chicago Florists' Club.

Paul E. Weiss.
Treasurer-Elect Chicago Florists' Club.

the A. L. Randall Co., the latter featuring a holiday wreath with electric light at the base. Robert Newcomb staged some excellent plants of Erica regerminans for the MacRorie-McLaren Co., of San Mateo, Calif., Ernest Oechslin, was given a certificate of merit for Begonia Cincinnati, and Gould Bros. a like award for Primula obconica. George Ball showed a good vase of King of the Plumes chrysanthemums, and Hans Jepsen, Sunshine chrysanthemums.

The election of officers resulted as follows: T. E. Waters, president; A. T. Pyfer, vice president; Paul E. Weiss, treasurer; Fred Lautenschlager, secretary, and W. J. Keimel, trustee.

Wm. Werstler, 2221 West Madison street, was nominated for membership.

Next meeting, January 8.

New York Florists' Club.

The New York Florists' Club met in its rooms in the Engineering building on the night of December 8. An election night always brings out a good attendance and this occasion was no exception to the rule. The officers elected are as follows: A. M. Henshaw, president: Charles Knight, vice-president; John Young, secretary; Wm. C. Rickards, Jr., treasurer; trustees, Arthur Herrington, Emil Schloss and Max Schling.

Excepting for president and trustees, there were no contests, both J. G. Esler and R. J. Irwin declining to run for vice-president. E. C. Vick declined to run for secretary, as did William Kather for treasurer.

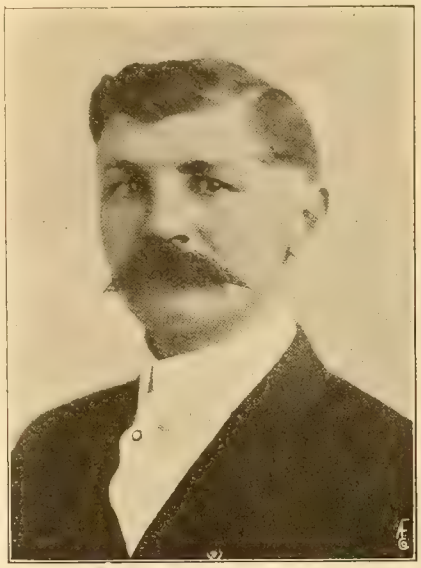
PRESIDENT-ELECT HENSHAW.

Archibald M. Henshaw was born in England. At an early age he took to the sea. In time, his voyages brought him to New York, where an uncle lived. He took up the florist business, and about 20 years ago opened a wholesale store. Later, he formed a partnership with Jos. S. Fenrich, which continued for several years. When that was dissolved, he organized the Henshaw Floral Co., which does a thriving wholesale business, and of which he is president. When the United States entered the war, he enlisted in its navy, esrving throughout, and rising to the rank of lieutenant-commander. He is active and alert, and yet in the prime of life.

VICE-PRESIDENT-ELECT KNIGHT.

Charles Knight is superintendent of the estate of Mrs. W. Bayard Cutting (Westbrook,) Oakdale, L. I., N. Y., He

A. T. Pyfer.
Vice-President-Elect Chicago Florists' Club.



W. J. Keimel.
Trustee-Elect Chicago Florists' Club.

is a native of England, and served his apprenticeship with B. S. Williams, Victoria Nurseries, London. He was also employed by James Veitch & Son, Kings Road, Chelsea, London. A more extended sketch of his activities may be published later.

The other officers and trustees are well known men in the trade and allied trades.

CLUB NOTES.

C. H. Totty reported for the flower show committee that at the afternoon meeting, the committee had completed arrangements for the spring show, the American Rose Society co-operating. Arthur Herrington spoke in glowing terms of the prospects for the show. Wallace R. Pierson spoke in a happy vein of the intended co-operation of the American Rose Society in the show.

Resolutions of condolence for the families of members that had recently had bereavements were adopted.

The following were elected to membership: F. B. Bourne, 426 Madison avenue; S. H. Skidell, 50 Park place; Henry C. Holpp, 423 Park avenue; Fred von Lum, 504 Tenth avenue; Alphonse Rigo, 810 Madison avenue; Michael Durso, Springfield, N. J.; Joseph Heiman, 272 Main street, Orange, N. J.; Richard T. Broderick, Yonkers, N. Y.

There were a large number of meritorious exhibits, of which later mention will be made.

The appropriation to the Brooklyn florists of $100 for their "Say it With Flowers" week was ratified.

A resolution was adopted that makes affiliation with the S. A. F. a certainty. This was necessary in order for the club to have representation on its board of directors.

An invitation was received for the members of the club to attend lectures at the American Museum of Natural History.

Patrick O'Mara was reported as improved in health. A pleasant letter was read from Wm. Wallace Burnham, once a popular member of the club, who is now in Kentucky.

Several members of the club were active in the sale of Red Cross seals, and a considerable sum was realized.

THE EXHIBITS.

W. A. Manda, South Orange, N. J., made a splendid exhibit of the new African evergreen, Juniperus Mandianus, said to be the best Christmas plant for the house. He also exhibited plants of Golden Justicia covered with masses of yellow flowers that it is said will last

A. M. Henshaw, President.

John Young, Secretary.

Wm C. Rickards, Jr., Treasurer.

Arthur Herrington, Trustee,

Emil Schloss, Trustee.

Max Schling, Trustee.

OFFICERS-ELECT NEW YORK FLORISTS' CLUB.

two months; also Dracæna Rothiana, exceptionally fine specimens of aspidistras, blue spruce for Christmas trees, and wreaths of fancy evergreen.

Traendly & Schenck had an exceptionally fine exhibit of the roses, Premier, Columbia, Mock, Ophelia and Mrs. Aaron Ward, grown at their Rowayton, Conn., greenhouses.

W. D. Howard, Milford, Mass., exhibited a vase of his crimson carnation, Bernice.

C. T. Guenther, Hamburg, N. Y., staged his light pink chrysanthemums, Hamburg.

Henry Schenseckpeper, Glendale, N. Y., exhibited a light pink sport of E. A. Seidewitz.

Charles Smith's Son, Woodside, N. Y., exhibited pompon, Christmas Gold.

P. F. Kessler, New York, had Snapdragons Ruth Brewster and another seedling.

A. Sauter, Nyack, N. Y., exhibited mignonette.

A. N. Pierson, Inc., Cromwell, Conn., staged single chrysanthemum, Margaret Waite.

Stumpp & Walter Co., New York, exhibited vase of calendulas.

A. F. F.

OBITUARY.

Sidney Beard.

Sidney Beard, proprietor of the greenhouse establishment of Beard Bros., West Fort street, Detroit, Mich., died December 5, at Harper hospital. His death was the result of injuries received November 30, when the smokestack of the greenhouses was blown down upon the office where Mr. Beard was seated at his desk in the act of telephoning. He was nearly completely covered by the loose bricks of the chimney, and was with difficulty taken out and to the hospital, where it was soon learned his injuries were of a fatal nature. He had two ribs broken, his right arm had two fractures and injuries to the head, and the spinal cord crushed and nearly severed. His youth (only 27 years) and splendid physique enabled him to survive, most of the time conscious, for several days, during which time his mother was hastening to his bedside from California. He passed away only a few minutes before the grief stricken parent arrived.

Mr. Beard is survived by his widow and young child, his mother, and sister, Mrs. Wm. Shenk, and young brother, Herbert, the latter a student of Culver Military Academy. His funeral, which was largely attended, took place December 8 with interment in the family plot in Woodmere cemetery.

The passing of Sidney Beard removes from the trade of Detroit one of the most popular of the younger element, and the numerous floral emblems and the attendance at the funeral of nearly all the florists of the city gave testimony of the high esteem in which he was held. He was most energetic, and gave the closest attention to his business. Of a jovial, happy disposition, he made friends wherever he went, and his loyalty was never questioned. The sadness of his passing is felt keenly by all who knew him, and the deepest sympathy is extended to the members of his bereaved family.

J. F. S.

AVOCA, N. Y.—Edgar A. Higgins, recognized as a sweet pea specialist and engaged in the florist business for 20 years with an extensive establishment here, died suddenly November 10.

THE AMERICAN FLORIST

ESTABLISHED 1885.

Subscription, United States and Mexico, $1.50 a year; Canada $2.00; Europe and Countries in Postal Union, $2.50.

When sending us change of address always send the old address at the same time.

Advertising rates on application.

From the first issue THE AMERICAN FLORIST has accepted only trade advertisements.

Advertisements must reach us Tuesday (earlier if possible) as we go to press Wednesday.

We do not assume any responsibility for the opinions of our correspondents.

THE AMERICAN FLORIST,
440 S. Dearborn St., CHICAGO

THIS ISSUE 80 PAGES WITH COVERS

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CHRISTMAS PLANTS are reported sold out at many widely separated points.

THE embargo on express shipments to Detroit, Mich., was lifted December 9.

THE American Railway Express Co. says it is aiming to settle all claims within 60 days.

THE newspapers announce the end of the coal strike as we go to press, but the authorities say the shortage is heavy and continued economy of fuel strictly necessary.

FLORISTS generally do not seem to realize how harshly they have been treated by the federal horticultural board in Plant Quarantine No. 37, since they keep asking the dealers for iris, baby gladioli and similar stocks, which have been forbidden of importation. Write your congressman a strong protest every 10 days.

DECLARING the closed shop is a violation of the federal constitution, the republican publicity association advocates drastic laws to curb organized intimidation by labor unions, which, the association says, has set up a tribunal, superior to the government, and is threatening the country with want and even death.

DUTCH BULB demand continues surprisingly good thus far into December, as these bulbs can be brought into bloom with very little artificial heat.

THE federal horticultural board, Washington, D. C., has issued amended instructions with regard to the entry and inspection of plants and bulbs. Ask for circular HB-117.

Chrysanthemum Society of America.

REPORTS OF EXAMINING COMMITTEES.

Chicago, December 1.—Sunbeam, yellow Japanese incurved scored 88 points commercial; Frank Wilcox, Jr., golden bronze pompon, scored 92 points; both exhibited by Elmer D. Smith & Co., Adrian, Mich.

CHAS. W. JOHNSON, Sec'y.

Pots Scarce.

Many eastern growers report they are unable to get pots for their Dutch and lily bulbs. One large grower is planting lilies in flats. Another grower says he will not buy any more bulbs until he can secure pots.

Many potteries are tied up on account of scarcity of coal and help.

Business Outlook.

The outlook for business following the recent stock decline, has not changed materially. Industrial leaders are going forward with their expansion programmes, even building factory extensions in the effort to increase production. The inefficiency of labor is discouraging, but it is not yet serious enough to prevent the volume of trade, as measured by bank clearings, from rising to new heights.

Telegraph Companies Liable for Damages.

Springfield, Ill., December 4.—Telegraph companies are liable in damage suits for loss due to errors in transmission of messages. This was finally decided by the supreme court today in the case of Bowman & Hull of Chicago against the Postal Telegraph and Cable Company when the high court denied the Postal company a rehearing on the case. Judgment was secured by Bowman & Hull in Chicago, and on appeal to the supreme court it was affirmed at the last session of court.

Christmas Prospects.

All indications point to a record breaking business for the holidays. Those who were in doubt, obtained strong assurance from their Thanksgiving trade, that increased prices were no deterrent to business, as there was a greater demand than ever before and at almost Christmas prices. Wholesale dealers in supplies and growers of Christmas plants in all parts of the country, report unusual demand. There is no question but that those who make a determined bid for holiday business will get all they can handle, and wind up their season with the best December in their experience.

Making Illinois First.

Secretary J. F. Ammann has issued the following to members of the Illinois State Florists' Association:

"Whether the enclosed card shows your dues paid up or in arrears, a check for $10.00 will put you in good standing, and make you a life member.

"Better still, if you are not a life member in the S. A. F., fill out both enclosed blanks and send check for $35.00, thereby forgetting all about future dues.

"Remember, you have only until January 1, 1920, to become a life member in the parent society for $25.00. After that date, it will cost $50.00 to become a life member, and the annual dues will be $5.00. So it will pay you to act now.

"We need 100 members in good standing in both societies in order to make our president a member of the executive board of the grand old S. A. F. Won't you help to make Illinois the first state association to do this?

"Our annual state meeting will be held in Chicago, Thursday afternoon, January 29, 1920, in connection with the American Carnation Society meeting and show. You will sure want to be there. So let's settle the dues question now."

"Commercial Rose Culture."

A practical guide to modern methods of growing the rose for market purposes under glass and outdoors, by the well known authority, Eber Holmes, entitled, "Commercial Rose Culture," has been issued in its second edition, handsomely illustrated with many of the commercial roses of today brought closely up to date. Included in the 196 interesting pages are a fitting tribute to John Cook, Baltimore, Md., to whom rosarians of America are greatly indebted for the dissemination of much knowledge concerning the culture of the rose in this country, and 26 chapters under classified index devoted to the principal factors in successful production, such as choosing a location and style of houses, propagation, hybridizing, preparation of the soil, general culture, cropping, insect pests, fungus diseases, insecticides, fungicides, fertilizers, types of roses, cost of equipment and returns, cutting, marketing and exhibiting, steam heating and engineering, hot water heating and growing costs and returns.

Shipping Instructions.

ED. AMERICAN FLORIST:

There are four plain words to use when directing shipment of goods:

Freight
Boat
Express
Mail

Why not adopt these definitely and forget forever the words

Ship
Send
Forward?

J. C. VAUGHAN.

Poinsettias for Cutting.

Samuel Pearcee, the well-known Chicago grower, immerses cut ends of his poinsettias in boiling water to prevent bleeding. This treatment preserves the foliage and bracts in good condition a long time. The water is heated by electric current.

Coal Situation in Omaha Critical.

The coal situation in Omaha, Neb., Council Bluffs, Ia., and Lincoln, Neb., is serious, florists being allowed but half of their requirements. Many of the growers are making every effort possible to pull through until Christmas in order to dispose of their pot plants. It is believed, that unless conditions are improved by January 1 at least 50 per cent of the glass in that section will have to be shut down.

Wants, For Sale, Etc.

Small Type, 12 Cents Per Line, Each Insertion. Display, $1.50 Per Single Column Inch, Each Insertion. These prices are net, cash with order. For Plant Advs., See Ready Reference Section.

Where answers are to be mailed from this office enclose 10 cents extra to cover postage, etc.

Situation Wanted.—By an experienced, all around grower; single. Please state wages and particulars. Address,
Key 430, care American Florist.

Situation Wanted—As salesman in first-class flower shop; New York experience selling to the finest trade. Address
Key 438, care American Florist.

Help Wanted—Girl to work in loop flower store. Apply
M. E. Poletsos,
35 E. Adams St., Chicago.

Help Wanted—Florist for municipal greenhouses and lawns. Address **E. F. A. Reinisch,** Superintendent of Parks, Topeka, Kan.

For Sale.—A retail establishment of 8,000 feet of glass; with store. Everything in first class condition. Address
Key 405, care American Florist.

For Sale—Store and two flats opposite hospital in Chicago. Two greenhouses, winter supply of coal on premises. Good money-maker. Chance of life time. Address
Key 436, care American Florist.

For Sale—3½-in. flue expander, like new, price $5.00; 5000 fire-bricks, 100 ft. of 6-in. pipe, glass, smaller size, all at half price. Address
2138 N. Kedzie Ave., Phone Belmont 7766.

Wanted—Party with $4000 to $6000 to take interest in greenhouse and store in Chicago; high-class residence district; money secured by property; good chance. Address
Key 443, care American Florist.

WANTED

Competent man for high class florist shop.

JOSEPH TREPEL,
334 Lewis Ave., BROOKLYN, N. Y.

Help Wanted

Good Storeman

For a leading establishment in the Chicago loop.

Key 440, care American Florist.

Help Wanted

Growers, Helpers, Etc.

For place in Chicago. Good wages. Apply at once.

Key 441, care American Florist.

Help Wanted

Man to take charge of night work. New Bernard boiler. Give reference and what salary in first letter.

BEAUMONT FLORAL CO.
BEAUMONT, TEXAS.

HELP WANTED

Helper for pot plant range near Chicago.
$3.50 per day to start.

Key 442, care American Florist.

Situation Wanted

As a foreman in a medium sized florists place. Life experience in the growing of cut flowers, all kinds of potted plants, etc. Can give entire satisfaction with my work and expect good wages. Middle aged, single man. Address

Key 433, care American Florist.

FOR SALE

A good wholesale and retail florist business with 20,000 square feet of glass, well stocked; 35 acres of land, 8-room house, good barns; all in good condition. In New England States. Price $35,000. Address
Key 431, care American Florist.

FOR SALE

Controlling interest in established pottery; all up-to-date machinery; new plant and kilns. Address

Key 435, care American Florist.

BOILERS — BOILERS

ALL SIZES.

Selected Boiler Tubes, all sizes, for greenhouse piping and **Retubing Boilers.** Thoroughly cleaned like **New** and trimmed. Complete stock of **New** and **Second Hand** Pipe, Valves, Fittings, etc.

LEVINE & CO.
3738 South Halsted Street, CHICAGO, ILL.
Phone Boulevard 9354.

Help Wanted

Florist for all around greenhouse work. Wages $30 per week. Apply

JOHN A. MICHAL
7045 Stony Island Ave., CHICAGO

Help Wanted

At once, experienced
SALESMAN AND DESIGNER
Apply

THE ROSARY FLORAL CO.
167 Market St., NEWARK, N. J.

FOR SALE

Three ranges of glass near Chicago. One planted with carnations and the other two with roses. Each range is separate and located in different localities. Do not answer this if you have not $50,000 for each or can place $20,000 down. These are bargains.

Key 416, care American Florist.

OFFICIAL S. A. F.

Shipping Labels

Actual size of leaf 2¾x5¼ inches

FOR CUT FLOWERS: in two colors, gummed paper; your card, etc., in black and leaf adopted by the S. A. F. in red. Prices: Per 500, $3.35; per 1000, $5.00. Samples on request. Electro of leaf, postpaid, $2.00. Cash with order.

AMERICAN FLORIST CO.
440 S. Dearborn St., CHICAGO

A HOLLY WREATH

Red and Green

FOR HOLIDAY CIRCULARS AND ADVERTISING.

Plates for printing this fine Holly Wreath in two colors—green leaves and red berries and ribbon—$4.25 per set of two plates. Larger size, 3¾x4 inches, $6.00 per set of two plates.

Plate shown here for one color, $2.15. The large size, one color, $3.50

Cash with order.

American Florist Co.
440 S. Dearborn St., CHICAGO.

Seattle, Wash.

THANKSGIVING TRADE GENERALLY GOOD.

Thanksgiving for the local trade was all that could have been desired, when general business conditions were considered. The only offering on which there was even a hint of an oversupply of stock was chrysanthemums. The California shipments of this flower have since dropped off to practically nothing, with the result that the local ranges are supplying the trade nicely. There was a good general demand in all lines for the holiday. For corsage work, the football contest with both universities listing gold among their colors, proclaimed yellow chrysanthemums as the leaders, and for general use practically every item in the list sold well. One firm brought in a plentiful supply of lily of the valley, and placed orchids and this flower with several large formal affairs on Thanksgiving eye. General decoration work was heavier than ever before, according to most dealers. The growing interest in pot plants as holiday gifts was commented on freely by members of the trade. The general situation for the present shows plenty of Turner, Bonnaffon, Eaton and Chadwick chrysanthemums in stock, with a well-handled cut coming in daily, a good supply of roses, not so plentiful a stock of carnations, and a nice cut of orchids. Most of the growers have been handling their roses so as to try and insure a plentiful supply for the Christmas trade, but dealers will have to order considerable stock from California. Sweet peas, violets, asparagus, American Beauty roses and general lines are being brought here daily from California,although the trade has been complaining that the violets do not hold up well this season. Irish Elegance roses have been featured by several of the shops to good advantage, along with Ophelia, Ward, Cecile Brunner, Mrs. Chas. Russell, Shawyer and Bridesmaid. The use of cut cyclamens with roses is steadily increasing, and this has also helped move up the plentiful offerings of the former. Pot cyclamens are in as good demand as ever, and the local stocks are still of a grade to excite favorable comment from out-of-town dealers. Begonia Glory of Cincinnati, azaleas and pompons are other lines that sell well, and ferns ranging small to medium in size, have been favorites. The possibilities for Christmas business are more than good, and several of the firms are already commencing to get their retail trade lined up for this holiday.

NOTES.

For the past two weeks, the daily advertisements for the Hollywood Gardens have featured two things—the fact that Christmas was near and that flowers, either cut or in pots, make ideal gifts, and the warning that the holiday supply may be short, so that the placing of orders now means much to the buyer. The usual Florists' Telegraph Delivery notice was also carried. Mr. Holmes reports this firm's greenhouse supplies as coming along in splendid style, especially in pot pompons and Ophelia roses, while Begonia Glory of Cincinnati has been a heavy seller. The cut of carnations has increased some.

Rosaia Bros. have handled a number of big decoration orders lately, including the ball by The Lighthouse For the Blind, a local charity organization. Twelve huge baskets, featuring yellow chrysanthemums and Ophelia roses, were the features in the ball room, while these roses and bronze chrysanthemums were used in the supper room. The cut of orchids is holding up well, but is still short of the demand.

Fred H. Rowe, of L. W. McCoy's, reports some improvement in the cut of carnations for this firm, especially as to keeping quality, but the stock is still short of the demand. The way the trade was able to maintain prices on chrysanthemums, despite the tendency toward an oversupply, was especially gratifying.

H. A. Crouch, of the Woodlawn Flower Shop, has lately introduced a new catch phrase in all of his advertisements. At the bottom, in bold type, is the following line: "'Seattle's Flowerphone,' Main 663," and he states it has brought in considerable business that can be directly traced to its use.

Felix Rosaia used nothing but pompons in his two large windows part of the past week, and found the red shades to be especially good sellers. He also moved large amounts of California sweet peas and violets.

Louis A. Goodfriend, representing Wertheimer Bros., New York, has been calling on the trade here this week.

Henry Day, for a time connected with the trade in San Francisco, is now in this city with Rosaia Bros. H. M.

Box Prices

WILL ADVANCE SOON—ORDER NOW.

Regardless of the present coal and paper shortage we have a very large supply of high quality boxes on hand and can guarantee prompt deliveries for a short time at these **SPECIAL** prices.

MIST GRAY, CORNER LOCK

Water-proofed. An excellent box for all occasions. Does not soil easily.

	Shallow Lids	Full Telescope
18x5x3	$3.00	$ 3.20
21x5x3	3.35	3.60
24x5x3½	3.90	4.75
30x5x3½	4.70	5.60
36x5½x3½	...	6.85
21x7x3½	4.65	...
24x8x4	5.95	...
28x8x5	7.60	10.10
36x8x5	9.55	12.20

Violet and Corsage Boxes.

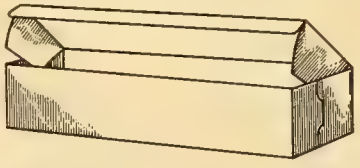
9x6x5½ Shallow Lids	$3.85
11x8x5½ Shallow Lids	4.25
15x8x6½ Shallow Lids	6.46

All Full Telescope.

30x10x5	$11.75
34x16x5	18.50
36x14x6	21.90
36x10x6	16.65
40x10x6	18 00
48x10x6	21 90
30x12x7	18.50
36x12x8	25.30
16x16x8	16.50
18x18x7	16.50
20x20x6	16 50
20x20x8	22.50
24x24x8	27.60

Always specify whether telescope or shallow lids are wanted where we price each.

All prices per 100, f. o. b. factory.



ECONOMY FLOWER CARTONS

Far better than wrapping paper. Almost as cheap.
Just the box for LOCAL deliveries.

A handy, neat, one-piece carton made from light-weight Mist Gray board. Carried in three sizes at popular prices.

20 x 4½ x 3 ..... $2.00
24 x 4½ x 3 ..... $2.30
30 x 5 x 3¼ $3.05

Printing free for 1000 and over, but on smaller amounts add $1.50 per lot. Three per cent discount where cash accompanies order. We recommend full telescope lids for designs and shipping purposes. shallow lids satisfactory to most florists for local delivery.

Lindley Flower Box Co., "Quality Box Makers" Marion, Ind.

Holyoke and Northampton Club.

The annual meeting of the Holyoke and Northampton Florists' and Gardeners' Club was held December 2, at the establishment of E. J. Canning, Northampton, Mass., President Harold Keyes occupying the chair. The election of officers, following the usual routine business, resulted as follows: G. W. Thormley, Northampton, president; Harry Sinclair, Holyoke, vice-president; James Whiting, Amherst, secretary-treasurer; Alex. Haeseler, Northampton, corresponding secretary; Ned Hennessy, press representative. Executive committee: A. B. Butler, William Schwartz and E. J. Canning.

The January meeting will be held at the store of Butler & Ullman, Main street, Northampton.

A. H.

OUR CHRISTMAS PRICES ARE BASED ON QUALITY

WE Recognize no Competition As Far As Quality and Quantity Are Considered

AMERICAN BEAUTIES
Finest Quality—Market Prices

PREMIER, MILADY, RUSSELL, COLUMBIA	Per 100
Extra Special	$60.00 to $75.00
Long Special	35.00 to 50.00
Medium	25.00 to 30.00
Select	15.00 to 20.00
OPHELIA, SUNBURST, MONTROSE	Per 100
Extra Special	$30.00 to $35.00
Long Special	20.00 to 25.00
Select	15.00 to 18.00
Short	10.00 to 12.00
WHITE KILLARNEY, KILLARNEY BRILLIANT	Per 100
Long Special	$18.00 to $25.00
Select	12.00 to 15.00
Short	8.00 to 10.00
CORSAGE ROSES	Per 100
Nesbit	$6.00 to $8.00
Cecile Brunner	6.00
CARNATIONS	Per 100
Laddie	$25.00
C. W. Ward	15.00
Good Red	15.00
Light Colors	$10.00 to 12.00
POINSETTIAS	Per Doz.
Fine stock	$3.00 to $6.00
VIOLETS	Per 100
Fancy, single or double	$3.00
Home grown double	4.00
MISCELLANEOUS	
Valley, per 100	20.00
Paper Whites, per 100	6.00 to 8.00
Yellow Narcissus, per 100	10.00
Sweet Peas, per 100	$3.00 to 4.00
Frey's Anemone Pompons, per bunch	0.75
Pansies, per dozen bunches	2.00 to 3.00
Calendula, per 100	3.00 to 5.00
Mignonette, per 100	6.00 to 8.00
Stevia, per 100	2.00
Daisies, per 100	2.00
Calla Lilies, per dozen	2.50 to 3.00

Place Your Orders Early and Protect Your Supply

FERNS, BEST STOCK ONLY, $3.50 PER 1000

REMEMBER--Amling prices never are higher than others ask IF able to supply an equal grade of goods. Lower prices mean inferior stock, inferior service and inferior dependability.

E. C. AMLING CO.

The Largest, Best Equipped, Most Centrally Located Wholesale Cut Flower House in Chicago.

169-75 N. Wabash Ave., L. D. Phones: Central 1977-1978 **CHICAGO**

FOR CHRISTMAS TRADE

Fine Lots of Choicest Cut Flowers

ROSES A SPECIALTY

H. E. FROMENT

148 West 28th Street, NEW YORK

M. C. FORD, Wholesale Commission Dealer

121 West 28th St., Telephones: 3870-3871 Watkins. NEW YORK

Offers for the Christmas Trade a very Select Stock of Cut Flowers. American Beauty and the Best Varieties of Other Roses. Exceptionally fine Carnations, Double Violets and Other Stocks.

Toledo.

THANKSGIVING BUSINESS GOOD.

If the business enjoyed by local florists on Thanksgiving, despite rather discouraging conditions, is any criterion for Christmas, holiday trade this year ought to prove "a hummer." Florists are making preparations accordingly. As the entire country knows by this time, this city has been without street cars for some weeks, and although the buses handled the patronage splendidly, no city with 300,000 inhabitants, and a big suburban trade, can afford to be without street cars. Naturally, the business of some downtown florists suffered. The weather turned cold Wednesday, which made deliveries rather difficult, yet the trade is unanimous in saying that business made a substantial increase over the corresponding period last year. Stock was just about plentiful enough to go around. There are several large growers of chrysanthemums in this city, and they sent in a large supply of choice flowers. The demand for these was equal to the supply. Most of the chrysanthemums sold here brought from $2.50 to $8 per dozen at retail. There was a fine supply of excellent roses, which cleaned up well. Russells brought from $3 to $5, retail; Milady, $3, $4 and $5; Killarneys, from $1.50 to $3. Pompons were great favorites with the public, and sold for $1 and $1.50 per bunch. Orchids sold for $3 per bloom ,and violets for 75 cents per bunch. There were numerous pretty chrysanthemum plants to be seen in the flower shops, for which there was a ready sale. Other plants that brought good prices were begonias, primroses, peppers and cherry plants. A goodly number of Florists' Telegraph Delivery orders were received.

NOTES.

Max Spanner believes in being prepared, and his Madison street shop already has the holiday look. He is displaying a fine variety of made up Christmas wreaths, and is booking many advance orders. He reports Thanksgiving trade better than ever. Max is loyally sticking to the Sunday closing rule, working till 3 a. m. one Sunday morning to avoid conflicting with this agreement.

Schramm Brothers advertised heavily for "Turkey Day," and made a fine increase. They mailed out 1,200 neat folders to all F. T. D. members, and report many telegraph orders. Last Christmas, this firm was forced to close because all members of the organization had the influenza, so they are making big plans to make up this Christmas.

John Koelker is daily increasing his reputation for the excellence of the flowers he grows in his modern West Toledo range. This fall, he has been cutting many William Turner chrysanthemums that were great favorites with the patrons of retail shops. He cleaned up for Thanksgiving.

Metz & Bateman have changed the interior arrangement of their store in order to make it more convenient for buyers of flowers. They report a fine trade for Thanksgiving, and received numerous telegraph orders. Funeral work has been heavy here during the past week.

George Bayer & Son certainly had a tremendous crop of excellent Bonnaffons for Thanksgiving. They supplied most of the local florists, as well as sending a shipment of over 6,000 to to Detroit, where their chrysanthemums were in great demand.

Bailey's New Standard Cyclopedia of Horticulture

SIX SPENDID VOLUMES.
Price, $6.00 Per Volume.

American Florist Co.
440 S. Dearborn St., Chicago.

The regular meeting of the florists' club was held at Helmer's Flower Shop instead of at S. N. Peck's. The evening was devoted to a debate on the Sunday closing agreement, the result of which was a determination to stick to the plan.

Weddings have never been so numerous as they have this fall and winter, and Mrs. J. B. Freeman is getting a goodly share of this business. Her window display this week is beautiful, and is attracting much favorable comment.

William Krueger had a fine supply of pompons, and had no difficulty in selling out. He will have some of these for Christmas, the first time these have been on the market at that date.

Florists, in common with the businessmen of the city, rejoiced greatly when street car service was resumed, December 5, at 3:30, just in time to take care of shoppers.

A. C. K.

TRAENDLY & SCHENCK

436 Sixth Ave., New York City

Phones: Watkins 797-798-799

We have the largest and finest **Exhibition of Roses** ever assembled in any one place

EVERY DAY

Retail florists are cordially invited to look them over. Grown by **Robert Simpson, Clifton, N. J.; Rowayton Greenhouses, Rowayton, Conn.**

Ophelia Premier Columbia Ward Mock
Russell Yellow Ophelia Ophelia Supreme

Awarded Silver Medal by the New York Florist Club.

ALSO A DAILY SUPPLY OF THE BEST

Standard Carnations and Other Seasonable Stock

Traendly & Schenck

A Merry Christmas to All and a Prosperous and Happy New Year

HENSHAW FLORAL CO.

INCORPORATED. A. M. HENSHAW, Pres.

WHOLESALE FLORISTS

127 West 28th Street, NEW YORK

Phones: 3310-11-12 Watkins

CHRISTMAS SPECIALS

POINSETTIAS (Artificial Cloth)

12 petal velveteen flower on stem, with two leaves.....$2.00 per doz ; $20.00 per gross
7 petal velveteen flower on stem, with one leaf..... .... 1 25 per doz.; 12.00 per gross
5 petal muslin flower on stem, with one leaf..... .75 per doz.; 7.50 per gross

MINIATURE POINSETTIAS

Velvet, 2 inches in diameter, FINE for wreath work. Bright Xmas red or white.....$3.50 per gross

MINIATURE HOLLY SPRAYS (Cloth)

Made up of 3 cloth leaves, 2 holly berries, FOR BASKETS or wreath work .....$4.00 per gross

ARTIFICIAL HOLLY BERRIES

Bright red clusters, with wires attached.....35c per gross

All the Above Items in Stock for Prompt Shipment.

THE OVE GNATT CO.

Preservers of Natural Foliages,
Mfrs. and Importers of Florist Supplies,

La Porte, Ind.

Nashville, Tenn

HOLIDAY TRADE PROSPECTS ENCOURAGING.

The outlook in this city for the holidays is very flattering, and every one interested in the production of flowers is well prepared to meet the demand of the season. It is a little too early yet for orders to be coming in, but the trade is very good day by day, and there is no let up in the buying. In addition to the constantly recurring weddings, which are of daily occurrence, there is now a good deal of business doing in parties when many fair buds are being ushered into society, making good the call for flowers. The supply of stock is very good and everything one could desire for either festive or mourning occasions may be had, only limited by the price itself. For the price continues to soar aloft, and as labor and the coal situation continue so unsatisfactory, there is every prospect of the price remaining at the top notch. There will be a slight advance in price for the holidays, somewhat higher than last year. Roses will hold at $8, $10 and $12, while carnations, which will not be so plentiful, will bring $3 and $4. There will be some violets, very few lily of the valley, their price making them nearly prohibitive, some sweet peas, and calendulas, which the florists have decided is profitable to force. Pretty combinations are made with other flowers. Narcissi will feature, too, in the sales from this time on. Chrysanthemums are about done, although a few sporadic ones of great beauty in white and pink are still noted. The plant situation is fine and promising. Already the cyclamens are in and on sale, much in demand. The poinsettias, too, will be fine, while Lorraine begonias, solanums, pretty pepper plants and pot narcissi are coming in for their share of popularity.

NOTES.

The Joy Floral Company will be richly primed for the holidays. It will have an abundance of roses of all seasonable varieties, but carnations will be somewhat short. There will be a fine and full line of lovely plants, cyclamens and really wonderful poinsettias, with begonias and narcissi in abundance. It also has a good supply of fine prepared wreaths and a wonderful stock of bskets and holiday novelties, for which there is always a fine demand. Their Chattanooga branch is doing a most marvelous business.

The McIntyre Floral Company, with their usual good foresight and ability, have a magnificent stock for the Christmas trade, both in cut flowers and in plants of which they have a superabundance.

L. H. Haury & Sons still have a very pretty lot of chrysanthemums, but these will doubtless all be gone in a few days. Their preparedness for the holidays is most excellent.

Geny Bros. have some of the finest roses cut this season. Their Columbia are large fine buds with very long stems and easily bring $10 and $12 per dozen.

M. C. D.

North Shore Hort. Society Show.

The second annual chrysanthemum exhibition of the North Shore Horticultural Society was held in Durand art institute, Lake Forest, Ill., November 5, and was considered by all in attendance to be the best show in the history of the society. The effective placing of the groups, 16 in all, which added greatly to the attractiveness of the exhibition, was due to the able management of J. Newbore. F. Kuehne, A. Nielsen and others, to whom great credit is due. Elmer D. Smith & Co., Adrian, Mich., staged a fine display of new and standard varieties of chrysanthemums and a fine exhibit of roses came from Joseph Kohout, of Libertyville. In the trade exhibits, not for competition, Vaughan's Seed Store, Chicago and New York, showed fine bush plants of chrysanthemums. The judging was in the capable hands of A. Martini and A. Johnson, of Lake Geneva, Wis., and J. Livingston, of Milwaukee. Seven silver cups and numerous other prizes were donated by the ladies of Lake Forest and by the trade, which were thankfully received by the society.

THE AWARDS.

Group of chrysanthemus with foliage plants—A. B. Dick (F. W. Sparks, Supt.) first; Mrs. C. H. McCormick (G. Wilson, Supt.) second; J. Ogden Armour (T. W. Head, Supt.) third.

Group of pompons—J. Ogden Armour.

Group of anemones—J. Ogden Armour, first; E. S. Moore (D. McNaughton, Supt.) second; Louis F. Swith (O. Pettersen, Supt.) third.

Group of singles—J. Ogden Armour, first; E. S. Moore, second; Mrs. P. U. Coonley (J. Clark, Supt.) third.

Group of foliage plants—J. Ogden Armour, first; A. B. Dick, second; C. H. Schweppe (H. Yakes, Supt.) third.

Best standard—R. J. Thorne (R. Chalmers, Supt.).

Cut flower class: 18 blooms, six varieties, three of each—E. S. Moore, first; J. Ogden Armour, second; Louis F. Swith, third.

Best vase of chrysanthemums with autumn foliage for effect—R. J. Thorne, first; C. H. Schweppe, second; J. Ogden Armour, third.

Best four blooms, pink, white, yellow and bronze—A. B. Dick, first; Louis F. Swift, second; E. S. Moore, third.

Best six blooms, white—J. Ogden Armour.

Best six blooms, yellow—R. J. Thorne.

Best six blooms, pink—C. H. Schweppe.

Best six blooms, crimson—J. Ogden Armour.

Carnations—L. F. Swith, first in most classes; C. H. Schweppe, second.

Roses—E. S. Moore, principal prize winner.

Offering not scheduled—C. M. Carr (F. Kuehne, Supt.) with pleasing display of orchids.

Winners in vegetable classes—J. Ogden Armour, Mrs. C. H. McCormick, Sr., C. H. McCormick, R. J. Thorne, L. F. Swift, P. L. Coonley and A. B. Dick.

J. R. CLARKE, Cor. Sec'y.

Joseph A. Millang

WHOLESALE COMMISSION FLORIST

57 West 26th St., NEW YORK

Phone: 2046 Watkins.

ALL ORDERS FILLED ON SHORT NOTICE.

The Celebrated Briarcliff American Beauty Roses

AND THE

LEADING VARIETIES OF TEA ROSES

from the F. R. Pierson Co., including Francis Scott Key, Hoosier Beauty, Premier, Russell and Columbia.

THE FINEST QUALITY OF CARNATIONS

Mention the American Florist when writing

SEASONABLE FLOWERS

The Single Chrysanthemum, **MRS. GODFREY, in Pink, Wine** and **Bronze Shades** of color, for the month of December, from Charles Smith, Woodside, L. I.

DOMESTIC ASPARAGUS from the largest growing establishment in the country.

The **FINEST CARNATIONS** coming into New York City, from Schneider & Noe and John Joyce, Congers, N. Y., and from Alexander Donaldson, Englewood, N. J., and William M. Matthews, Great Neck, L. I.

ALL SEASONABLE KINDS of Bulbous Stock, and **FORGET-ME-NOTS** and Snapdragon.

PHILIP F. KESSLER

55-57 West 26th Street, Telephone Watkins 5243, **NEW YORK CITY**

For Florists' Supplies, Baskets, Chiffons and Christmas Novelties

Write or wire your orders to us. Will ship same day order is received. Quality and service is our slogan.

Our new catalogue should be in your hands. If you have failed to receive it, send us a postal.

PITTSBURGH CUT FLOWER CO., 116-118 Seventh St., **Pittsburgh, Pa.**

Christmas Flowers

HOME-GROWN ROSES

245,000 Rose Plants to Cut From

Consisting of Russells, Columbias, Hoosier Beauties, Ophelias, White Killarneys, Sunbursts, Premiers, American Beauties.

We are rose specialists and have the very best help obtainable to produce our stock.
A trial order will convince you of the advantages of buying direct from the grower.

CHRISTMAS PRICE LIST

RUSSELLS, COLUMBIA AND HOOSIER BEAUTY	
Fancy long, per 100	$35.00 to $40.00
Long, per 100	25.00 to 30.00
Medium, per 100	20.00
Short, per 100	12.00 to 15.00

OPHELIA AND SUNBURST	
Long, per 100	$25.00 to $30.00
Medium, per 100	15.00 to 20.00
Good short, per 100	10.00 to 12.00

WHITE KILLARNEY	
Long, per 100	$20.00
Medium, per 100	15.00
Short, per 100	8.00 to 12.00

ASSORTED ROSES—OUR SELECTION
Including some Russell and Columbia, lots of 300 or more, per 100, **$10.00 to $12.00.**

RED CARNATIONS	$15.00 to $20.00	**Adiantum** per 100	$1.00 to $1.50
CARNATIONS, Assorted, per 100	10.00 to 15.00	**Galax,** bronze, new per 1000	1.50
NEW FANCY FERNS, per 1,000	3.50	**Asp. Sprays** per 100	3.00 to 4.00
		Sprengerii per 100	2.00 to 3.00

Chrysanthemum season is past. No good shipping mums left.
All seasonable flowers not grown by us will be procured for our customers. A trial order solicited.
In buying direct of the grower you are assured of fresh stock at all times and the most even run of quality possible.

BASSETT & WASHBURN

LONG DISTANCE PHONE:
CENTRAL 1457
Greenhouses: Hinsdale, Ill., and Greggs Station, Ill.

OFFICE AND STORE
178 N. Wabash Ave., CHICAGO, ILL.

NOTICE:—We close at 5 o'clock week days. Closed all day Sundays.

Chicago.

COAL SHORTAGE AFFECTS BUSINESS.

Business was affected to a large extent the past week by the coal shortage which resulted in a complete shutdown in some lines of industry and a restriction in others. The majority of the business houses were only allowed to operate their places from 11 o'clock to 5:30 o'clock and 9 o'clock Saturday evening up to December 8, when the hours were changed from 12 noon until 6 o'clock. Some of the dealers remained open after the specified time by using gasoline and kerosene lights which, according to some of the fuel administration members, is not living up to the spirit of the orders, while others declared they saw no harm in the merchants doing all the business possible after the regular hours as long as they conform with the main rulings in regard to the heat and electric light question. Another angle presented itself on December 7, when some of the dealers who had arranged to use gasoline or kerosene lights were notified that if they did so their insurance would be cancelled as well as that on the entire building. While the wholesalers and retailers are having their share of trouble

FOUNDED BY VLINT KENNICOTT 1st

Place Your Christmas Cut Flower Orders Early.

DO IT NOW.

KENNICOTT BROS. CO.,
Wholesale Dealers in Cut Flowers for 38 Years,
174 North Wabash Ave., CHICAGO.

CHICAGO'S FIRST-QUALITY HOUSE

The Chicago Flower Growers Association

WHOLESALE GROWERS of CUT FLOWERS and PLANTS

182 North Wabash Avenue L. D. Phone, Randolph 631 CHICAGO

Headquarters For All Christmas Flowers and Greens

Place your Christmas Orders with us for we have the most Dependable Supply in the Chicago market. Existing conditions make it advisable for everyone to place their orders as early as possible to avoid disappointment. You can wire in your extras later.

Roses and Carnations

in all the leading varieties besides everything else seasonable in Cut Flowers offered in this market.

CHRISTMAS PRICE LIST—Subject to Change Without Notice.

THE BEST ROSES N AMERICA.

PREMIER	Per 100
Extra Special	$60.00 to $75.00
Special	40.00 to 50.00
Long	25.00 to 35.00
Medium	15.00 to 20.00
Short	10.00 to 12.00

RUSSELL	
Extra Special	$60.00 to $75.00
Special	40.00 to 50.00
Long	30.00 to 35.00
Medium	18.00 to 25.00
Short	12.00 to 15.00

MILADY	
Extra Special	$60.00 to $75.00
Special	40.00 to 50.00
Long	25.00 to 35.00
Medium	15.00 to 20.00
Short	10.00 to 12.00

COLUMBIA	
Extra Special	$60.00
Special	$35.00 to 50.00
Long	25.00 to 30.00
Medium	15.00 to 20.00
Short	10.00 to 12.00

OPHELIA	Per 100
Special	$30.00 to $35.00
Long	20.00 to 25.00
Medium	15.00 to 18.00
Short	10.00 to 12.00

SUNBURST	
Special	$30.00 to $35.00
Long	20.00 to 25.00
Medium	15.00 to 18.00
Short	10.00 to 12.00

BRILLIANT	
Special	$25.00
Long	$18.00 to 20.00
Medium	12.00 to 15.00
Short	8.00 to 10.00

WHITE	
Special	$25.00
Long	$18.00 to 20.00
Medium	12.00 to 15.00
Short	8.00 to 10.00

MRS. WARD	
Special	$18.00 to $20.00
Long	12.00 to 15.00
Medium	10.00
Short	8.00

BRUNNER	
Corsage Buds	$ 5.00 to $ 6.00

MISCELLANEOUS CHRISTMAS FLOWERS	Per 100
Carnations, Assorted	$10.00 to $15.00
Sweet Peas	4.00 to 5.00
Calendulas, Ball's Special	8.00 to 10.00
Paper Whites	6.00 to 8.00
Yellow Narcissi	10.00
Violets, fancy single	4.00
Violets, New York double	3.00
Stevia, extra fine	3.00
Valley	$20.00
Mignonette	$10.00 to 12.00
	Per Doz.
Poinsettias	$ 3.00 to $ 6.00
Callas	3.00
Pansies, bunches	2.50 to 3.00
Cypripediums	6.00
Cattleyas	Market Price

CHRISTMAS GREENS	
Ferns	$3.50 per 1000
Adiantum	1.50 per 1000
Plumosus	35c to 50c bunch
Sprengeri	35c to 50c bunch
Smilax	$3.00 doz.; $20.00 per 100
Mexican Ivy	$1.00 per 100; $7.50 per 1000
Leucothoe	$7.50 per 1000
Galax	$2.00 per 1000
Boxwood	25c lb.
Red Berries	$6.00 per case

ROSES for CHRISTMAS

We are promised a heavy cut of Roses in Premier, Columbia, Ophelia, Hearst, Pink and White Killarney, Sunburst, Milady and Hoosier Beauty. Our share of the cut from 200,000 Rose plants that will be in crop for Christmas insures us of a heavy cut of first-class stock, and we will have plenty of them—**at least 100,000 Roses.** We are able to give quality at very reasonable prices.

Premier, Columbia and Russell:

	Per 100	
Shorts	$ 8.00	$10.00
Medium	12.00	20.00
Long	25.00	35.00
Extra long	40.00	60.00

Ophelia, Hearst, Pink and White Killarney:

	Per 100	
Shorts	$ 6.00	$ 8.00
Medium	10.00	12.00
Long	15.00	20.00

Milady and Hoosier Beauty (Limited Stock)

	Per 100	
Shorts	$ 8.00	$10.00
Medium	15.00	20.00
Long	25.00	35.00

Carnations:

We will have our usual supply of high-grade fancy stock at market prices. Plenty of red for all orders.

	Per 100	
Long fancy assorted	$15.00	
Choice assorted	10.00	$12.00

Dwarf Baby Boxwood:

Choice selected stock, per pound.....35c
Five pound lots, per pound.....30c
Fifty pound lots, per pound.....26c

Our boxwood is clean and free from waste wood and sold at net weight. No charge for crates.

Red Berries:

Choice well berried stock in uniform asparagus cases.

Per case $5.00
Per bunch ..... .50

Asparagus and Sprengeri:

Per bunch .....$ .35 to $ .50

Leucothoe Choice Long Green....per 100 .75

Ferns:

Per thousand $3.00

Galax:

Bronze, Per Thousand.....$1.50
Green, Per Thousand..... 2.00
SPECIAL XXX BRONZE,
Per Case 10.00

A. T. PYFER & COMPANY

164 North Wabash Avenue, **L. D. Phone, Central 3373.** **CHICAGO, ILL.**

the grower is wondering where he is going to come off at. Some have a couple of weeks' supply of coal on hand, while others have enough for a little over a month and a few almost enough for the entire season. Some coal was confiscated on the track from a few of the growers, which is leaving them facing a serious condition. The local fuel administration received an order from the central coal committee at Washington December 8, to the effect that enough coal could be released to prevent greenhouse stock from freezing but that they will not be allowed to operate under normal conditions. Just how the present existing conditions will affect the Christmas demand and supply is a hard problem to answer, but one thing is advisable and that is for everyone to place their orders for cut flowers and plants immediately so as to protect themselves against a probable last minute shortage. Another point to be taken into consideration is to have the stock leave the wholesale houses as early as possible for the express service is not as good as it might be and the buyer is foolish to take any chances on late deliveries when it is not absolutely necessary. Prices may appear high for Christmas at first glance, but they are not when the quality is taken into consideration, and, judging from the present conditions, it will be a question of getting stock for the buyer and not how much he is going to pay unless the most favorable weather prevails from now until then. It is possible that conditions might be better for the holidays as far as the ruling on the number of hours one may operate may be concerned, for it does not stand to reason that anyone would curtail business to any extent unless it is absolutely necessary. Notwithstanding the obstacles one is confronting at present everyone is making preparations for a big holiday business

GREETINGS!

YOUR

FOUNDED BY FLINT KENNICOTT 1st

PROTECTION

WE DO AS WE SAY.

This design associates our name as the first house in the Chicago Cut Flower Market. It not only suggests the OLDEST HOUSE, but a most reliable source to trust with your Cut Flower Orders.

Begin THIS CHRISTMAS to connect up with this institution whose inception was the beginning of the Chicago Cut Flower Market.

You will like our ways of doing business.

Kennicott Bros. Co.

Wholesale Dealers in Cut Flowers

PLACE YOUR CHRISTMAS ORDERS EARLY

Stock promises to be in short supply from all reports, but we expect to be able to take the best of care of all our customers who place their orders well in advance.

Our Offerings Include:

Columbia, Russell, Premier, Milady, Ward, White Killarney, Pink Killarney, Sunburst, Ophelia, Killarney Brilliant, Cecile Brunner

Carnations in all the leading varieties

Valley, Stevia, Paper Whites, Violets, Poinsettias.

-- Greens --

Plumosus, Sprengeri, Galax, bronze, Galax, green, Ferns, Adiantum, Smilax, Boxwood, Red Berries

Remember when ordering that our line is so complete that it Includes every item offered in the Great Chicago Market.

WRITE FOR CHRISTMAS PRICE LIST.

ZECH & MANN

WRITE FOR CHRISTMAS PRICE LIST.

Wholesale Florists

30 E. Randolph St., - - CHICAGO

Long Distance Phones: Central 3283 and 3284

ALL ORDERS FOR

Christmas Cut Flowers

SHOULD BE PLACED NOW

Everything points to a shortage, so place your orders with us early and avoid disappointment. Our line is complete in every respect, and our prices very reasonable, considering the high quality stock we are offering.

CHRISTMAS PRICE LIST Subject to Change Without Notice.

MRS. CHAS. RUSSELL.	Per 100
Special	$30.00 to $45.00
Select	25.00
Medium	15.00 to 20.00
Short	10.00 to 12.00
Columbia, special	$30.00 to $35.00
" select	25.00
" medium	15.00 to 20.00
" short	10.00 to 12.00
Premier, special	$30.00 to $35.00
" select	25.00
" medium	15.00 to 20.00
" short	10.00 to 12.00
Milady, special	$25.00 to $35.00
" select	20.00
" medium	15.00 to 18.00
" short	10.00 to 12.00

Killarney Brilliant, Killarney, Ophelia, Ward, Sunburst, White Killarney	Per 100
Special	$25.00
Select	$15.00 to 20.00
Medium	10.00 to 12.00
Short	8.00
MINIATURE ROSES	4.00
ROSES, OUR SELECTION	10.00
Extra special roses, billed accordingly.	
CARNATIONS	Per 100
Fancy	$10.00 to $12.00
Red	15.00
MISCELLANEOUS	
Calendulas	$4.00
Daisies	$1.50 to 2.00
Violets, single and double	2.00
Sweet peas	3.00 to 4.00

MISCELLANEOUS.	Per 100
Stevia	2.00 to 3.00
Paper Whites	6.00 to 8.00
Yellow Narcissus	8.00 to 10.00
Snapdragons per bunch	1.00
Mignonette	6.00 to 8.00
Poinsettias per doz.	3.00 to 4.00
GREENS	
Asp. plumosus per string	$0.50 to $0.75
Asp. plumosus sprays bunch	.35 to .50
Spengeri per bunch	.35 to .50
Adiantum per 100	1.00
Smilax, choice per doz.	3.00
Fancy ferns per 1,000	4.00
Galax leaves per 1,000	2.00
Boxwood per lb	.35
Leucothoe Sprays	1.00
Wild Smilax per case	6.00
Red Winter Berries per case	5.00

ERNE & COMPANY

WHOLESALE FLORISTS

30 E. Randolph Street, L. D. Phone, Randolph 6578. CHICAGO, ILL.

Mention the American Florist when writing

Place Your Christmas Cut Flower Orders With Us This Year.

High quality stock in quantity at reasonable market prices.

JOSEPH FOERSTER CO.

WHOLESALE FLORISTS

160 N. Wabash Avenue, CHICAGO, ILL.

Mention the American Florist when writing

confident that the Christmas spirit will be as great if not better than in former years. The dealers are asking from $3 to $18 per dozen for American Beauty roses for Christmas and all the way from $10 to $100 per 100 for Mrs. Chas. Russell, Premier and Columbia, with the top-notch prices of course being for extra fancy long stemmed stock. Milady are being quoted from $12 to $65 per 100 and Sunburst, Richmond, Killarney, White Killarney, Ophelia, Ward and some of the other varieties grown for this market at prices ranging from $10 to $50. Carnations are being advertised at $8 to $25 per 100; stevia, $2 to $3 per 100; lily of the valley, $20 to $25 per 100; Paper White narcissus, $6 to $8 per 100; yellow narcissus, $10 to $12 per 100; calendulas, $4 to $6, sweet peas, $3 to $4; snapdragon, $1 per bunch; mignonette, $6 to $8 per 100; daisies, $1.50 to $2 per 100; poinsettias, $4 to $6 per dozen; cypripediums, $9 per dozen, and cattleyas, $36 per dozen. Ferns will sell at $4 per 100; smilax, $6 per case, red winter berries $2.50 to $6 per case, according to size, and other items in this line at about the advertised quotations. Holly and bouquet

ORDER EARLY.

ORDER EARLY.

QUALITY ROSES VARIETY

You can get what you want here in large or small quantities in all the desired grades. The supply is rather uncertain for Christmas in this vicinity so play safe by placing your orders with us now—Today.

Carnations

Make arrangements for what you need now. Red, White and Pink.

Poinsettias, Violets, Daisies, Calendulas, Stevia, Paper White Narcissus, Yellow Narcissus, Snapdragons and other Seasonable Cut Flowers. BOXWOOD, Wild Smilax, Complete Line of Greens.

CHRISTMAS PRICE LIST—Subject to Change Without Notice

BEAUTIES AT MARKET PRICES

MRS. CHAS. RUSSELL.	Per 100
Special	$30.00 to $50.00
Select	25.00
Medium	15.00 to 20.00
Short	10.00 to 12.00
Columbia, special	$30.00 to $35.00
" select	$25.00
" medium	15.00 to 20.00
" short	10.00 to 12.00
Premier, special	$30.00 to $35.00
" select	$25.00
" medium	15.00 to 20.00
" short	10.00 to 12.00
Milady, special	$25.00 to $35.00
" select	20.00
" medium	15.00 to 18.00
" short	8.00 to 12.00
Killarney, Brilliant, special	$25.00
" " select	15.00 to 20.00
" " medium	10.00 to 12.00
" " short	6.00 to 8.00

ROSES—Continued	Per 100
Ophelia, special	$25.00
" select	15.00 to 20.00
" medium	10.00 to 12.00
" short	6.00 to 8.00
White Killarney, special	$25.00
" " select	15.00 to 20.00
" " medium	10.00 to 12.00
" " short	6.00 to 8.00
Killarney, special	$25.00
" select	15.00 to 20.00
" medium	10.00 to 12.00
" short	6.00 to 8.00
Mrs. Ward, special	$25.00
" " select	15.00 to 20.00
" " medium	10.00 to 12.00
" " short	6.00 to 8.00
Sunburst, special	$25.00
" select	15.00 to 20.00
" medium	10.00 to 12.00
" short	6.00 to 8.00
MINIATURE ROSES	$ 4.00
ROSES, OUR SELECTION	8.00 to 10.00

Extra special roses, billed accordingly.

CARNATIONS.	Per 100
Fancy	$10.00 to $12.00

MISCELLANEOUS.	Per 100
Calendulas	$4.00
Daisies	2.00 to $ 3.00
Violets, single and double	3.00
Sweet peas	3.00 to 4.00
Stevia	2.00 to 3.00
Paper Whites	6.00 to 8.00
Yellow Narcissus	8.00 to 10.00
Snapdragons per bunch	1.00
Mignonette	6.00 to 8.00
Poinsettias per doz.	3.00 to 4.00

GREENS.	
Asp. plumosus per string	$0.50 to $0.75
Asp. plumosus sprays—bunch	.35 to .50
Spengeri per bunch	.35 to .50
Adiantum per 100	1.00
Smilax, choice per doz.	3.00
Fancy ferns per 1,000	3.50 to 4.00
Galax leaves per 1,000	2.00
Boxwood per lb.	.35
Leucothoe Sprays	1.00
Wild Smilax per case	6.00

A. L. VAUGHAN & Co.

NOT INC.

PHONES:
CENTRAL 2571 - AUTOMATIC 48-734 - CENTRAL 2572
161 North Wabash Ave, Chicago

Now is the Time To Place Your Cut Flower Orders For Christmas.

From present indications it appears as if we will have plenty of stock to supply all our trade with, but it is advisable to place your order at once.

Beauties, Roses, Carnations, Violets, Stevia, Calendulas, Narcissus, Poinsettias, Orchids. Complete Line of Greens.

A. L. RANDALL CO.

Wholesale Cut Flowers and Florists Supplies.

Wabash Ave. and Lake St., - - CHICAGO, ILL.

Mention the American Florist when writing

greens are scarce. Plants are practically all disposed of in this vicinity and demand for supplies is exceedingly heavy. The early buyer will derive the benefit this Christmas and it may not be out of order to advise everyone again to place their orders as early as possible. Do it now.

Holly receipts have been held back by flooded river bottom lands, where growing in the south. The price for good stock is $10 per case and none to be had at that. Next week may furnish relief.

Bouquet green in bulk sold at $22 per 100 pounds last week in the commission district.

NOTES.

The Retail Florists' Association held a meeting at the Hotel Morrison, Tuesday evening, December 9, at 8 p. m., when the principal topic of discussion was publicity. H. Seal, secretary of the Milwaukee Florists' Advertising Club, gave an interesting talk on the Wisconsin city percentage plan of advertising and was ably supported by William Zimmermann of that city, who presented the retailer's side of the question. Both knew what they were talking about and after they finished with the subject everyone present was in favor of adopting the plan. J. F. Ammann, of Edwardsville, president of the Society of American Florists, also spoke on publicity and while the meeting was not very largely attended owing to the extreme cold weather, it was very interesting and much good was accomplished.

C. Cutler, who sold his retail business on the north side recently, has been in Wisconsin for a couple of weeks cutting Christmas trees and has several thousand to offer to the trade. He can be reached at A. L. Vaughan & Co.'s store.

Red Winter Berries, $4.00 per case

Baby or Tree Boxwood, $12.50 per 50 lb. bag.

30 East Randolph St. L. D. Phone: Central 6284

Percy Jones

INC.

Wholesale Florists

30 E. Randolph St., CHICAGO ILL.

Mention the American Florist when writing

Roy White, of the Wonder Plant Irrigation Co., is back from a business trip to Cincinnati, O.

PREPARED LYCOPODIUM

(Or Christmas Green)

Splendid for general work as for making wreaths, filling baskets, etc. Soft, pliable and everlasting. Per carton of 10 lbs., $3.50.

Special Xmas list of many other useful items sent free.

Geo. H. Angermueller Co.

1324 Pine St., ST. LOUIS, MO.

EXCELLENT CROP OF

ROSES

FOR CHRISTMAS

Exceptionally Fine
Russell, Premier, Columbia, Richmond, White and Pink Killarney, Killarney Brilliant, Sunburst, Ophelia.

We Have All the Standard and Best New **CARNATIONS** And Can Supply the Best Grade in Quantity

Our crops are in Splendid Condition and everything points to a Good Supply of Red, White and Pink for Christmas.

CHRISTMAS PRICE LIST

Subject to Change Without Notice.

RUSSELL and PREMIER.	Per 100
Select	$35.00
Fancy	25.00
Medium	20.00
Short	15.00

COLUMBIA and RICHMOND.	Per 100
Select	$30.00
Fancy	20.00
Medium	15.00
Short	12.00

SUNBURST and OPHELIA, KILLARNEY BRILLIANT	Per 100
Select	$20.00
Fancy	15.00
Medium	12.00
Short	10.00

WHITE and PINK KILLARNEY.	Per 100
Select	$15.00
Fancy	12.00
Medium	10.00
Short	8.00
ROSES, OUR SELECTION	$8.00

CARNATIONS.	Per 100
Long Fancy Mrs. C. W. Ward.	$10.00
Long Fancy Red	10.00
White and Light Pink	8.00
Assorted all colors shorter stem	6.00

MISCELLANEOUS.	
Calla Lilies, per doz.	$2.50
Ferns, per 1,000	4.00
Smilax, per doz.	3.00
Galax, per 1,000	2.00
Sprengeri, bunch	.50

Other Greens at Market Prices.

Our Range of Greenhouses is one of the Three Largest in America and is in Good Crop for Christmas.

WIETOR BROS.

162 N. Wabash Avenue, L. D. Phone Randolph 2081. **CHICAGO**

CHRISTMAS NECESSITIES

Now On Hand At The

E. F. WINTERSON CO.

Wholesalers of Cut Flowers and Florists' Supplies.

CUT FLOWER DEPARTMENT

Extra Fancy Well Berried Holly, Short Sprays for Wreaths. Per standard case.....**$8.00**
Lots of 5 or more, $7 50 per standard case.
Same as above in quality, Long Sprays for Bunches. Same price.

Select Southern Wild Smilax of rich, dark green color. Per standard case.....**$6.00**
We have on hand one hundred cases at all times. No disappointments.

Fancy Common Ferns. The best on the market at all times. Per 1000..**$3.00** Case lots of 7500 at..**$2.70**

Bronze and Green Galax.
Per 1000.....**$1.50** Case lots of 10,000 at.....**$1.25**

Boxwood that is **Boxwood** and **not** kindling wood.
Per 100 lbs.....**$30.00**
Good stock is very scarce.

Genuine California Holly, fresh from Festiva Ranch, at Red Bluff, Calif., daily.
Per 8-lb. carton **$2.00**
Per 16-lb. carton 3.75
Per 25-lb. box 5.75

Mistletoe, Selected. We expect to have a choice stock of this for delivery about December 15. **Order now.**
Extra quality, Per lb., **35c;** 10 lbs., **$3.15;** 25 lbs., **$6.50**

Our Cut Flower Department is receiving daily shipments of Roses, W. N. Rudd's Famous Carnations, Fancy New York Violets, and practically everything the Florist has calls for today.

SUPPLY DEPARTMENT

Christmas Red Ruscus. None better to be had.
Per lb. **$1.00**
5 lbs. or more at 95c per lb.

Red Immortelles. Per bunch.**85c** Lots of 5 or more.**75c**

Green, Purple or Yellow Immortelles.
Per bunch **75c**

Red or Green Frieze.
Per standard roll, each.....**$1.00**

Fancy Hand Rolled Double End Crepe Pot Covers, green and pink, white or yellow combinations.
Per 10-foot roll, each.....**$1.00**

Crepe Paper. The genuine waterproof stock. Colors: White, Pink, Red, Lavender, Nile Green and Moss Green.
Per roll...**40c** Per dozen...**$4.00** Per 100...**$32.00**

Cycas Leaves. All sizes.

Chiffon, 4-inch.....**7½c** 6-inch.....**10c**
Sold in bolt lots only, about 40 yds.

Fancy 8-inch Chiffon at.....**25c** per yard
Sold in bolt lots only, about 40 yds.

Fancy Flower Baskets. Let us make you up a selection, say $10.00 or $25.00 worth.

We have **White Doves** at all times.
Each .....**$2.50** Per dozen.....**$27.50**

Magnolia Leaves. Per 110-lb. net case.....**$18.00**
Green, brown or purple.

WIRE, PHONE, OR WRITE. Est. 1892.

E. F. WINTERSON CO., 166 N. Wabash Avenue, CHICAGO

Phone Central 6004

Mention the American Florist when writing

Herbert Hansen, manager of Peter Reinberg's store, visited the firm's greenhouses, December 7, to get a line on stock for Christmas. Everything points to a big crop of Killarney Brilliant roses, which Peter Showsboe, Reinberg's able foreman, has in the pink of condition. The other varieties are doing nicely, but will not be in any oversupply for the holidays.

C. Kellen of Morton Grove is one of the growers in this vicinity who has a good supply of coal on hand which he figures will carry him through until the situation relieves itself so that he can operate his place again under normal conditions. He is cutting a splendid supply of carnations which are being handled by Kennicott Bros. Co.

A. T. Pyfer & Co. are anticipating an early cleanup in carnations for Christmas at the advertised quotations and are advising their customers to place their orders immediately. Boxwood will be a leader in the green goods department at this establishment for the holidays.

H. Van Gelder, president and manager of Percy Jones, Inc., who has been on the sick list more or less for the past month, is back on the job greatly improved in health and all ready to handle the Christmas rush.

A. L. Vaughan & Co. have received many inquiries for Christmas stock the past week, which means that some buyers are making preparations to protect their supply against a possible last minute shortage.

The E. F. Winterson Co. has made arrangements to handle a large quantity of California holly for the holidays in addition to its regular Christmas offerings.

Miss Mary Gorey, of the J. A. Budlong Co.'s office staff, and John Mescal were quietly married December 3.

Paper Shell Pecans

AT WHOLESALE PRICES

Special Offer to the Trade

JUMBO BRAND

In 5 lb. boxes, delivered postpaid anywhere in the United States..... **$4.50**

MEDIUM SIZED

In 5 lb. boxes, delivered postpaid anywhere in the United States..... **$3.50**

We Own Our Own Groves

and guarantee these Pecans to be absolutely fresh and to give satisfaction. Order some for your own home at the wholesale prices quoted here. Try a box today and you will duplicate your order for Christmas.

O. A. & L. A. TONNER

Wholesale Cut Flowers, Greens, Supplies

30 East Randolph Street, CHICAGO

Mention the American Florist when writing

R. E. Blackshaw and Math. Schlitz, two of the Ove Gnatt Co.'s hustling young salesmen, are visiting relatives and friends here until after the holidays.

O. A. & L. A. Tonner are filling a large number of orders for pecans for Christmas in addition to their regular offerings in cut flowers and supplies.

FOR XMAS

BEST QUALITY TO BE HAD IN

Roses and Carnations

Place Your Orders Early

NOTE:—**We Desire That You Place Your Orders Early.** Don't wait until the last minute, only to learn that stock is well ordered up. Owing to lack of time during holidays, **Orders From New Customers** should contain suitable references, for should your name not be rated in the agencies, shipments will be sent C. O. D.

Bear in mind that on account of railroad congestion Express Companies are only accepting shipments "Subject to Delay," hence we are not responsible for delays occuring beyond our control. As a precaution against delays we advise you to have shipments come forward a day earlier.

Columbia, Russell, Premier, Milady, Ophelia, Ward, Weiland, Brilliant, Double White and Pink Killarney, Sunburst, Hearst, Nesbit, Brunner and Richmond.

NONE BETTER ON THE CHICAGO MARKET.

All colors==CARNATIONS==Good quality

We are now in heavy crop with Carnations; hence we can take good care of you on this item as well as Roses.

Choice stock of Valley, Sweet Peas, Yellow Narcissus, White Narcissus, Calendulas, Violets, Stevia, Daisies, Mignonette, Pansies and all other Seasonable Stock.

DON'T FORGET US ON GREENS as we have Mexican Ivy, Sprengeri, Ferns, Adiantum, etc.

If you want good stock and good treatment, buy of

Chicago's most up-to-date and best located Wholesale Cut Flower House.

We are in constant touch with market conditions, and when a decline takes place, you can rely upon orders sent us receiving such benefits.

We will be open Sunday, December 21st and Also Sunday, December 28th.

You can increase your profits and business by sending all orders direct to

J. A. Budlong Co.

Quality Speaks Louder Than Prices.

Wholesale Cut Flowers and Greens

184-186 North Wabash Ave., Corner Lake St., CHICAGO

Roses, Valley and Carnations Our Specialty

Prices As Low As Others.

SHIPPING ORDERS GIVEN CAREFUL ATTENTION.

We are in daily touch with market conditions, and when a decline takes place you can rely upon orders sent us receiving such benefits.

WE ARE CLOSED ALL DAY SUNDAY.

Holly XXX Holly XXX Holly

Express charges will increase cost. Mistletoe and Boxwood on hand.

Cannot book further till December 16. Floods delayed breaking.

SEE SPECIAL BULB OFFER ELSEWHERE.

CHICAGO **VAUGHAN'S SEED STORE,** NEW YORK

Mention the American Florist when writing

J. A. Budlong Co. had a pleasant visit from E. P. Anderson, of the Anderson Flower Shop, Hancock, Mich., December 9, who was here buying stock for his Christmas trade. He reports business as good, with the outlook very encouraging for Christmas.

Poehlmann Bros. Co. has had a strong demand for plants for Christmas and will clean up completely in what they have to offer for the holidays. The cut flower department is featuring a fine line of roses and the supply department is busy as can be.

Zech & Mann are offering a good stock of heather in the smaller sizes for Christmas in addition to a complete line of cut flowers and greens. The heather is in brisk demand owing to the general scarcity of holiday plants in this vicinity.

Wietor Bros. are cutting splendid roses and carnations and will be in good crop for Christmas as in former years, but expect to clean up completely in all lines at an early hour.

The E. C. Amling Co.'s total sales for November were $11,000 better than for the same month of last year instead of $1,000 as mentioned in these columns last week.

The A. L. Randall Co. is busy filling Christmas orders and is well pleased with the amount of business done. Some fine stevia is included in the cut flower offerings at this establishment.

The John Kruchten Co. is one of the few houses in this vicinity that features the carnation, Aviator, regularly. It is the best paying variety at the Kruchten greenhouses.

The Chicago Flower Growers' Association is receiving many inquiries regarding Christmas stock and has already booked many nice orders.

E. Heffren, of the Heights Floral Co., Cleveland, O., was here on a Christmas shopping tour last week. He reports a very satisfactory season.

'19 - '20

Everybody at Our Place
Wishes everybody at your place
A Merry Christmas and
A Happy New Year

C. A. KUEHN WHOLESALE FLORIST
ST. LOUIS

Mention the American Florist when writing

The Joseph Foerster Co. is featuring fine roses and carnations and will be well fixed on both items for the holidays.

Mrs. Joseph Kohout, of Libertyville, underwent another operation at the Garfield Park hospital last week.

Erne & Co. are moving large quantities of red winter berries in addition to their regular line of stock.

The Weiland-Risch Co. will be 21 years old January 1, 1920.

Bassett & Washburn are looking forward to a big Christmas trade with an early cleanup in stock.

W. G. Matthews, of Dayton, O., was here last week buying stock for the holidays.

Artificial Holly

A perfect imitation of natural holly, with green foliage and red berries.
(Four sprays to bunch.)
Per dozen bunches.....$ 1.50
Per carton, 9 dozen bunches... 12.00
Special Xmas list of many other useful items sent free.

Geo. H. Angermueller Co.
1324 Pine St., ST. LOUIS, MO.

Mention the American Florist when writing

CHRISTMAS
ROSES

Magnificent Supply

Russell, Milady, Killarney Brilliant, Columbia, Premier, Sunburst, Killarney, Maryland, White Killarney, Ophelia, Champ Weiland.

Our crops never looked better for Christmas than right now. Get the best and protect your supply at the same time by placing your orders here.

CARNATIONS

Good supply of choice stock in all the best new and standard varieties. Our Quality Carnations are recognized as the best in the Chicago market.

COMPLETE LINE OF GREENS

Buy Direct from the Grower. **CHRISTMAS PRICE LIST** **Subject to Change Without Notice.**

	Per 100
MRS. CHAS. RUSSELL	
Specials	$30.00 to $35.00
Select	25.00
Medium	15.00 to 20.00
Short	12.00 to 15.00
COLUMBIA	
Specials	30.00 to 35.00
Select	25.00
Medium	15.00 to 20.00
Short	12.00
MILADY	
Specials	25.00 to 35.00
Select	20.00
Medium	15.00 to 18.00
Short	10.00 to 12.00

		Per 100
Champ Weiland, Killarney, Killarney Brilliant, White Killarney, My Maryland	Specials	$25.00
	Select	$15.00 to 20.00
	Medium	10.00 to 12.00
	Short	8.00

	Per 100
SUNBURST, OPHELIA	
Special	$25.00 to $30.00
Select	20.00
Medium	15.00 to 18.00
Short	10.00 to 12.00
PREMIER	
Specials	$30.00 to $35.00
Select	25.00
Medium	15.00 to 20.00
Short	12.00
ROSES, OUR SELECTION	10.00
Carnations	12.00 to 15.00
Sweet Peas	3.00
Adiantum	2.00
Asparagus, per bunch	50 to 75c
Boxwood	per bunch, 35c
Ferns	per 1,000, $4.00
Galax, bronze and green, per 1,000, $2.00	
Leucothoe Sprays	1.00
Smilax	per doz. strings, $3.00

EXTRA SPECIAL STOCK BILLED ACCORDINGLY

PETER REINBERG

Wholesale Florist

30 East Randolph St., LONG DISTANCE PHONES CENTRAL 601 and 2846 **CHICAGO**

Raedlein Holiday Assortments

Assortment I. 50 Tumbler Baskets..... $22.50
" II. 25 Cut Flower Baskets, 20 to 27 in. over-all..... 17.50
" III. 12 Cut Flower Baskets, 27 to 36 in. over-all..... 12.60

ALL ASSORTMENTS IN VARIOUS COLORS AND LINED.

WRITE FOR NEW PRICES.

RAEDLEIN BASKET CO., DESIGNERS AND MANUFACTURERS

713-717 Milwaukee Ave., CHICAGO, ILL.

The Tribune of December 5 has the following: "Hundreds of acres of roses, carnations, chrysanthemums and potted and other plants, valued at millions of dollars, are in danger of destruction, unless sufficient coal is procured by the florists to tide them over the present emergency according to Peter Reinberg, county board president, who has 25 acres under glass."

A. Miller, of the American Bulb Co., was an eye-witness to the bomb outrage Friday evening, December 5, on Hyde Park boulevard, when someone attempted to blow up one of the buildings in that section. Mr. Miller says that it was a wonder no one was hurt, as a couple was about to enter the building when the explosion occurred.

John Michelsen visited the trade at Cleveland, O., last week and the growers at Richmond, Ind., December 5, where he met W. J. Keimel and Paul Weiss, who joined him on a tour of inspection of the establishments there on that day.

There was no pick-up service, December 10, by the American Railway Express Co., owing to the cold weather, so the dealers were obliged to take their packages to the train.

Wm. E. Fischer, who has been superintendent of the McCormick estate, at Lake Forest, for the past three years, returned east last week.

The embargo to express shipments to Detroit, Mich., was lifted, Tuesday, December 9.

Vaughan's Seed Store received a carload of hardy Japan lily bulbs this week.

Zech & Mann received their first shipment of new bronze galax, December 9.

Chas. Frueh, of Saginaw, Mich., was here on a business trip, December 10.

Visitors: H. M. Burt, Jackson, Mich.; Miss Kate Harris, of the Flower Shop, Memphis, Tenn.; Blaine Wilcox, Council Bluffs, Ia.; Frank X. Gorly, of Grimm & Gorly, St. Louis, Mo.; C. Johnson, of the Johnson Greenhouses, Memphis, Tenn.; J. W. Bailey and V. J. Davis, of Greenwood Floral Co., Ft. Worth, Tex.; W. C. Zimmerman and H. Seal, Milwaukee, Wis.; J. F. Ammann, Edwardsville.

BAXTER SPRINGS, KAN.—The Baxter Floral Co. has incorporated with a capital stock of $10,000. The directors are A. H. Sweigert and A. L. Harvey.

SPOKANE, WASH.—The annual joint meeting of the Washington State Horticultural Association, the Northwest Fruit Growers' Conference and the Northwest Potato Growers' Conference will be held here December 1-5. Copies of the programme may be had upon application to M. L. Dean, secretary.

Ferns--Galax--Leucothoe

DIRECT FROM THE WOODS TO THE DEALER

New Crop Ready for Immediate Shipment.

	1,000	Per case of 10,000
Green Galax, 3 to 3½-in.	$1.25	$ 7.50
Green Galax, 3½ to 5 in.	1.50	8.50
Bronze Galax, 3 to 3½-in.	1.25	7.50
Bronze Galax, 3½ to 5-in.	1.50	8.50
	1,000	Per case of 5,000
Fancy Ferns, 12-in. and up	$2.00	$ 7.50
Dagger Ferns, 12-in. and up	2.00	7.50
Long Green Leucothoe	5.00	
Medium Green Leucothoe	3.50	
Short Green Leucothoe	2.00	

Above prices on galax apply to lots of 10 cases and up. Remember that we are the RETAILERS' friend, and solicit the RETAILERS' business.

Member of the BLUE RIDGE DECORATIVE EVERGREEN ASSOCIATION.

Wire us at Elk Park, N. C. Terms, Cash with order.

ELK GALAX & FERN CO., **Banners Elk, N. C.**

GOLDFISH 1,500,000 (Fancy and Plain)

Ready for market at rock bottom prices. Ship anywhere in U. S. or Canada. Write for our illustrated catalogue.

ORIENTAL GOLDFISH & SUPPLY CO.

3757 to 3761 Cottage Grove Ave., CHICAGO, ILL.

Wichita, Kan.

NOVEMBER BUSINESS SHOWS GOOD RECORD.

Local florists have had a very satisfactory business for November, the volume probably equalling that of November, 1918, which, owing to the influenza epidemic, was unusually heavy. Stocks have been generally adequate and of good quality. Chrysanthemums, of course, lead in demand, and are still in good supply. Thanksgiving day trade showed a good increase over last year, although the weather was very unfavorable, both Wednesday and Thursday.

NOTES.

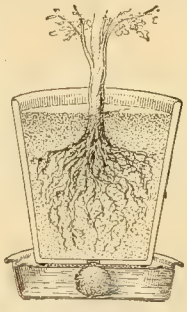
Chas. P. Mueller is equipping to burn oil in part of his heating plant, thus providing against a possible fuel shortage, should the coal situation show no improvement. He is now a Shriner, having taken that degree during the recent Masonic reunion here.

Frank Cluff is adding a new greenhouse, and also doing some rebuilding, which will greatly improve his place.

Visitors: —— —— Cheeseman, representing Ralph M. Ward & Co., New York; —— —— Lambert, of Ove Gnatt Co., La Porte, Ind.; Rush Alexander of Lindley Box Co., Marion, Ind.

NEODOSHA, KAN.—E. S. Taylor has purchased the business previously conducted as the Hoover Greenhouse.

Sell More Potted Plants



You can easily double your plant trade by showing your customers how easy it is to grow potted plants with a

Little Wonder Plant Irrigator

They keep your plants watered just right. Wholesale price, $20.00 per 100.

If your supply house does not carry them send us their name with your order.

Sample by mail, 35c

The Wonder Plant Irrigator Co.

2918 N. Clark St., CHICAGO

GOLDFISH

BUY FROM THE BREEDER.

41 Acres of Ponds This Season.

Write for big new catalogue.

Globes, Aquariums, Aquarium Supplies, Etc.

BERT J. PUTNAM, Scientific Aquarist

Dept. F, 490 Washington St., BUFFALO, N. Y

John Kruchten Co.

30 East Randolph Street, WHOLESALE FLORISTS L. D. Phone Central 8016-8017. CHICAGO, ILL.

Mention the American Florist when writing

E. C. AMLING CO.

The Largest, Best Equipped, Most Centrally Located

WHOLESALE

CUT FLOWER HOUSE

IN CHICAGO

169-75 N. Wabash Ave., CHICAGO

L. D. Phones CENTRAL 1977 and 1978

Mention the American Florist when writing

MILLER & MUSSER

Wholesale Florists

211 North State Street CHICAGO

Mention the American Florist when writing

A. L. Randall Co.,

HANDO BRAND Wabash Ave., and Lake St. CHICAGO, ILL. HANDO BRAND

Wholesale Cut Flowers, Florists' Supplies.

Mention the American Florist when writing

WEILAND-RISCH CO.

FLOWER GROWERS

TELEPHONE CENTRAL 879 154 N. WABASH AVE. CHICAGO ILLINOIS

Mention the American Florist when writing

George Reinberg

WHOLESALE FLORIST

Extra fancy Ophelia, Sunburst, Columbia, Russell, Milady, White Killarney and Killarney Brilliant Roses. All orders given prompt attention. Try us.

162 N. Wabash Av., CHICAGO

Mention the American Florist when writing

Wire Hanging Baskets

Price List, 1919. Plain Wire Hanging Baskets.

10-inch	$1.75	14-inch	$3.00
12-inch	2.25	16-inch	4.50

SHEET MOSS in bags, per bag, $2.00

Our Sheet Moss is the best value for the money in the market.

Michigan Cut Flower Exchange, 264-266 Randolph St., DETROIT, MICH.

Mention the American Florist when writing

Wholesale Flower Markets

Chicago.

CHRISTMAS PRICE LIST.

		Dozen	
Roses,	Beauty	$ 3.00@	$18.00
		Per 100	
"	Mrs. Chas. Russell	15.00@	100.00
"	Columbia	10.00@	75.00
"	Premier	10.00@	75.00
"	Hoosier Beauty	10.00@	65.00
"	Killarney Brilliant	8.00@	50.00
"	Killarney	8.00@	35.00
"	White Killarney	8.00@	35.00
"	Richmond	10.00@	40.00
"	My Maryland	8.00@	35.00
"	Mrs. Geo. Shawyer	8.00@	35.00
"	Milady	10.00@	65.00
"	Sunburst	8.00@	35.00
"	Mrs. Aaron Ward	8.00@	35.00
"	Ophelia	8.00@	35.00
"	Double W. Killarney	8.00@	35.00
"	Champ Weiland	8.00@	35.00
"	Stanley	8.00@	35.00
"	Bayard Thayer	12.00@	50.00
"	Cecile Brunner	4.00@	8.00
"	George Elgar	4.00@	8.00
"	Baby Doll	4.00@	8.00
"	Nesbit	4.00@	8.00
"	Our selection	10.00@	12.00
Carnations		10.00@	25.00
Cattleyas	per doz.		36.00
Cypripedium	per doz.		9.00
Mignonette		6.00@	8.00
Yellow Narcissus		10.00@	12.00
Poinsettias		25.00@	75.00
Snapdragons	per doz.	1.00@	1.50
Daisies			2.00
Valley		20.00@	25.00
Calendulas		4.00@	6.00
Gardenias	per doz.	6.00@	9.00
Paper White	per 100	6.00@	8.00
Callas			25.00
Sweet Peas	per 100	2.00@	4.00
Violets		3.00@	4.00
Ferns	per 1,000	3.50@	4.00
Galax	per 1,000	1.50@	2.00
Leucothoe		1.00@	1.25
Mexican Ivy	per 1,000	5.00@	6.00
Plumosus Strings	each	.60@	.75
Smilax	per doz.	2.50@	3.00
Sprengeri, Plumosus, Sprays			3.00
Boxwood, 35c per lb., per case			9.00

ZECH & MANN

WHOLESALE FLORISTS

30 E. Randolph St., CHICAGO

Telephone Central 3284

Mention the American Florist when writing

THE CHRYSANTHEMUM MANUAL

By Elmer D. Smith

FOURTH EDITION

Price 60 Cents. Cash with Order.

American Florist Co.

440 S. Dearborn St., Chicago

BASKETS

Write for Catalog Now

RAEDLEIN BASKET CO.

713 Milwaukee Ave. CHICAGO, ILL.

REFRIGERATORS

COMPLETE FIXTURES

CENTRAL REFRIGERATOR & EQUIPMENT CO.

Estimates Submitted.

155 No. Clark Street, CHICAGO

CHRIS
FLOW

AMERICAN BEAUTIES

36 inches up	per doz.	$15.00 to $18.00
30 to 34 inches	per doz.	12.00
Medium	per doz.	8.00 to 10.00
Short	per doz.	3.00 to 6.00

RUSSELLS, COLUMBIA AND PREMIER

Short	per 100	$ 15.00 to $ 18.00
Medium	per 100	20.00 to 35.00
Select	per 100	40.00 to 50.00
Fancy	per 100	75.00 to 100.00

MILADY

Short	per 100	$12.00 to $15.00
Medium	per 100	18.00 to 25.00
Select	per 100	35.00 to 40.00
Fancy	per 100	50.00 to 65.00

SUNBURSTS, RICHMONDS, BRILLIANTS AND OPHELIA

Short	per 100	$10.00 to $15.00
Medium	per 100	18.00 to 25.00
Select	per 100	30.00 to 35.00
Fancy	per 100	40.00 to 50.00

KILLARNEY, WHITE KILLARNEY AND AARON WARDS

Short	per 100	$10.00 to $12.00
Medium	per 100	15.00 to 18.00
Select	per 100	20.00 to 25.00
Fancy	per 100	30.00 to 35.00

CORSAGE AND DAINTY BASKET ROSES

Cecile Brunner	per 100	$6.00 to $8.00

"The Nation's Most

POEHLMANN BRO

66-74 East Randolph Street

TMAS
VERS

ORCHIDS		
Cypripediums	per doz.	$ 9.00
Cattleyas	per doz.	36.00
CARNATIONS		
Medium	per 100	$10.00 to $15.00
Fancy, Wards and Red	per 100	20.00
Fancy Laddie	per 100	25.00
Good Split	per 100	8.00
MISCELLANEOUS		
Poinsettias	per 100	$25.00 to $75.00
Stevia	per 100	2.00 to 3.00
Valley	per 100	20.00 to 25.00
Calendulas	per 100	4.00 to 6.00
Sweet peas	per 100	4.00 to 6.00
Paper Whites	per 100	6.00 to 8.00
Violets, Calif.	per bunch	.35
Calla Lillies	per 100	25.00 to 35.00
CHRISTMAS GREENS		
Boxwood	per bunch	$0.35
Plumosus	per 100	$3.00 to 4.00
Sprengeri	per 100	3.00 to 4.00
Adiantum	per 100	1.50 to 2.00
Leucothoe	per 100	1.00
Mexican Ivy	per 100	1.00
String Smilax	per dozen	2.50
Wild Smilax	per case	6.00
Ferns	per 1,000	4.00
Galax	per 1,000	2.00
RED WINTER BERRIES		
Superior Quality	per box	$3.50

Expressive Flowers"

THERS COMPANY

CHICAGO, U. S. A.

The Largest Growers of Flowers in the World

For The Christmas Holidays We Recommend to You

BEAUTIES
Only specials. The best we have ever had for Christmas.

Killarney and Brilliant
A large supply, good stock, moderate prices.

Lilac and Cypripedium
Don't omit these two items from your list.

THE LEO NIESSEN CO., 1201 Race St., Philadelphia, Pa.

Philadelphia.

LIMITED DEMAND AND SCANT SUPPLY.

There did not appear to be much business the past week, but with a scant supply in all lines, except chrysanthemums, there was no accumulation, and everybody appeared satisfied. Chrysanthemum growers, with the exception of a few who had early varieties, seem to have gauged the market quite well, as week after week passed without any surplus, and all sold at prices that were for the most part satisfactory. Roses are not equal to the demand. Double White Killarney and Ophelia are the most plentiful. Premier, Russell and Columbia are all in the running, with flowers getting better every day. Every week, Premier shows up to better advantage. Growers who went heavily into this variety, are satisfied that they are going to get a "run for their money." How it will behave after the Christmas crop is off, will be the test. Carnations are becoming more plentiful, but all the colored sorts are quickly taken. All good stock brings eight cents, with fancy, a couple of notches higher. Sweet peas are a factor. There are some very choice sprays, such as are not generally seen until January or February. They sell well. Snapdragon is good stock, as is mignonette. Violets are scarce. Calendulas are increasing; there are too many singles, but the quality, it is said, will improve with the cold weather. A good many callas are seen, but they sell up at prices that should make them a profitable stock. Cattleyas are a little more plentiful, but nothing as yet below $1.00 each, with good stock bringing $1.50 to $2.00. Yellow and white daisies, a little heliotrope and bouvardia are among the small flowers, while there is plenty of fine stevia. Yellow and white narcissi are seen in all the stocks, and appear to find a market. White lilac is in, and there is a little lily of the valley almost every day.

December 8.—The bad weather of the past few days has shortened crops considerably, shipments this morning being very light. There is not much demand, but prices are firm, with an upward tendency.

CHRISTMAS PLANT STOCKS.

In looking over the choice plants for the holiday sales, it is evident that this market is not up to that of former years. The only plentiful items are poinsettias and a good line of ferns in all sizes. Cyclamens are far below the demand, and some of the stocks are not any too well in flower. There are but very few ardisias, a very little heather and scarcely any dwarf oranges. Solanums of the Cleveland type are in fair supply and there are a few good celestial peppers. The Robert Craig Co. has several large houses of poinsettias in pots and made-up pans. These are in splendid shape, as fine as they have ever grown. Two houses planted out for cutting also look well. Their next quantity stock is cyclamens, now almost all sold. Much of the stock is well flowered. A block of ardisias, well berried, are all sold. House after house of brilliantly colored crotons are going fast. They are in all sizes from 3-inch pots up, to splendid stock in made-up pans. Pandanus Veitchii and dracænas in variety, to-

STEVIA, Extra Fine LILAC

In all popular varieties, best quality, direct from grower to you. Roses, Carnations, Violets.

PHILADELPHIA CUT FLOWER COMPANY
Wholesale Florists
1517 SANSOM ST., George Aeugle, Proprietor, PHILADELPHIA, PA.

EDWARD REID

Roses, Carnations, Snapdragon, Violets. All Seasonable Flowers.
This is the exclusive shop, only one block from Express Depots.
1619-1621 Ranstead Street, PHILADELPHIA, PA.

Wholesale Flower Markets

BOSTON Dec. 10. Per 100

Roses, American Beauty	25.00@100.00
" Shawyer, Russell	8.00@ 30.00
" Killarney	8.00@ 30.00
" Milady, Miller	8.00@ 30.00
" Francis Scott Key, Radiance	8.00@ 30.00
" White Killarney	8.00@ 30.00
" Killarney Brilliant	8.00@ 30.00
" Mrs. Aaron Ward, Sunburst	8.00@ 30.00
" Hadley	8.00@ 30.00
" Ophelia	8.00@ 30.00
" Premier	8.00@ 30.00
" Columbia	8.00@ 30.00
" Maryland, Hoosier Beauty	8.00@ 30.00
Cattleyas, per doz.	24.00@ 36.00
Cypripediums	25.00@ 50.00
Sweet Peas	3.50@ 4.00
Carnations	6.00@ 8.00
Longiflorum Lilies	20.00@ 25.00
Pompons, per bu, $0.50@$1.00	
Chrysanthemums	2.00@ 2.50
Violets	3.00
Marguerites	3.00
Calendulas	6.00@ 8.00
Bouvardia, per doz, $2@$4.00	
Paper White Narcissi	4.00@ 6.00
Rouvardia, per doz.	1.50@ 3.00
Callas	16.00@ 25.00

BUFFALO, Dec. 17. Per 100

Roses, Beauty, Special	60.00@ 75.00
" Fancy	30.00@ 40.00
" Extra	15.00@ 25.00
" 1st	10.00@ 15.00
" Killarney	6.00@ 15.00
" My Maryland	6.00@ 15.00
" Sunburst	6.00@ 15.00
" Ward	6.00@ 8.00
" Columbia	8.00@ 35.00
" Ophelia	6.00@ 20.00
" Russell	10.00@ 20.00
" Shawyer	8.00@ 15.00
" Bon Silene	4.00@ 6.00
Cattleyas	100.00@125.00
Chrysanthemums	8.00@ 40.00
Pompons, per bunch	.50@ 1.00
Violets	2.00@ 2.50
Valley	15.00@ 20.00
Calla Lilies	25.00@ 35.00
Paper Whites	6.00@ 8.00
Carnations	5.00@ 8.00
Snapdragons	6.00@ 8.00
Sweet Peas	2.00@ 3.00
Asparagus Sprengeri	.35@ .50
Ferns per 1,000	2.50
Calendulas	2.00@ 3.00
Smilax	25.00
Japan Lilies	8.00@ 10.00

CINCINNATI, Dec. 10. Per 100

	Per 100
Roses, Columbia	8.00@ 35.00
" Premier	8.00@ 35.00
" Killarney	3.00@ 15.00
" Ophelia	6.00@ 18.00
" Russell	8.00@ 12.00
Carnations	6.00@ 10.00

Fancy Chiffons

(About 35 to 40 yards to bolt.)	Per yd.
Dotted effect, 4 in. wide	$0.09
Lily of the Valley effect, 4 in. wide	.09
"Blue" Valley, cut edge, 6 in. wide	.09
Dotted effect, 6 in. wide	.12
Lace effect, 6 in. wide	.12
Lily of the Valley effect, 6 in. wide	.12
"Gold" Valley effect, 6 in. wide	.14
Silk, with Satin Borders, 6 in. wide	.15
Silk, with Satin Borders, 8 in. wide	.20
Maline, 27 in. wide	.30
Silk Gauze (or netting), 6 in. wide	.12
Silk Gauze (or netting), 14 in. wide	.22

Special Xmas list of many other useful items sent free.

Geo. H. Angermueller Co.
1324 Pine St., ST. LOUIS, MO.

Write For Our
Price List
On Cut Flowers
H. G. BERNING
1402-4 Pine St., St. Louis, Mo.

BERGER BROS.
Roses, Carnations, Violets, Stevia.
1225 Race St. Philadelphia, Pa.

Pittsburgh Cut Flower Co.
WHOLESALE FLORISTS
116-118 Seventh Street,
PITTSBURGH, - PA.
Growers of Quality Flowers.

C. C. POLLWORTH CO.

EVERYTHING in the line of **Cut Flowers, Plants and Florists' Supplies.**

MILWAUKEE, WIS.

HOLTON & HUNKEL CO.

462 Milwaukee St., Milwaukee, Wis.

Wholesalers and Growers of **Choice Cut Flowers and Greens**

H. Bayersdorfer & Co.

The Wholesale Supply House of America . . .

EVERYTHING THE BEST IN FLORISTS' SUPPLIES

1127 Arch St., Philadelphia, Pa.

Mention the American Florist when writing

gether with Areca lutescens are all splendid for making up plant baskets. Stock for this purpose is marked off in blocks in all the houses. There is a wonderful line of ferns. Boston, Teddy, Jr., Scottii, Smithii and Norwood are seen at their best. There are wonderful specimens of the first three in large sizes. W. K. Harris has, as a novelty, a block of azaleas, which will be in good shape. Pandanus Veitchii and a lot of made up combinations of foliage plants are a feature. A house of cyclamens look well, as does another of poinsettias. Bird's nest fern, a specialty here, fills two houses. It is in splendid condition. There are several houses of Harrisii, Teddy, Jr., and Scottii in various sizes, all splendidly grown. Primula Townsendii is another quantity stock, some of which will be in for the holidays. H. I. Foust, of Merion, has a superb lot of cyclamens. They are fine plants, well flowered, and all sold. There are two houses, 200 feet in length, very nearly all of which will be full of flowers by December 18. His 8-inch stock is wonderfully fine. Poinsettias, in various sizes, fill two houses. They look very well, particularly the made up pans. A good sized block of celestial peppers are covered with fruits and flowers. A very classy lot. His large house of Teddy, Jr., and Scottii ferns is a picture. Most of them are in six to eight-inch pots. Aschmann Brothers have a large stock of ferns, fine bushy plants, poinsettias, begonias, solanums and primulas. They report a great business.

FUEL CONSERVATION.

Alfred M. Campbell has called attention to the coal situation, saying that it was more serious than appeared on the surface, particularly for those who use bituminous, which it is now almost impossible to get, and that even cars enroute were being taken on orders of the fuel commission. Oil as fuel is being used in a number of industrial establishments with success, the quality being a low grade crude oil, which with the aid of an electric blower or fan, was mixed with air and forced into the ash pit of any construction of boiler, where it made an intense and continuous heat. The burner takes the place of the ash pit doors. The grates are removed, and when the gas is lighted, the flame projects the length and width of the coal fire space. With crude oil at 5 cents a gallon, it is said not to cost more than coal, and pro-

GUST. RUSCH & CO.

Wholesale Florists

Jobbers in **FLORISTS' SUPPLIES.**

Phone Main 1245. P. O. Box 206

444-446 Milwaukee St., **Milwaukee, Wis.**

Wholesale Flower Markets

PHILADELPHIA, Dec. 10. Per 100

Roses, Beauty, special	75.00@	100.00
" " fancy	40.00@	50.00
" Mrs. Chas. Russell	10.00@	35.00
" Killarney	6.00@	10.00
" Hadley	20.00@	50.00
" Sunburst	8.00@	20.00
" Wards	8.00@	20.00
" Ophelia	8.00@	12.00
" Columbia	10.00@	35.00
Easter Lilies	20.00@	25.00
Snapdragons	12.00@	20.00
Calendulas	3.00@	5.00
Adiantum	1.00@	2.00
Smilax		.35
Asparagus Strings	.50@	.75
Asparagus bunches		.50
Dagger and Fancy Ferns, per 1,000	3.00@	4.00
Chrysanthemums, large, per doz.	1.00@	5.00
" Pompons, bunch	.50@	.75
Violets	1.50@	2.00
Cattleyas	150.00@	200.00

MILWAUKEE, Dec. 10. Per 100

Rose, Killarney, W. Killarney	4.00@	10.00
" Ward	4.00@	8.00
" Mrs. Chas. Russell	6.00@	20.00
" Ophelia	6.00@	15.00
" Columbia	8.00@	25.00
" Premier	8.00@	25.00
" Hoosier Beauty	6.00@	15.00
Carnations, assorted	4.00@	6.00
Cattleyas, per doz.	15.00@	18.00
Chrysanthemums, per doz.	2.00@	5.00
per bunch	.35@	.75
Bouvardia, per bunch	.50@	.75
Cypripedium, per doz.		4.00
Stevia	2.00@	3.00

PITTSBURGH, Dec. 10. Per 100

Roses, Beauty, special	50.00@	60.00
" " fancy	30.00@	40.00
" " extra	15.00@	25.00
" " No. 1	8.00@	10.00
" Hadley	6.00@	25.00
" Killarney	6.00@	20.00
" Maryland	6.00@	20.00
" Scott Key	12.00@	35.00
" Sunburst	6.00@	20.00
" Mrs. Aaron Ward	6.00@	15.00
" Russell	10.00@	35.00
" Columbia	10.00@	30.00
" Ophelia	6.00@	25.00
" Hilda	5.00@	15.00
Carnations	4.00@	6.00
Cattleyas		150.00
Ferns, per 1,000		3.00
Sweet Peas	1.50@	4.00
Daisies	1.50@	4.00
Chrysanthemums, per doz.	2.50@	5.00
Galax	1.50@	2.00
Plumosus	.35@	.50
Sprengeri	.35@	.50
Smilax, per doz.		3.00
Mexican Ivy, per doz.	1.00@	7.50
Calendulas		2.00
Pompons, per bunch	.50@	.75

Wholesale Florists' Supplies

THE HOUSE OF MERIT

Staple Baskets and Seasonable Novelties in Quantity.
Send for Our Catalogue.

JOS. G. NEIDINGER CO.

1309-1311 N. 2nd St., Phila., Pa.

Mention the American Florist when writing

WHY NOT TRY THE

McCALLUM CO.

For Real Service in FLORISTS' SUPPLIES?
We are manufacturers and importers—not merely jobbers. **Send for Our New Catalog and be convinced.**
The McCallum Co., Pittsburgh, Pa.

Mention the American Florist when writing

Philadelphia Wholesale Florists' Exchange

CHRYSANTHEMUMS, ROSES, VIOLETS, CARNATIONS.

Up-to-the-Minute Service. Satisfaction Guaranteed.

1615 Ranstead St., Philadelphia, Pa.

MINNEAPOLIS, MINN.

RICE BROTHERS

Wholesale Florists and Supplies

218 North Fifth St.

Send list in for quotations.

ST. LOUIS, Dec. 10. Per 100

" Roses, Hadley	3.00@	12.50
" Killarney	3.00@	6.00
" White Killarney	3.00@	10.00
" Hoosier Beauty	3.00@	12.50
" Russell	4.00@	20.00
" Ward	3.00@	6.00
" Sunburst	3.00@	12.50
Ferns		3.00
Carnations	3.00@	10.00

ORCHIDS
We handle Orchids grown by Carillo & Co, of Mamaroneck, N. Y. We fully guarantee the quality of every Orchid sold by us.
TRAVELING WHOLESALE FLORIST, Inc., 133 West 28th St., Telephone Chelsea 9760. New York

vides, according as the oil is fed, any degree of heat continuously without attention. The oil is kept in tanks, and fed to the fire by gravity. So much interest is taken in the subject, that it will be made a feature of the January meeting of the florists' club, when all the data on oil burning devices will be presented by experts. Water grates for burning culm and coal dirt will also be considered. Growers should make it a point to be present, and get all the information they can on this matter, so vital to their business.

LOCAL PUBLICITY CAMPAIGN.

The collections for the advertising campaign are now in force, and it is expected that a goodly sum will soon be at the disposal of the committee. So far, the number signed up includes 62 growers and 22 retailers. Among them are prominent men in their lines. A number who object, for one reason or another, to the percentage plan, have announced they would contribute a lump sum equivalent to their percentage of sales. A number of the plant growers have also signified their desire to come in on the same basis. Various advertising ideas are being considered, mostly through the columns of the daily press, which will be ready to be launched when the probable monthly income is ascertained. It is expected that accessions to the ranks of the supporters will continue until at least 90 per cent of the trade is in line.

CLUB MEETING.

The December meeting of the florists' club was most interesting. President-Elect A. L. Miller, of the society of American Florists, made a most optimistic address in connection with the future of the society, stating that over 600 members had become life members the past year. There were exhibits of well grown Christmas plants by Wm. K. Harris and Harry I. Faust, a vase of Chrysanthemum Hamburg Late Pink from the Wm. F. Kastings Co., Buffalo, N. Y., and a vase of a new cerise seedling rose from Edward Towill. Eight new members were elected, and five proposed.

NOTES.

J. Otto Thilow spent a day in Honolulu with H. C. Geiger two weeks ago. He is now on his way to Australia.

The Robert Craig Co. has sold its property at 49th and Market streets, to be used as a recreation center for the Catholic high schools, one of which was built on the 49th and Chestnut street corner. The property consists of a half block running from 49th to 50th on Market, extending back to Ludlow. Possession will be given immediately after the Easter season of 1920. Mr. Craig was very well pleased with the price obtained.

H. H. Battles and Pennock Bros., both sent special messengers with flowers for an important coming out tea in Pittsburgh last week.

Frank Traendly, E. Dailledouze and E. Asmus, New York, spent several days the past week visiting the rose growers of this vicinity. W. P. Ford, New York, was also a visitor. Ernst Ashley, Allentown, Pa.; and W. F. Gude and E. Mayberry, of Washington, D. C., spent a couple of days buying Christmas plants.

K.

THERE'S a growing tendency toward a closer contact—toward a better understanding of man with man in every line of endeavor today, two essentials which make for a sound and lasting prosperity. I want to be on such terms with every florist; I solicit new business on such a basis.
Joseph S. Fenrich, 51 West 28th Street, NEW YORK Telephones: 420-421-422 Watkins.

FUTTERMAN BROS.
Wholesale Florists, 102 West 28th St., New York.
Telephones: Watkins 159 and 9761.
The Right People to Deal With. Consignments Solicited.

C. Lecakes & Co.
Evergreens and Florists' Supplies
Ferns, Galax, Laurel, Leucothoe Sprays, and Moss, Our Specialties.
116 W. 28th St., New York
Telephone Watkins 2315
No connection with any other concern.
Prompt and careful attention to Mail, Telegraph and Telephone Orders.

New York.

TRADE DULL BETWEEN HOLIDAYS.

Business was quiet during the past week. With one holiday just over, and a greater one near at hand, the people now seem to be practicing conservation of cash. The supply of stock was moderate, but there was quite enough to supply the demand. A considerable quantity of chrysanthemums continue to arrive, but the quality of but a few is good. On orchids, there has been an increase in supply, the C. Trianæ being now on the market in considerable quantities. Lily of the valley continues in light supply, and the best is wholesaling at $40 per 100. There is a marked increase, both in the quantity and quality of sweet peas, long stems being now frequently seen. Of the tea roses, Premier, Columbia, Mrs. Aaron Ward, Russell and Ophelia are all showing fine blooms. In carnations, Mrs. C. W. Ward continues to hold the championship, considering all features. Laddie is conceded to be a fine carnation, but is, as yet, only appearing in small lots. The area planted with it that ships to this market may be small, otherwise it must be a slow producer, as it is now time for a carnation to be showing "pep." There is a light supply of violets, but plenty to supply the call, at moderate prices, singles seeming to be preferred.

December 8.—Business is quiet, but on account of a light supply, prices are firm.

NOTES.

The wholesale district was severely shocked on the night of December 5, and though it was after business hours, in a way the after effects will be felt for some time. The trouble began in front of an Edison company sub-station, 54-56 West 27th street, when a short circuit, it is said, ignited gas in the sewers. Manhole covers flew in the air all along the street, and the disturbance extended to Broadway and south to 26th street. Leaking gas mains fed the fire, which followed. An immense quantity of underground wir-

HENTZ & NASH INC. N.Y.
WHOLESALE COMMISION FLORISTS
GROWER AGENT
55 and 57 West 26th St.

Joseph A. Millang
WHOLESALE FLORIST
55-57 W. 26th St., New York
Telephone: 2046 Watkins

WHOLESALE FLORISTS
A. L. Young & Co.
54 WEST 28TH ST. NEW YORK.
Consignments Solicited

Traveling Wholesale Florist
INC.
133 W. 28th St., NEW YORK
Telephone 9760 Chelsea
SPECIALTIES—Cut Orchids, Asparagus Plumosus Sprays and Mistletoe and Berries. Our Orchids are grown by Carillo & Co., of Mamaroneck, N. Y.

PAUL MECONI
WHOLESALE FLORIST
55-57 WEST 26TH STREET
Telephones: 3864 and 3157 Watkins. NEW YORK CITY

GEO. J. POLYKRANAS
Wholesale Commission Florist
CONSIGNMENTS SOLICITED
104 West 28th St., NEW YORK
Telephone No. 2264 Watkins

William Mackie
WHOLESALE FLORIST
105 W. 28th St., New York
Telephone: 750 Watkins

Walter F. Sheridan
WHOLESALE FLORIST
Telephone Call: 3532-3533 Watkins 133 W. 28th St., New York
All the NEW ROSES, CARNATIONS and Seasonable Flowers.

HORACE E. FROMENT
WHOLESALE COMMISSION
All the New and Standard Varieties of Roses, Violets, Carnations, Valley, Lilies, Etc.
148 West 28th St., NEW YORK CITY
Telephones: Watkins 300 and 301
Mention the American Florist when writing

JOHN YOUNG & CO.
Wholesale Commission Florists
53 W. 28th St. NEW YORK
Telephone Watkins 4336
Mention the American Florist when writing

WILLIAM P. FORD
WHOLESALE FLORIST
107 West 28th Street, NEW YORK
Telephone 5335 Watkins
Mention the American Florist when writing

Geo. C. Siebrecht
Wholesale Florist
109 West 28th St., NEW YORK
Tel. 608 and 609 Watkins
CONSIGNMENTS SOLICITED
Mention the American Florist when writing

Telephone: Chelsea 6925
I. Goldstein
WHOLESALE FLORIST
116 W. 28th St., New York
Prompt and careful attention to your interests. Consignments Solicited.

Riedel & Williams
WHOLESALE FLORISTS
25 years' experience. Consignments socilited.
49 West 28th St., New York
Phone 4024 and 4025 Madison Square.
Mention the American Florist when writing

Wholesale Flower Markets

NEW YORK, Dec. 10. Per 100

Roses, Beauty, special	100.00@	125.00
" " extra and fancy	60.00	75.00
" Hadley	8.00@	50.00
" Francis Scott Key	10.00@	50.00
" Columbia	10.00@	30.00
" Prima Donna	8.00@	15.00
" Double White Killarney	8.00@	20.00
" White Killarney	6.00@	15.00
" Aaron Ward	5.00@	30.00
" Ophelia	6.00@	25.00
" Sunburst	6.00@	30.00
" J. L. Mock	8.00@	60.00
" Mrs. Chas. Russell	8.00@	50.00
" Premier	10.00@	50.00
Cattleya orchids, special	100.00@	200.00
Carnations	6.00@	8.00
Carnations, Mrs. Ward		10.00
Adiantum Croweanum and Hybridum	1.00@	1.50
Asparagus Plumosus, doz. bchs.	2.50@	3.00
Smilax, doz. strings	1.50@	2.50
Bouvardia, per doz	.75@	1.00
Chrysanthemums, per doz	3.00@	6.00
Lilies, white	25.00@	30.00
Gardenias, per doz	8.00@	12.00
Callas, per doz	3.00@	4.00
Paper White Narcissus, doz	.50@	.60
Lilies, Rubrums	8.00@	10.00
Sweet Peas	3.50@	5.00
Lily of the Valley	15.00@	40.00
Violets, double	1.00@	1.50
" single	1.50@	2.00
Calendulas, per doz	.50@	1.50
Stevia, bunch	.10@	.25
Yellow Narcissus, per doz	.75@	1.00
Snapdragons, per doz	.50@	2.00
Cut Poinsettias, per doz	4.00@	6.00

Frank H. Traendly Charles Schenck
Traendly & Schenck
Wholesale Florists and Cut Flower Exchange
436 Sixth Avenue, NEW YORK
Between 26th and 27th Sts.
Telephones: 798 and 799 Watkins
Orchids, Roses, Carnations, and all the other best products of the leading growers.
CONSIGNMENTS SOLICITED.
Mention the American Florist when writing

Telephone: Watkins 9254
EDWARD BRENNER
Wholesale Florist
101 West 28th Street, NEW YORK
Everything in Cut Flowers
Consignments Solicited.

J. J. COAN, Inc.
WHOLESALE FLORIST
Everything in Cut Flowers
Phones 5413 & 5891 Watkins
115 West 28th Street, New York

Telephones {4422 / 4423} Watkins D. J. Pappas, Pres.
United Cut Flower Co., Inc.
WHOLESALERS
111 W. 28th St., NEW YORK
Mention the American Florist when writing

PHONE {2335 / 2336} WATKINS
WM. KESSLER,
WHOLESALE FLORIST
113 W. 28TH STREET
Bet. 6th & 7th Aves. NEW YORK
Mention the American Florist when writing

Phones: Watkins {167 / 3058} Established 1887
J. K. ALLEN
Wholesale Commission Dealer in
CUT FLOWERS
118 W. 28th St., NEW YORK
West of 6th Ave. Open 6 a. m. every morning.

N. Y. Cut Flower Exchange
Coogan Bldg., 6th Av. and W. 26th, New York.
Desirable wall space to rent for advertising.
Open for Cut Flower Sales at 6 o'clock every morning.
V. S. DORVAL, Secretary
Mention the American Florist when writing

The Kervan Co.
Fresh Cut Decorative Evergreens
Highest Standard of Quality.
Largest stock in America. Send for illustrated catalog of Greens and Florists' Supplies.
119 West 28th St., NEW YORK

GEO. B. HART
WHOLESALE FLORIST
24-30 STONE STREET
ROCHESTER, NEW YORK.
Mention the American Florist when writing

M. C. FORD
121 WEST 28TH STREET
NEW YORK
Telephones: 3870-3871 Watkins
THE LARGEST RECEIVER OF CUT FLOWERS IN THE CITY.
A complete assortment of the best in the market can always be relied upon.
Mention the American Florist when writing

Telephones:
Watkins 2800-2801-2802-2803

A. LANGSTADTER, Inc.

MANUFACTURING

STATIONERS AND PRINTERS

LOOSE LEAF SPECIALISTS

513-515 SIXTH AVENUE **NEW YORK**
Between 30th and 31st Streets

ing of the Edison company was burned out. As a result, florists and everyone else in the district, are now using candles, which is particularly annoying to the wholesale florists. Twenty-seventh street, between Broadway and 6th avenue, is closed to both vehicles and pedestrians, excepting as to the latter, residents of the block.

Frank H. Traendly, Eugene Dailledouze and Edward Asmus visited Philadelphia, December 2-3. E. J. Fancourt took them on an auto trip to visit leading rose growers. Among the ranges visited were those of the Joseph Heacock Co., at Roelofs; A. Farenwald, Victor Groshens and Edward Towill, at Roslyn. They also attended the meeting of the Philadelphia Florists' club. President-elect, A. L. Miller, of the Society of American Florists, was also a visitor at the club meeting.

Henry Hart, of 1000 Madison avenue, arranged an artistic decoration in St. Bartholomew's church, December 3, for the wedding of Miss Priscilla Thorne Taylor to Lieut. Berwick Bruce Lanier, U. S. N. The chancel was beautifully decorated with tall palms, cibotiums and a fine arrangement of many pink chrysanthemums, the latter being also used to mark the pews. The walls, balconies and chandeliers were handsomely decked with smilax.

Although it appears that the florists, having past experience in mind, are generally well supplied with coal, drastic measures are being taken by the railroads, municipalities and manufacturing concerns to conserve it. The New York Centrl R. R. has given notice that the famous Twentieth Century Limited to Chicago, which has had a daily run for over 20 years—bad snowstorms excepted—will be discontinued December 10.

Meyer Cohen, president of the Meyer Cohen Music Publishing Co., publishers of the song, "Say It With Flowers," which appeared in THE AMERICAN FLORIST of December 6, died in the Misericordia hospital, December 3, as a result of blood poisoning. He had been popular in theatrical and musical circles, and his funeral, December 5, was largely attended by the members.

The basement of the Coogan building, Sixth avenue and 26th street—once a bowling alley and booze resort—which was vacant for many months, has been thoroughly rejuvenated and will be occupied by several wholesale florists.

There is much comment in the wholesale district on the fine quality of roses that Traendly & Schenck are receiving from the Rowayton, Conn., greenhouses. It is all good, but the Premiers and Mrs. Aaron Wards are exceptionally fine.

Richard Wenham, long connected with the trade of this city, arranged a fine decoration for a reception at the home of Mrs. W. K. Vanderbilt, December 5. Yellow chrysanthemums were the leading features.

John T. Shore, a highly respected private gardener of Harrison, N. Y., and well known in this city, died at his home in Harrison, November 12. A more extended notice will be found in the obituary column.

J. Spiro, well known in the trade as a buyer, has given up the project of opening a store at Fifth avenue and 47th street, and has resumed his former position as buyer for Charles Abrams, of Brooklyn.

Max Schling was kept busy during the past week with both wedding and funeral work. A large number of expensive funeral designs of lilies and orchids were noticed in his store.

John Weir, well known in the trade, has returned to a position with James Weir, Inc., Brooklyn.

W. J. Palmer, of Buffalo, N. Y., was looking over the wholesale district, December 8.

Guido, Inc., had a large funeral order for Wachington, Conn., December 3.

A. F. F.

Christmas Trees Shapely Nursery Grown
Norway Spruce

3-4 feet, 40c; 4-5 feet, 50c, or 5-6 feet, 60c. Box or crated.

No orders accepted for less than 10.
Special prices in car lots. Immediate shipment.

H. F. HILLENMEYER & SONS
Nurserymen, LEXINGTON, KY.

Order Your CHRISTMAS CARDS Now

100	$0.60	200	$1.00
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WE GUARANTEE SATISFACTION.

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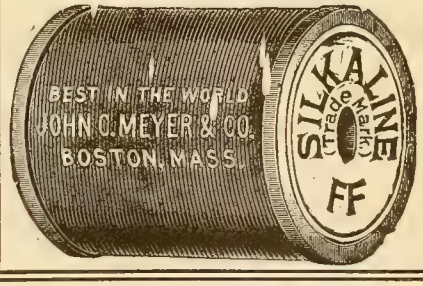

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NEW ORLEANS
ROSES ORCHIDS VIOLETS
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Do not worry about the people that are spending tens of thousands of dollars for fine clothes and jewelry. They have the right to spend their money as they please, and if they can afford expensive clothes and jewelry, they **Can Afford Flowers, so Think Flowers, Talk Flowers, Advertise Flowers,** keep good ones and you will sell them; that is **Our Creed.** And if you wish to have your **Christmas Orders for New York and Vicinity** carefully filled, send them to us.

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Each blossom that blooms in their garden bowers,
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Royal George, Cunard-Anchor Line (Southampton).

December 12.

FROM PHILADELPHIA, Maasdyk, Holland-America Line, (Rotterdam).

December 13.

FROM BOSTON, Bohemian, Leyland Line (Liverpool).
Michigan, Atlantic Transport Line (London).
FROM BOSTON, Inkula, Cunard-Anchor (London).

December 14.

FROM GALVESTON, Median, Leyland Line, (Liverpool).
FROM PORTLAND, ME., Chipana, Cunard-Anchor Line, (London).

December 15.

FROM PHILADELPHIA, Eastern Shore, Atlantic Transport Line, (London).
FROM PHILADELPHIA, Maasdyk, Holland-America Line, (Rotterdam).
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Telegraph orders for Dayton will receive our immediate and careful attention.

Alpha Floral Company

CHICAGO
146 S. WABASH AVE.

No order for less than $3.00 accepted for delivery. All orders for less than this amount will be absolutely refused.

Send your telegraph orders to us for delivery in Chicago and vicinity.

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Send your Orders for Chicago and Suburbs to

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2223 W. Madison St. CHICAGO

All orders carefully filled under the supervision of
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Member of Florists' Telegraph Delivery.

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2094 Broadway, S. E. cor. 72d St.
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Phone: Intervale 4990.

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Miss Louise W. Daugherty, Proprietress
Phones—Franklin 3579, 3841, 3842.
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Delivered in Albany and vicinity on telegraphic order.
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38 State Street, Newburyport, Mass.
Covers All New England Points

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will take care of all telegraphic orders.

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Orders Carefully Executed

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—FLOWERS—
Mail and Telegraph orders carefully filled.
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Prompt Delivery
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250,000 Square Feet of Modern Glass.
First-Class Stock and Service. Usual Discount.
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Flowers delivered in City and State on short notice.
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Telegraph orders receive our usual good care and prompt attention. Phones, 270 271 Main.

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Wholesale and Retail Florists of Grand Rapids.
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DULUTH FLORAL CO.
200 miles in any direction. We are the center of the great Northwest. Daily deliveries DULUTH, MINN. to Superior, Wis.

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Flowers and Service
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Alpha Floral Co., 146 S. Wabash Ave., Chicago.
Anderson, S. A., 440 Main, Buffalo, N. Y.
Aphrodite Co., The, New York.
Astoria Florist, 2188 Broadway, New York.
Avenue Floral Co., The, New Orleans, La.
Baer, Julius, Cincinnati, O.
Barnes, W. J., Kansas City, Mo.
Baumer, August R., Louisville, Ky.
Bergerow's, 746 Broad St., Newark, N. J.
Bramley & Sons, Cleveland, O.
Breitmeyer's Sons, John, Detroit, Mich.
Broadway Florist, 2094 Broadway, New York.
Buckbee, H. W., Rockford, Ill.
Bunyard, A. T., 413 Madison Ave., New York.
Burns, H. H., 509 Madison Ave., New York.
California Florist, Tacoma, Wash.
Central Floral Co., 132 N. State St., Chicago.
Central Floral Co. 35 Broadway, Detroit, Mich.
Christatos, N., 1028 Sixth Ave., New York.
Christatos & Koster, New York.
Clarke's Sons, David, New York.
Colonial Florist, 157th St. and Broadway, New York.
Cooke, Geo. H., Conn. Ave. and L., Washington.
Craig, J. C., 120 S. Wabash Ave., Chicago.
Danker's, Albany, N. Y.
Dard's, 44th and Madison Ave., New York.
Dominion Floral Co., The, Montreal, Que., Can.
Duluth Floral Co., Duluth, Minn.
Dunlop's, 8 and 10 W. Adelaide St., Toronto.
Eble, Chas., New Orleans, La.
Evans, A. W. B., Wilkes-Barre, Pa.
Eyres, 106 State St., Albany, N. Y.
Fallon, Florist, Roanoke, Va.
Fleischman, Chicago.
Flessas, John D., 665 Columbus Ave., New York
Fox, J. M. & Son, Inc., Milwaukee, Wis.
Frauenfelder, C., Chicago.
Freeman, Mrs. J. B., Toledo, O.
Frey, C. H., 1133 O St., Lincoln, Neb.
Frey & Frey, 1338 O St., Lincoln, Neb.
Friedman, 522 S. Michigan Blvd., Chicago.
Galvin, Thos. F., Inc., New York and Boston.
Gasser Co., J. M., Cleveland, O.
Grakelow, Charles H., Philadelphia, Pa.
Grand Rapids Floral Co., Grand Rapids, Mich.
Green, The Florist, San Antonio, Tex.
Grimm & Gorly, St. Louis, Mo.
Gude Bros., Washington, D. C.
Guido, Inc., 595 Lexington Ave., New York.
Habermehl's Sons, J. J., Philadelphia, Pa.
Hardesty & Co., Cincinnati, O.
Hart, Henry, Inc., 1000 Madison Ave., N. Y.
Heinl & Sons, J. G., Terre Haute, Ind.
Henderson, Lewis, Omaha, Neb.
Hess & Swoboda, Omaha, Neb.
Hession, Madison Ave. and 76th St., New York.
Hollywood Gardens, Seattle, Wash.
Holm & Olson, St. Paul, Minn.
Idlewild Greenhouses, Memphis, Tenn.
Jahn, Hugo H., Brooklyn, N. Y.
Joy Floral Co., Nashville, Tenn.
Kather, Wm., 754 Madison Ave., New York.
Keller Sons, J. R., Rochester, N. Y.
Kottmiller, 426 Madison Ave., New York.
Lang Floral & Nursery Co., Dallas, Tex.
Lange, A., 77-79 E. Madison St., Chicago.
Leikens, Madison Ave. and 55th St., New York.
Littlefield Florist, Worcester, Mass.
Long Island Floral Co., Brooklyn, N. Y.
Louise Flower Shop, Washington, D. C.
McClunie, Geo. G., Hartford, Conn.
Madison Floral Co., New York.
Melandre Bros., New York.
Masur, 236 Fulton St., Brooklyn, N. Y.
Mangel, 17 E. Monroe St., Chicago.
Matthews, The Florist, Dayton, O.
Matthewson, J. E., Sheboygan, Wis.
Metairie Ridge Nursery Co., New Orleans, La.
Miller Floral Co., Salt Lake City, Utah.
Murray, Samuel, Kansas City, Mo.
Newell, A., Kansas City, Mo.
New York Floral Co., Yonkers, N. Y.
North Shore Floral Co., Chicago.
Papadem, J. G. Co., 2953 Broadway, New York.
Pappas Bros, 2216 Broadway, New York.
Park Floral Co., The, Denver, Colo.
Pearson, E. W., Newburyport, Mass.
Penn, The Florist, Boston, Mass.
Phillips, Brooklyn, N. Y.
Philips Bros., 938 Broad St., Newark, N. J.
Pikes Peak Flo. Co., Colorado Springs, Colo.
Podesta & Baldocchi, San Francisco.
Potter Floral Co., El Paso, Tex.
Quality Flower Shop, Stamford, Conn.
Randall's Flower Shop, Worcester, Mass.
Randolph & McClements, Pittsburgh, Pa.
Rock, Wm. L., Flower Co., Kansas City.
Rodgers, J. W., Dayton, O.
Rosery Floral Co., The, Newark, N. J.
Rosaia Bros., Seattle, Wash.
Saake, O. C., Los Angeles, Cal.
Salzer Seed Co., John A., La Crosse, Wis.
Schiller, The Florist, 2221 W. Madison, Chicago.
Schling, Max, 785 Fifth Ave., New York.
Sceery, Edward, Passaic, N. Y.
Sceery, Edward, Paterson, N. J.
Schlatter, Wm. & Son, Springfield, Mass.
Schmidt, Chas. L., Harrisburg, Pa.
Shaffer, Geo. C., Washington, D. C.
Smith & Fetters Co., Cleveland, O.
Smith Co., A. W., Pittsburgh, Pa.
Smith, Henry, Grand Rapids, Mich.
Stumpp, G. E. M., New York.
Trepel, Joseph, Brooklyn, N. Y.
Walker Co., The F., Louisville, Ky.
Weber, F. H., St. Louis, Mo.
Weir, James, Inc., Brooklyn, N. Y.
Williams, Mrs. E. A., Pittsburgh, Pa.
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The Best Service
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A. Newell FLORIST
Established over 30 years.
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Lang Floral & Nursery Co.
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Write or wire headquarters for flowers for Texas, Oklahoma, Louisiana, New Mexico. No orders too large, none too small.
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"SAY IT WITH FLOWERS"
Max Schling Flowers
Schling Service Nothing Better
785 Fifth Avenue
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New York Floral Co.
Cor. Manor House Square and North Broadway

Friedman
FLOWERS
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Galesburg, Ill.
Pillsbury's Flower Stores
For Central Illinois
Members of Florists' Telegraph Delivery.

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HENRY W. SHEPPARD
532-534 RACE STREET
Successor to the HILL FLORAL CO.
Good Stock and Good Service.

Cleveland, O., and Vicinity.
BRAMLEY & SON
1181 E. 71st. St.
The Largest Growers of Flowers in the City.

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MRS. E. A. WILLIAMS
621 Penn Ave.
Member of Florists' Telegraph Delivery.

CHARLES L. SCHMIDT
313 Market St., Harrisburg, Pa.
Night and day service in all Central Pennsylvania.

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Central Floral Co.
132 N. State St., CHICAGO, ILL.
35 Broadway, DETROIT, MICH.
DETROIT
Best service in both cities and adjoining territory. Member of Florists' Telegraph Delivery.

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"Penn, The Telegraph Florist"
Member of Florists' Telegraph Delivery Ass'n.
124 TREMONT STREET

Worcester, Mass.
Randall's Flower Shop
Member of Florists' Telegraph Delivery.

Orders in or around WASHINGTON, D. C.
Geo. C. Shaffer
FLORIST
900 Fourteenth Street

San Francisco
Podesta & Baldocchi
224-226 Grand Avenue
Mail or telegraphic orders promptly and most carefully executed.

WASHINGTON, D. C.
GEO. H. COOKE
Florist
Connecticut Avenue and L Street

Washington, D. C.
BLACKISTONE, Inc.
14th and H Streets, N. W.
Exceptional Service

Los Angeles, Calif.
O. C. SAAKE
FLORIST
We Solicit Telegraph Orders.
Regular Trade Discount.
215 W. FOURTH STREET

Grand Rapids, Mich.
GRAND RAPIDS FLORAL CO.
ALFRED HANNA & SONS will fill your orders for Designs and Cut Flowers in Michigan.

New York
Malandre Brothers
2077 Broadway, near 72nd St.
'Phone, Columbus 6883
The name "Malandre Brothers" on a box of flowers is a Guarantee of Quality.
Orders from other cities receive our personal attention.

La Crosse, Wis.
Send your orders for flowers for delivery in this city and vicinity to
John A. Salzer Seed Co.
Quality and Service Assured.

LOUISVILLE, KY.
AUGUST R. BAUMER,
MASONIC TEMPLE
Member of Florists' Telegraph Delivery.

IN THE HEART OF Newark, N. J.
The Rosery Floral Co.,
167 Market St., at Broad St.
Everything in Flowers
Prompt Deliveries to any town or city within 150 miles of Newark. Telephone Market 494

"WE NEVER SLEEP"
IDLEWILD GREENHOUSES Memphis, Tenn.
89 South Main St.
"Up-to-the-Minute" Service and Execution.
Every Flower in Season

Kansas City, Mo.
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Member of Florists' Telegraph Delivery.

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Mangel
The Palmer House Florist
17 E. MONROE ST.
Member of Florists' Telegraph Delivery.

For St. Louis.
WIRE
Grimm & Gorly

The Seed Trade

American Seed Trade Association.

E. C. Dungan, Philadelphia, Pa., President; Wm. G. Scarlett, Baltimore, Md., First Vice-President; David Burpee, Philadelphia, Pa., Second Vice-President; C. E. Kendel, 216 Prospect Avenue, S. E., Cleveland, O., Secretary-Treasurer.

The thirty-eighth annual meeting will be held at Milwaukee, Wis., June 22-24, 1920.

THE price of bags at Chicago, December 10, was $60.

LIBERAL consignments of raffia to New York brokers are enroute.

FERTILIZER makers are classed as nonessentials and their use of coal limited.

VISITED CHICAGO: Emil Hertz, Copenhagen, Denmark; A. T. Ferrell and wife, Saginaw, Mich.

ALBANY, N. Y.—It is reported that Arthur Cowee has sold his gladiolus stock to a New York city concern.

SAN FRANCISCO, CALIF.—Mr. and Mrs. F. H. Hunter announce the arrival of Fred Hathaway Hunter, November 12.

SACRAMENTO, CALIF.—Rogers Bros., of Chicago and Alpena, Mich., will contract for 2,000 acres of their crops in this vicinity this season.

THE Hotel Pfister, Milwaukee, Wis., has been selected as the meeting place of the American Seed Trade Association during its annual convention, June 22-24, 1920.

ONION SEED acreage in the United States for 1919 was 6,730 acres, as compared with 7,260 in 1918; production in 1919 (estimated), 2,618,000 pounds, in 1918, 1,685,258 pounds.

TOLEDO, O.—Cash clover opened steady and December and January unchanged, December 6, with cash offered at $30.50. Timothy was steady, cash being offered at $5.40, December $5.60, March $5.85, and April $5.85.

LILY of the valley pips, sand packed, are being held up at New York by the federal horticultural board. It is not known what the final outcome will be, but the importers who have complied with the law feel they should be protected against those who have not done so.

THE Department of Agriculture, Washington, D. C., has issued Bulletin No. 797 on "Commercial Dutch Bulb Culture in the United States," in which it says, this country uses about $2,000,000 worth of thees bulbs yearly in normal times, and has produced hardly $25,000 worth in any one year.

No particular problems were discussed at the get-together meeting of the Western Seedsmen's Association, held at Kansas City, Mo., November 29. The association went strongly on record as favoring a general campaign of advertising by seedsmen to promote more extensive gardening throughout the country.

CINCINNATI, O.—H. B. McCullough, of J. M. McCullough's Sons Co., recently injured in an auto accident, has not as yet returned to his desk, and may not be able to do so for some time, owing to shock to his nervous system. B. W. Dulaney, with the J. Chas. McCullough Seed Co., is attending to business as usual.

F. G. CUTHBERTSON, of C. C. Morse & Co., San Francisco, Calif., sailed for England on the S. S. Adriatic, November 29.

Grass Seed.

Prices for grass seed on the Chicago Board of Trade, December 10, were as follows: Timothy, $9.50 to $11.25 per 100 pounds; March $12.75 sold; $12.50 bid for year; $12.50 sellers. Red clover, $40 to $48 per 100 pounds.

At Paris, Ky., December 10, new crop Kentucky blue grass was quoted in car lots, 19-pound test, at $24.65; 17-pound test, $23.20; less than car lots, 35 cents per 100 pounds higher.

Holly and Green.

Holly receipts have been held back by flooded river bottom lands, where growing in the south. The price for good stock is $10 per case, and none to be had at that. Next week may furnish relief, or higher prices if stock must come by express.

Bouquet green is a scarce article. Twenty cents per pound is taken in Chicago and in small lots, 30 cents in New York. In the Chicago commission district last week, bulk green sold at $22 per 100 pounds.

Onion Sets.

Onion set business in the Chicago district is rather slow at the present time, with some sales reported at $3.00 for yellows and $3.50 for whites. Reds are somewhat higher than the yellows on account of the limited supply. These prices are for prompt shipment. Some recent sales are reported from Atlantic points at $4.50 for colors and $5.00 for whites, March shipment. Chicago growers are seeking an advance on 1920 contracts.

The government report of December 4, gives acreage and commercial production figures as follows, the production in pounds:

	1919	1918
Acreage	3,708	3,818
Production	21,900,000 (Est)	46,068,711

Vegetable Seed Production in 1919.

The acreage and production of dwarf snap beans, carrot, watermelon, pepper and spinach, in the United States, were much smaller in 1919 than in 1918, according to the government seed reporting service. Also, because of the abnormally low yield, the production of onion sets was considerably less than usual, and the production of garden pole beans was 15 per cent less than in 1918. The total production of cabbage seed this year was doubtless the largest in the history of this country. There was also a marked increase in the production of mangel beet, cucumber, onion, parsley, radish, salsify, summer and winter squash and English and Swede turnip over that of 1918 because of the higher yields obtained. The figures are given in the following table:

Kind of Seed	Commercial Acreage Planted 1919 Acrs.	1918 Acrs.	Commercial Production 1919 Est. Pounds	1918 Pounds
Beans—Dwf. snap	48,658	72,831	25,093,000	29,215,515
Beans—Gdn. pole (not in. Lima)	7,957	7,482	4,395,000	5,166,159
Beet, Gdn.	2,666	2,801	1,858,000	2,599,391
Beet, Mngl	619	424	621,000	286,974
Beet, Sugr	11,139	6,014	6,700,000	5,900,000
Cabbage	1,978	1,383	1,383,000	161,629
Carrot	3,465	4,894	1,562,000	2,125,060
Celery	135	176	54,000	40,201
Cucumber	3,582	3,177	766,300	548,044
Kale	106	49	43,000	16,744
Lettuce	2,283	2,291	679,800	746,993
Muskmeln	1,467	1,671	149,900	196,142
Watermln	5,508	10,423	500,000	959,549
Onion seed	6,730	7,260	2,618,000	1,685,258
Onion sets	3,708	3,818	21,900,000	46,068,711
Parsley	146	155	111,500	72,553
Parsnip	303	267	222,000	167,199
Peas, Gdn.	104,172	102,095	47,968,000	58,127,258
Pepper	160	657	12,000	56,195
Pumpkin	1,156	1,380	110,300	132,612
Radish	10,870	8,760	2,537,000	1,935,047
Salsify	205	124	92,600	30,647
Spinach	1,139	4,259	361,000	1,650,008
Squash—Summer	1,153	1,004	223,000	99,404
Squash—Winter	2,912	2,534	443,400	128,385
Swt. Corn	14,565	14,759	13,143,000	11,916,892
Tomato	3,604	3,832	243,000	307,815
Turnip—English	1,207	936	456,000	200,783
Turnip—Swede	205	279	123,300	27,312

Pieters-Wheeler Seed Company

Growers of High Grade SEED

Gilroy, California

Beet, Carrot, Lettuce, Onion, Radish.

Correspondence Solicited.

THE W. C. PRESSING SEED COMPANY

NORWALK, OHIO.

— Growers Exclusively of —

Sweet Corn Seed

Alfred J. Brown Seed Co.

Growers of

Peas and Beans

Grand Rapids, Mich.

The Best Color Chart

PRICE $1.00 POSTPAID.

AMERICAN FLORIST CO.

440 S. Dearborn St., CHICAGO

Braslan Seed Growers

Grower for the Wholesale Trade Only. ONION, LETTUCE, CARROT, PARSNIP, PARSLEY, CELERY, ENDIVE, SALSIFY, NAMED AND MIXED GRANDIFLORA AND SPENCER SWEET PEAS AND SUNFLOWER.

SAN JOSE, CALIFORNIA

Company

—— We are headquarters for the **BEST OF EVERYTHING** in ——

VEGETABLE SEEDS

With our Stock Seed Farms at Grass Lake, Mich., and our growing stations in every part of the United States where seeds are grown successfully, all in charge of capable and experienced men, we are equipped for and are producing

PEAS, BEANS, CORN and VEGETABLE SEEDS

of all kinds in quantity and of highest quality.

Glad to quote for present delivery or on growing contract for future delivery.

JEROME B. RICE SEED CO., CAMBRIDGE, N. Y.

Atascadero Seed Company

ATASCADERO, CALIF.,

Wholesale Growers of

HIGH GRADE SEEDS

We specialize in Beans, Carrots, Lettuce, Onions, Parsnip, Radish, Salsify, Spinach, and Named and Mixed Nasturtiums, and Grandiflora and Spencer Sweet Peas.

Write for Our Growing Contract Price List.

Mention the American Florist when writing

JUST OUT

BOLGIANO'S 1919 SUMMER AND FALL CATALOG OF "BIG CROP" SEEDS

Special prices for Florists and Market Gardeners. Write for a copy at once—It will save you money.

J. BOLGIANO & SON, Baltimore, Md.

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Western Seed & Irrigation Co.

WHOLESALE SEED GROWERS

SPECIALTIES:

Cucumber, Muskmelon and Watermelon, Pumpkin, Summer and Winter Squash, Sweet, Flint and Dent Seed Corn.

Write for Special Contract and Spot Prices.

Office and Warehouse, FREMONT, NEB. Growing Station, ROCKY FORD, COLO.

Mention the American Florist when writing

THE

J. C. ROBINSON SEED CO.

WATERLOO, NEBRASKA

ROCKY FORD, COLORADO.

Contract growers of Cucumbers, Cantaloupe, Watermelon, Squash and Pumpkin Seed; Sugar, Flint and Field Seed Corn.

I. N. Simon & Son

Garden Seeds

438 MARKET STREET

Philadelphia - - Pa.

Government Seed Reporter Discontinued.

The United States Government Seed Reporter was discontinued with the October, 1919, issue. Beginning about January 1, 1920, a publication to be known as the Market Reporter will be issued by the bureau of markets. It will contain marketing information concerning important agricultural products, including seeds.

Quality Seed

FOR THE

MARKET GARDENERS

OF

AMERICA

EVERETTE R. PEACOCK CO.

4013 Milwaukee Ave., (Near Irving Park Blvd.) **CHICAGO**

Salvia or Scarlet Sage

We have just completed harvesting our own Bloomsdale Farm Grown, crop 1919, Salvia or Scarlet Sage. We offer you this exceptionally good strain, and high vitality seed, of the following varieties:

Salvia Splendens or Clara Bedman, Salvia Bonfire, 1 lb., $30.00 per lb.; 5 lbs. and over, $25.00 per lb.

Net, 60 days, 2% off 10, f. o. b. Bristol, Pa., if unsold on receipt of order, as we did not have a large crop.

D. Landreth Seed Company, Business Established 1784 **Bristol, Pa.**

Mention the American Florist when writing

C. C. MORSE & CO.

Seed Growers

San Francisco, Calif.

GROWERS OF SELECTED STOCKS OF

Onion, Lettuce, Radish, Carrot, Sweet Peas, Etc.

Hogewoning & Sons, Inc.

Wholesale Bulb Growers and Importers

32 Broadway, New York

Waldo Rohnert

GILROY, CAL.
WHOLESALE SEED GROWER
Specialties:
Beet, Carrot, Endive, Lettuce, Onion and Radish.
Correspondence Solicited.

Mention the American Florist when writing

The General Bulb Company

Established 1883.
VOGELENZANG, HOLLAND
AMERICAN BRANCH
110 Water Street, NEW YORK CITY

Mention the American Florist when writing

BURPEE'S SEEDS

Philadelphia
Wholesale Price List for Florists and Market Gardeners.

Mention the American Florist when writing

BULBS

Paper Whites and Dutch Stock
Write for Prices
Try Us for Quick Supply.
The W. W. BARNARD CO.
231-235 W. Madison St., Chicago

Mention the American Florist when writing

Seed Packets

FLOWER SEED SIZES TO CATALOGUE
ENVELOPES—RETURN ENVELOPES
Brown Bag Filling Machine Co.
FITCHBURG, MASS., U. S. A.

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TOMATO SEED

Grown for the Wholesale Seed Trade
HAVEN SEED CO.
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Mention the American Florist when writing

R. & M. GODINEAU

SEED GROWERS
Angers, - - France
Specialties: Beets, Mangoes, Carrots, Cabbages, Celeries, Parsleys, Parsnips, Turnips.
Growing Crops Given Personal Attention.

MICHELL'S CHRISTMAS GREENS

PLEASE NOTE—All Christmas Greens shipped at buyers' risk of delay or spoilage in transit when forwarded by express or by freight and boat. We recommend shipping by express.
All prices subject to change without notice.

Holly (Loose)
Per ¼ case.....$
Per ½ case.....
Per full case..... 7.00

Holly Wreaths

	25	50	100
12-inch..	$ 6.00	$11.00	$20.00
14-inch..	7.00	13 50	26.00
18-inch..	11.00	20.00	38.00

Laurel, Extra Heavy
In 25-yard coils, made on double rope.

25 yds..	$ 3.25	250 yds..	$25.00
50 yds .	6.00	1000 yds..	90.00
100 yds..	11.00		

Lycopodium (Loose)

25 lbs ...	$4 00	100 lbs...	$14.00
50 lbs....	7 25		

Lycopodium Wreathing
In 10-yard pieces.

10 yds..	$1.10	250 yds	$22.00
50 yds .	5.00	1000 yds.	85.00
100 yds.	9.00		

Boxwood (Cut)
In 50-lb. boxes only. $11.25 per 50 lbs.

Mistletoe (Mexican)

1 lb	$0.50	10 lbs.....	$4.50
5 lbs.....	2.40	25 lbs....	10.00

Also all Seasonable Seeds, Bulbs and Supplies. **Send for Our Handy Flower Seed Order Sheet** if you do not receive a copy.

HENRY F. MICHELL CO., 518 Market St., Philadelphia, Pa.

Mention the American Florist when writing

BRITISH SEEDS
KELWAY'S

LEADING HOUSE FOR
IMPROVED FARM ROOT SEEDS
IMPROVED VEGETABLE SEEDS
IMPROVED FLOWER SEEDS
Write for Our SPECIAL PRICES, stating, if possible, quantities required. Illustrated Catalogue Free
KELWAY & SON, Wholesale Seed GROWERS LANGPORT, Eng.
Cable Address: "KELWAY, LANGPORT."

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WHOLESALE SEED GROWERS
SPECIALTIES IN VARIETY
ONION-CARROT-BEET-RADISH-PARSNIP
CONTRACT PRICES MAILED ON REQUEST
SAN FRANCISCO CABLE ADDRESS, "McGILL-SEED" SAN FRANCISCO CALIFORNIA

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For SEEDS

Flower, Vegetable and Farm
Send your inquiries to
HURST & SON
152 Houndsditch
LONDON, - - ENGLAND
The Premier British Wholesale and Exporting Seed House.
75 YEARS UNRIVALLED REPUTATION

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Single and Double HYACINTHS

	Per 1000
Top bulbs, named,	$80.00
First size, bedding to color	45.00
Darwin Tulips, named sorts	25.50
Single Early Tulips, named sorts	22.50
Single Late Tulips, named sorts	17.50

Subject to Sale.
J. M. THORBURN & CO.
53 Barclay Street, thru to 54 Park Place
NEW YORK CITY

Mention the American Florist when writing

Easter Stock

WILL BE SCARCE { No Azaleas / Few Lilies }

BULBOUS STOCK

Should Make Money for the Florists.

LAST CALL

STRIKE DELAYED LOTS

These Prices Are Net.

HYACINTHS DUTCH ROMANS

	1000
Gertrude, Gigantea, L'Innocence, Queen of the Blues, Grand Maitre	$25.00

SECOND SIZE

Angensis Christina, white, Blancheura Merveille, white, L'Innocence, white, La Grandesse, white, Grand Maitre, blue, Schotel, blue	65.00

EARLY TULIPS

	1000
Calipso, Yellow	$20.00
Cottage Maid	20.00
Cramoise Brilliant	22.00
Keiserkroon	20.00
La Reine	22.00
Pottebakker, White	25.00
Prince of Austria	22.00
Rose Gris de Lin	20.00
Thos. Moore	22.00
White Hawk	25.00
Yellow Prince	25.00
Single, Extra Fine Mixed	15.00
Boule de Niege	20.00
Coronne d'Or	30.00
Imperator Rub	33.00
Murillo	22.00
Double, Extra Fine Mixed	17.00

COTTAGE TULIPS

	1000
Bouton d'Or	$20.00
Gesneriana (Spathulata Major)	20.00
Maiden's Blush	19.00
Extra Fine Mixed	16.50

DARWINS

	1000
Clara Butt	$22.00
Madam Krelage	27.00
Mrs. Cleveland	28.00
Painted Lady	21.00
Finest Mixed	20.00

NARCISSUS

	1000
Alba Plena Odorata	$20.00
Mrs. Langtry	20.00
Mrs. Thompson	27.00
Orange Phoenix	30.00
Ornatus, Mother Bulbs	21.00
Poeticus Ornatus, Fancy	15.00
Poetaz Elvira	27.00
Princeps	23.00
Vaughan's Xmas Glory (earliest forcing variety)	25.00
Golden Spur, Double Nose	30.00
Empress, Double Nose	40.00
Von Sion XXX Double Nose	35.00
Von Sion, Fancy	30.00
CROCUS, Separate Colors	10.00

Vaughan's "Book for Florists."

LILIUM GIGANTEUM, Write or Wire for Prices.

New Crop Gladiolus Bulbs Can Be Shipped Soon.

New Crop Immortelles in stock, full size.

Fresh Bouquet Green for Christmas, Ready.

CHICAGO **Vaughan's Seed Store** NEW YORK

Mention the American Florist when writing

Yokohama Nursery Co.

LTD.

Woolworth Building,

NEW YORK CITY

IMPORTERS

Japanese Bulbs, Plants and Seeds

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GARDEN SEED

Beet, Sweet Corn, Garden Beans, Onion Sets and Sweet Potatoes in variety. Also other items of the short crop of this past season, as well as a full line of Garden Seeds, will be quoted you upon application to

S. D. WOODRUFF & SONS, 82 Dey St., NEW YORK

and ORANGE, CONN.

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EDGAR F. HURFF

SWEDESBORO, N. J.

Grower of High-Grade Seed.

TOMATO, Pepper, Eggplant, Squash, Pumpkin, Cucumber and Watermelon Seed and Field Corn on contract.

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Sweet Pea and Nasturtium Specialists.

Wholesale Growers of full list of

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Contract Growers of

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Cucumber, Muskmelon, Squash and Pumpkin, Sweet, Flint and Dent Seed Corn.

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GROWERS FOR THE TRADE

Beans, Peas, Sweet Corn, Onion, Turnip, Radish, Beet, Carrot, Spinach, Etc.

Branches: Wisconsin, Colorado, Montana, Idaho, Washington. Milford, Conn.

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Safepack
more than waterproof

Keeps Moisture In.

The Ideal Protection for Roots and Shrubs.

Delivers them moist and alive, ready to grow again. Cheaper and better than burlap.

For Seedsmen:

Keeps Moisture Out.
Delivers seeds dry. Prevents sprouting, mildew—all damage. Rat and vermin proof.

Safepack Mills
Boston U S A

Mention the American Florist when writing

Special Prepared

Hyacinths for Christmas Flowering

Order your next year's supply now, from

Segers Brothers Ltd., WHOLESALE BULB GROWERS **Lisse, Holland**

Prices on application

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SEED PACKETS THAT SELL THE SEED

We also make a Specialty of Seed Catalog Covers, Hangers, Box Labels, Nurserymen's Plates, Lawn Grass and Bird Seed Cartons and Seed Cartons of every description. We always carry a large stock of all items for immediate shipment, and give prompt attention to orders for individual requirements.

Write for latest and quotations today

STECHER LITHOGRAPHIC COMPANY
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BULBS AT A BARGAIN.

CREAM QUALITY

Large selection of finest varieties for forcing and outside.
100 at 1000 rate.
Special quotations by request. Terms: 2% cash, 30 days net.

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GRASS SEEDS

H. A. PETERSEN, Ltd.
SEED MERCHANTS
Brisbane, Queensland, Australia

are Exporters of Rhodes Grass, Paspalum Grass, Soudan Grass, Couch, Prairie Grass, Red Top Grass. Correspondence invited.

Mention the American Florist when writing

Geraniums Rooted Cuttings.

December Cuttings All Sold.

S. A. Nutt and Buchner....$20.00 per 1000
Ricard and Poitevine..... 25.00 per 1000
Orders for Ricard alone, at 30.00 per 1000

ALBERT M. HERR, LANCASTER, PA.

Mention the American Florist when writing

BARGAIN PRICES IN

Dutch Bulbs

Single Narcissus

	Per 100	Per 1000
Empress, double nose bulbs	$4.00	$35.00
Golden Spur, double nose bulbs	4.00	35.00
Golden Spur, round bulbs	3.00	25.00

Double Narcissus

	Per 100	Per 1000
Von Sion, round bulbs, 1st size	$2.75	$25.00

Single Tulips.

	Per 100	Per 1000
La Reine	$2.75	$25.00
Mon Tresor, yellow	3.50	30.00
Prince of Austria, orange scarlet	3.00	25.00
Rosamundi, rose pink	2.00	18.00
Rose Grisdelin, soft rose	2.00	18.00
Yellow Prince	3.00	25.00
Extra Fine Mixed	1.75	15.00

A. HENDERSON & CO.
166 N. Wabash Ave., CHICAGO

Mention the American Florist when writing

GEORGE R. PEDRICK & SON
PEDRICKTOWN, N. J.

Pepper, Egg Plant, Tomato, Okra, Asparagus, Rhubarb, Celery, Spinach, Beet, Onion, Beans, Cabbage, Cauliflower, Sweet Corn and Vine Seeds. Correspondence Solicited.

WHOLESALE SEED GROWERS

Mention the American Florist when writing

Before Placing Orders for

SWEET PEAS, Spencers, Grandifloras, etc., ASTERS and FLOWER SEEDS in general; TOMATO, LIMA and POLE BEANS, write

JOHN BODGER & SONS CO.,
Contract Seed Growers
LOS ANGELES, CALIFORNIA

Carnation Laddie

Rooted Cuttings, Jan. 1st, 1920, Delivery.
$10.00 per 100; $90.00 per 1000. Order now

A. F. LONGREN
4249 West Monroe St., CHICAGO, ILL.

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Lilium Giganteum

Here are our prices. No need to camouflage them with talk of hand-picked quality, Fancy prices cannot buy better bulbs. They come from our own grower who has shipped exclusively to us for 15 years; they are the same quality as we always handle—our customers know what that means. Liberal grading, full count, good condition when shipped guaranteed.

PRICES AS FOLLOWS:

6- 8 in. size, 400 per case, $42.00 per case. 9-10 in. size, 200 per case, $50.00 per case.
7- 9 in. size, 300 per case, 49.50 per case. 10-11 in. size, 150 per case, 49.50 per case.
8-10 in. size, 250 per case, 47.50 per case. 11-12 in. size, 130 per case, 47.50 per case.

AVAILABLE AS FOLLOWS:

F. O. B. New York
7-9 in., 10-11 in., 11-12 in. sizes.

F. O. B. Denver (Colo.)
6-8 in., 7-9 in., 8-10 in., 9-10 in., 10-11 in. sizes.

F. O. B. Chicago
7-9 in., 9-10 in., 10-11 in. sizes.

F. O. B. London (Canada)
7-9 in., 8-10 in., 9-10 in., 10-11 in. sizes.

IMMEDIATE SHIPMENT can be made from all points. According to experts, late dug bulbs can be started up to Christmas for Easter flowering.

TERMS: 60 days net, less 2% cash 10 days from invoice date, cash with order if you are not sure your credit is established with us.

RELIABILITY has been our motto since 1902. We own our own building of 7 floors, a solid block through, and give prompt, efficient, courteous service.

CAN ALSO OFFER

For IMMEDIATE SHIPMENT, Valley Pips, T. R. Begonia Bulbs in sizes and colors.
For later shipment, Lilium Auratum, Magnificum, Rubrum, Roseum, Melpomene, Album, Etc.
Write for prices specifically stating requirements.

McHUTCHISON & CO., The Import House, **95 Chambers St., NEW YORK**

Mention the American Florist when writing

DAISIES

White and Yellow.

ALYSSUM, Double Giant, 2-in., $2.00 per 100; $18.00 per 1000.
ASPARAGUS Sprengeri, 2½-in., $4.00 per 100.
CALENDULA Orange King, 2-in., $2.00 per 100;
GERANIUM Madame Salleroi, 2-in., $2.50 per 100.
CINERARIA GRANDIFLORA, 3-in., $8.00 per 100.
PRIMULA Malacoides, Lavender, 2-in., $3 per 100.
SMILAX, 2-in., $2.50 per 100.
SNAPDRAGON, Giant White and Yellow, 2-in. pots, $3.00 per 100.
TABLE FERNS, Assorted, 2-in., $4.00 per 100.
VINCA, VARIEGATED, 2-in., $3.00 per 100.

R. C. LIST:

AGERATUM, Gurney and Blue Star, 90c per 100.
VINCA VARIEGATA, $1.50 per 100.
FEVERFEW, Gem, $1.50 per 100
WEEPING LANTANA, $1.00 per 100
GENISTA, $1.50 per 100.
HELIOTROPE, $1.50 per 100.
FUCHSIA, $1.50 per 100.
COLEUS, 10 kinds, $1.00 per 100.
ALTERNANTHERA, red and yellow, $8.00 per 1000.
BRILLIANTISSIMA, $10.00 per 1000.
R. C. DAISIES, Sanders and Giant White, $1.50 per 100; Boston Yellow, $2.00 per 100.
CUPHEA, 90c per 100.
DBL. PETUNIA, as fine a strain as any, $1.50 per 100.
ROSE GERANIUMS, 2-in., $2.50 per 100.

—Cash.—

BYER BROS., Chambersburg, Pa.

Mention the American Florist when writing

GLADIOLI

Send for our "Special Offer" of new and exquisite hybrids and varieties recently introduced to the trade.

P. VOS & SON, Mt. Clemens, Mich.

☞ Our varieties are the cream of Holland stock. From last spring on, grown in America.

Mention the American Florist when writing

ABUNDANCE OF STOCK

	Per 100	Per 1000
2¼-inch Smilax plants	$ 2.75	$25.00
2¼-inch Snapdragons, white, pink and yellow	5.00	48.00
4-inch Marguerites, white and yellow	15.00	
25,000 Vincas, field grown	8.00	75.00
10,000 Bench Ferns, 5 varieties, $25.00 and $30.00 per 100.		

Packing free of charge. Liberal extras.

Alonzo J. Bryan
Wholesale Florist
Washington, New Jersey

Mention the American Florist when writing

SMILAX

Extra Good, Well-Rooted Plants.
From 2-in. pots, $2.00 per 100; $18.00 per 1000.

BOSTON YELLOW DAISIES.
A special good strain; from 2-in. pots, $3.50 per 100.

LETTUCE, Grand Rapids Forcing, $1.00 per 100; $8.50 per 10,000.

Elmer Rawlings, Wholesale Grower, ALLEGANY, N. Y.

Mention the American Florist when writing

For Christmas

PINK TRUMPET HEATHER
75c to $5.00 each.

MELANTHERA
$1.50 to $5.00.

ERICA REGENERIUS
Lavender, per doz., $9.00 to $18.00.

JERUSALEM CHERRIES
Per doz., $6.00 to $18.00.

PANDANUS VEITCHII
Per doz., $9.00 to $24.00.

DRACAENAS, Colored
In four varieties.
Per doz., $9.00 to $24.00.

Also Oranges, Cyclamens, Poinsettias.
Prices on application.

Anton Schultheis
316 19th St., College Point, New York, N.Y.

Mention the American Florist when writing

Market Gardeners

Vegetable Growers' Association of America.

E. A. Dunbar, Ashtabula, O., President; Louis F. Miller, Toledo, O., Vice-President; S. W. Severance, Loui ville, Ky., Secretary; H. J. Cheney, Grand Rapids Mich., Treas. Next annual convention September 1920.

THE Cape Cod cranberry crop totals 340,000 barrels this year, nearly double last year's crop.

Prices of Indoor Fruits and Vegetables.

Chicago, Dec. 9.—Cucumbers, 2-dozen box, $4.00 to $5.25; celery, Michigan, square box, $1.25 to $1.50; leaf lettuce, per tomato box, 40 cents; radishes, per dozen bunches, $1.00; tomatoes, per lug, $2.00 to $2.50.

New York, Dec. 8.—Celery, per doz. roots, 15 to 75 cents; cucumbers, basket or crate, $4.00 to $7.00; mushrooms, 75 cents to $2.50 per three pound basket; tomatoes, per pound 15 to 45 cents; lettuce, per dozen, 50 cents to $1.00; radishes, per 100 bunches, $2.00 to $4.00.

Wisconsin Seed Potatoes.

Inspection of potatoes for seed in Wisconsin was begun six years ago by the state association of potato growers and includes a field inspection in which the plants are culled out on the basis of rejection for degenerate vine diseases, unsatisfactory stand and cultural conditions, varietal mixtures, and other minor causes. The second or bin inspection rejects the crop that shows coarse, misshapen stock, common scab, late blight, rhizoctonia, and general undesirable conditions caused by frost injury and rough handling.

Wisconsin Cucumbers.

Wisconsin, according to the bureau of crop estimates, grew 7,604 acres of cucumbers in 1919, so 78 of the 88 factories operating in the state reported. The yield averaged 63 bushels to the acre. The total estimated production was 479,052 bushels, 22 per cent of the total production of the United States, 2,162,039 bushels. Although in 1918, the number of factories operating in Wisconsin was less, the total acreage contracted for was larger, 10,790 acres, and the average yield was 100 bushels. The production all over the country was higher that year, and Wisconsin contributed only 16 per cent of the total supply.

Tomatoes Under Glass.

December is a favorite month with many growers to start their tomato seeds for the spring tomato crop under glass. This early start is necessary where no warm house is available. Coming along with lettuce in 50° or less, tomatoes are very slow. Personally, we would prefer a later start with more heat, but we must be governed by circumstances. We have always held that of all the crops that we grow, we should never starve tomatoes intended for forcing. Therefore, use a fairly rich soil from the start, and regulate growth by controlling the water supply.

As soon as up, water very sparingly—by that we mean infrequently making the intervals as long as possible. This will force them to produce roots. Next, never crowd the plants—a check is something they never forget. It used to be a favorite method to pot-grow the plants. However, this is losing ground. While there is no direct objection to pot-grown plants, there is the constant danger of the plants becoming pot bound which means a check to their further development. There is no question whatever that the sooner the young plants can go into permanent beds, the better the chances for a crop. To this end, the practice of getting among lettuce in February or March is good practice.

MARKETMAN.

Providence, R. I.

BAD WEATHER BOOSTS PRICES.

The demand during the past week was very good despite the fact that prices are soaring at present due to unfavorable weather conditions, cloudy and cold. Paper Whites are arriving better and the call for this flower has improved. Roses are good, but meet with little demand and the same is true of carnations, the price having advanced as high as $10 per 100 for first quality stock during the week. Violets are short but sweet peas will soon be making their appearance in larger numbers.

NOTES.

The stores are dressing up for the Christmas trade and the brilliant red is beginning to attract attention. While there will be nothing out of the ordinary offered this year, a very good trade is anticipated.

T. O'Connor has added a Dodge truck to his delivery service, one of the finest vehicles seen in this city.

Albert Holscher has one large house of sweet peas which will soon be ready for cutting.

H. A. T.

SPRINGFIELD, MO.—The Pioneer Floral Co. has added two new houses to its range at a cost of $8,000, increasing capacity 25 per cent. The establishment now comprises 14 houses.

LAST CALL FORBULBS

After the biggest season in our history, we now offer the few bulbs listed below, at special prices attached, to clean up the biggest bulb trade we have ever experienced. Bulbs offered are subject to prior sale. Orders will be filled in the order in which they are received so long as they last. Send in your order today.

Prices are per hundred.

Single Early Tulips.

100 Artus, $2.25; 100 Chrysolors, $3.00; 200 Cottage Maid, $2.50; 550 Duchesse de Parma, $3.00; 500 Due Van Thol, white, $3.40; 300 Keizerskroon, $3.00; 275 L'Immaculee, $2.75; 700 La Reine, $3.25; 300 Prince of Austria, $3.50; 25 Thomas Moore, $3.00; 2000 Single Early Superfine, Mixed, $2.25; 300 Single Early Rose, $2.50; 500 Single Early Variegated, $2.50.

Double Tulips.

100 Alba Maxima, $2.75; 300 Boule de Neige, $4.00; 150 Crown of Gold, $4.50; 150 LaCandeur, $2.75; 150 Murillo Rose, $3.50; 150 Murillo, $3.50; 1000 Double Early Superfine Mixed, $2.75.

Narcissus.

900 Empress, $3.75; 300 Emperor Mammoth, $5.00; 300 Emperor First Size, $4.00; 100 Her Majesty, $3.50; 250 Princeps Maximus, $3.00; 225 Trumpet Major, $3.00; 200 Von Sion, 1st size, $3.50.

While you are waiting for our catalogue, send us a list of the seeds you need for early planting and let us quote you special prices thereon. New stocks are arriving daily.

Send in your order today.

JAMES VICK'S SONS

Rochester, New York

The Flower City.

Mushroom Growing

By B. M. Duggar

Presenting accurately the requirements for success.

260 pages, cloth, fully illustrated. Price, $1.50.

American Florist Co.

440 S. Dearborn St., CHICAGO

Seasonable Plant Stock

2¼-inch Pot Plants, Except Noted.

Asparagus Plumosus and **Sprengerii**, $5.00 per 100, $45.00 per 1,000.

Fern Dish Ferns—Pteris, Mayi, Victoria Variegata, Critica Alba, Wimmsetti, etc., $6.00 per 100, $50.00 per 1,000. (very heavy.)

Thumbergia Erecta—Splendid plants from 3-in. pots, $35.00 per 100.

Bougainvillea—Heavy 4-in. pot plants, $4.50 per doz., $35.00 per 100.

Dracena Sanderii, $20.00 per 100.

Euonymus Japonica, "Silver Edged," 3-in. pot plants, $15.00 per 100, 4-in. pot plants, $30.00 per 100; 5-in. bushy, 15 to 18 inches high, $60.00 per 100.

Lantanas, Dwarf—Two wonderful varieties in red, Jacob Schulz and Michiel Schmidt, $5.00 per 100; $45.00 per 1,000.

Kentia Forsteriana—Decorating Palms of good value, well rooted single specimen plants, 42 inches high, $7.50 each; 48 inches high, $8.50 each, 54 inches high, $10.00 each.

Phoenix Canariensis, Heavy plants, 48 inches high, $10.00 each.

The Storrs & Harrison Co.

PAINESVILLE, O.

Vaughan's Flower Seeds for Early Sowing.

Extracts from "Fall Book for Florists"

VERBENA—Vaughan's Best Mixture.

AGERATUM.

	Trade Pkt.	Oz.
Imperial Dwarf, Blue	$0.10	$0.50
Imperial Dwarf, White	.10	.50
Blue Perfection	.10	.60
Little Blue Star, ⅛ oz. 70c	.25	

ALYSSUM.

Maritimum, Sweet Alyssum, lb. $2..	.05	.20
Vaughan's Little Gem, extra fine strain, lb. $6.00	.10	.60

ANTIRRHINUM.

Golden King, yellow, ¼ oz. 30c	.15	1.00
Queen Victoria, pure white, ¼ oz. 30c	.15	1.00
Vaughan's Special Mixture	.20	1.00

ASPARAGUS.

Plumosus Nanus. Northern Greenhouse Grown. Per 100 seeds, 50c; 250 seeds, $1.00; 1,000, $3.75.

Sprengeri. 100 seeds, 15c; 250 seeds, 25c; 1,000 seeds, $1.00.

ASTERS.

Queen of the Market Aster. White, Pink, Light Blue, Dark Blue, Scarlet, Flesh, Lavender. Each of the above, ¼ oz., 25c; trade pkt., 10c; oz., 80c; lb. $11.00.

Queen of the Market, best mixed, trade pkt., 10c; oz., 60c; lb. $8.00.

We Carry a Most Complete Line of Aster Seeds for Florists.

BEGONIA.

	Trade pkt.
Gracilis Luminosa, foliage lustrous reddish brown, flowers fiery dark scarlet, 1/32 oz., $1.60	$0.50
Glory de Chatelaine	.50
Prima Donna, large transparent rose flowers, 1/32 oz., $2.00	.50
Vernon, red-leaved and red-flowered, oz., $3.00, ⅛ oz., 50c	.15
Erfordia, rosy carmine, 1/32 oz., $1.00	.35

BELLIS (Daisy).

	Trade Pkt.	Oz.
Mammoth Mixture, ⅛ oz., 60c	$0.25	$4.00
Mammoth, White, ⅛ oz., 60c	.25	4.00
Mammoth, Pink, ⅛ oz., 65c	.25	4.00

CANDYTUFT.

Giant Hyacinth-Flowered, Extra selected stock, lb., $5.00	.15	.50

CELOSIA.

Cristata (Coxcomb): Dwarf President Thiers	.25	1.60
Dwarf Empress, crimson, ¼ oz., 60c	.25	2.00
Childsii, Chinese Wool Flower, ⅛ oz., 75c	.25	
CENTAUREA, Gymnocarpa	.10	.40
Candidissima	.25	1.80
COBAEA, Scandens, Purple	.10	.35
Scandens Flore Alba, White	.15	.80
COLEUS, Vaughan's Rainbow Mixture, 1/32 oz., 75c	.25	
Extra Choice, large leaved, mixed, 1/16 oz., $1.00	.25	
CYPERUS, Alternifolius, Umbrella Plant	.15	1.00
DRACAENA Indivisa, lb., $3.50	.10	.30
Australis	.15	.60
GREVILLEA, Robusta	.15	.60
HELIOTROPE, Mammoth Flowered, mixed, ¼ oz., 45c	.25	1.50
LEMON VERBENA, ¼ oz., 60c	.25	
LANTANA, Hybrida, mixed	.10	.30
Bruant's New Dwarf Hybrids	.10	.40

LOBELIA.

Bedding Queen, ⅛ oz., 40c	.20	2.50
Crystal Palace Compacta, true, ⅛ oz., 40c	.20	2.60
Speciosa, dark flowers and foliage	.15	1.00
Emperor William, ⅛ oz., 35c	.20	2.00
Hamburgia	.35	
Hybrida Sapphire, best for hanging basket, 1/16 oz., $1.00	.25	

MIGNONETTE.

True Machet, Vaughan's Selected Stock, ¼ oz., 25c	.10	.80
New York Market, ⅛ oz., $1.00	.50	7.00

PETUNIAS.

Large Double-Flowered Sorts.

Double Large-Flowering, extra choice. Mixed 1,000 seeds, $1.25; 10,000 seeds, $10.00; 500 seeds, 65c; 1/64 oz., $3.00.

Double Large-Flowering Fringed, best mixed, 1,000 seeds, $1.25; 10,000 seeds, $10.00; 500 seeds, 65c; 1/64 oz., $3.00.

Vaughan's Special Mixture Double, extra choice, 1,000 seeds, $1.25; 500 seeds, 75c; 1/64 oz., $4.00.

Single Large-Flowering Sorts

	Trade Pkt.
Large-Flowering, finest mixed, 1/16 oz., $1.60	$0.25
Fringed, mixed extra choice, 1/16 oz., $1.80	.25
Giants of California, true, 1/16 oz., $1.80	.25
Triumph of the Giants, 1/32 oz., $1.50	.50
Balcony Queen. Rich velvety violet with white blotches	.50

Vaughan's Best Mixture of Large-Flowering Single Petunias.
Trade Pkt. (1,000 seeds), 50c; 3 pkts. for $1.35

	Trade Pkt.	Oz.
Pyrethrum, Parthenifolium Aureum, Golden Feather	$0.10	$0.40

PANSY.

VAUGHAN'S INTERNATIONAL MIXTURE.

The World's Best, oz., $10.00; ¼ oz., $2.50; ⅛ oz., $1.50; Trade Pkt., 50c.

VAUGHAN'S GIANT MIXTURE.

Oz., $5.00; ¼ oz., $1.25; ⅛ oz., 75c; Trade Pkt., 50c.

See Catalogue for list of separate varieties.

SALVIA SPLENDENS.

	Trade Pkt.	Oz.
Clara Bedman	$0.25	$2.00
Drooping Spikes	.25	2.25
Fireball	.35	3.00
Zurich	.35	3.40
Maroon Prince, rich plum purple	.25	2.40

STOCKS.

Double Large-Flowering, Dwarf, German 10 weeks, Canary Yellow, Dark Blue, Crimson, Brilliant Rose, Light Blue, Blood Red, White, Flesh. Each of above ⅛ oz., 35c..	.25	
Extra choice mixed, ⅛ oz., 35c	.25	
Giant Perfection or Cut and Come Again. Sky Blue, Flesh, White, Dark Blue, Canary Yellow, Pink, Scarlet. Each of the above, ⅛ oz., 40c	.25	
THUNBERGIA, mixed	.15	.60
TORENIA Fournieri Grandiflora, ⅛ oz., 40c	.25	

SWEET PEAS.

Trade Packets contain ¼ oz.

	Trade Pkt.	Oz.	Lb.
Asta Ohn. A popular lavender	$0.25	$0.80	$10.00
Hercules, Lovely shade of pink	.30	.90	12.00
Morning Star. Deep orange scarlet with rich orange pink wings	.30	.90	12.00
Early Aviator, scarlet	.90	3.00	
White Orchid. White flowers of good substance	.20	.65	8.00
Zvolanek's Blue. The brightest blue	.25	.80	10.00

See Catalogue for list of separate varieties.

VINCA.

	Trade Pkt.	Oz.
Vinca Rosea. Mixed	$0.10	$0.70
Rosea, pink	.10	.80
Rosea Fl. Alba Oculata	.10	.80
Rosea Alba Pura, pure white	.10	.80
Rosea Delicata, delicate pink	.15	.80

VERBENA.

(See cut above.)

Mammoth. Mixed	.15	.80
White. Extra choice	.15	.90
Purple shades	.15	.90
Aurora Borealis. Fiery red	.25	2.00
Commandant Marchand, purple	.25	2.00
Defiance. Brilliant scarlet, true	.15	.80
Firefly. Scarlet, white eye	.15	1.40
Lucifer. Improved Defiance, ¼ oz., 80c	.50	
Auricula-Flowered, mixed	.10	.80
Mayflower. Beautiful pink	.15	1.00

Vaughan's Best Mixed Verbenas. This is unquestionably the best strain of Verbena seed in existence. It is composed of the best strains and colors of the Mammoth type, the Mayflower, the best European introductions of last year, all grown separately, and mixed in the right proportion.

Trade pkt., 25c; ¼ oz., 50c; oz., $2.00; 2 ozs., $3.50.

Our Trade Packets Contain Double the Quantities of Most Dealers. Four Complete Catalogues Annually. We Want Your Card for Our Mailing List. Mail It Today.

10% cash discount on flower seeds if cash is enclosed except Asparagus; discount on this is 2%.

Vaughan's Seed Store, 43 Barclay Street, NEW YORK. 31-33 W. Randolph St., 803 W. Randolph St., **Chicago**

CHRYSANTHEMUM SPECIALISTS

Elmer D. Smith & Co.
Adrian, Mich.

Just Arrived **Lily of the Valley Pips** Finest Quality

Ready for immediate delivery. For prices write

Van Meeuwen & Tegelaar, 1133 Broadway, NEW YORK (Corner 26th Street)

Mention the American Florist when writing

The Nursery Trade

American Association of Nurserymen.
J. Edward Moon, Morrisville, Pa., President; Lloyd C. Stark, Louisiana, Mo., Vice-President; John Watson, 400 Nassau Street, Princeton, N. J., Secretary; J. W. Hill, Des Moines, Iowa, Treasurer.
Forty-fifth annual convention will be held at Chicago, June, 1920.

MANETTI stocks are arriving.

ALBERT LEA, MINN.—Clarence Wedge, of the Wedge Nursery, is wintering at Ft. Lauderdale, Fla.

FRESNO, CALIF.—Light frosts in the San Joaquin valley, are reported to have resulted in some damage to late Emperor shipping grapes.

AT Painesville, Ohio, where the well-known Storrs & Harrison Co., is located, there are some 17,000 acres of land, devoted to nursery stock by various firms.

THE 1919 apple crop in Missouri is reported but 48 per cent of a full yield and only 70 per cent in quality, according to a bulletin of the state department of agriculture.

TOPPENISH, WASH.—The Toppenish Nursery Co. is sending out the largest force of road salesmen in its history and is well supplied with stock to meet the expected increase in business.—H. M. ,

THE American Association of Nurserymen is compiling a list of surplus nursery stocks for the use of members. For full particulars, address Executive Secretary John Watson, 400 Nassau street, Princeton, N. J.

CINCINNATI, O.—It is feared that the bore, a pest that attacks trees under the bark and causes their death within a year, will exterminate practically every birch in this city. The state department of agriculture has been unable to find a remedy.

"PLUM Pollination" is the title of Bulletin No. 310 recently issued by the College of Agriculture, Berkeley, Calif., covering experiments with plums and prunes that have been carried on by the division of pomology at the university farm during the past five years.

WITH a view to meeting the needs of apple growers who have not placed their business on the most profitable basis, the bureau of markets of the United States department of agriculture has just published Farmers' Bulletin No. 1080, "Preparation of Barreled Apples for the Market."

STOCKTON, CALIF. — An organization similar to the California Raisin Growers' Association is to be organized, which will have for its object the marketing of wine and table grapes as second grade raisins. Syrup, grape juice and other products will also furnish a market for the growers.

Wood Water Main Endures 130 Years.

About 50 feet of wooden water main, installed in Boston in 1789, and used continually as part of the system for bringing water to the city until 1840, have been dug up, and while the outside surface is rotted, the wood is still hard and apparently as good as ever. The wood, at first claimed to be cedar, is, according to the foreman in charge of the work, pitch pine.

Delphinium Belladonna

A very desirable forcing plant both for potting and growing on the benches.
Strong three year plants.....$15.00 per 100

JACKSON & PERKINS COMPANY, Newark, New York

Ibolium THE NEW HYBRID **Hardy Privet**
(L. Ibota x Ovalifolium)
Now sent out for the first time. Inquire for further information. One-year field-grown plants, $5.00 each. Summer rooted, frame-grown, $3.00 each. Plants in storage for immediate shipment.
Introducers of **Box-Barberry**, well rooted summer frame cuttings, $65.00 per 1000.
The Elm City Nursery Co., Woodmont Nurseries, Inc.
NEW HAVEN, CONN.

Ibolium Privet, Natural Habit. Ibolium Privet, When Trimmed

Hill's Evergreens
BEST FOR OVER HALF A CENTURY
Small, medium and large sizes supplied.
Price list now ready.
The D. Hill Nursery Co.
Evergreen Specialists Largest Growers in America
Box 404. DUNDEE, ILL.

Plant Propagation, Greenhouse and Nursery Practice.
By M. G. Kains.
342 pages, illustrated. Price $2.00.
American Florist Co.
440 S. Dearborn St., CHICAGO

New Stocks for American Fruit Growers.

Dr. Wm. A. Taylor in his report as chief of the bureau of plant industry, has the following:

One of the big problems of American fruit growing is that of stocks resistant to diseases and insects and suitable for our wide range of soil and climate. Promising new stocks of pear, apple, peach, cherry, and plum have been assembled from foreign countries, chiefly the Orient. Nearly 150 pounds of seed from pear trees supposed to be resistant to fire-blight have been secured through exploration in China. Seedling stocks are being grown at widely separated places, and distributions are being made to nurserymen and others in order to determine their disease resistance, congeniality, and adaptability to varying soils and climates. About 75,000 new pear stocks have been distributed.

BLIGHT-RESISTANT CHESTNUT TREES.

The Chinese chestnut (Castanea mollissima) has been found one of the most promising trees to combat disease. This chestnut was found in China, where for years the trees had to struggle against blight. Several thousands of these young trees are now being grown, also several thousand hybrid chestnuts, with the object of testing them for disease resistance and nut production.

Miscellaneous Plants
Boston Ivy
Clematis Paniculata
Shrubs
Raspberries, Blackberries
Evergreens
Ornamental Trees
Perennials
California Privet Hedge
Japan Barberry
Prices on request.
Peter Bohlender & Sons
Tippecanoe City, Ohio

HARRISONS' NURSERIES
Fruit Trees Budded from Bearing Orchards. Peach, apple, pear, plum, cherry, quince, grape-vines, strawberry plants, raspberries, blackberries, evergreens and shade trees. Catalog free.
Harrisons' Nurseries, Box 39, Berlin, Md.

VIBURNUM PLICATUM
Also Berberis Thunbergii. Hydrangea Paniculata, Weigelia, Spireas, Etc.
Ask for complete list of Oak Brand Shrubs.
The CONARD & JONES CO WEST GROVE PENN'A.
Robert Pyle, Pres. Ant. Wintzer, Vice-Pres.

Rosa Multiflora (Polyantha) Seedlings,
4-5 mm., $35.00 per 1000.
E. TURBAT & CO.
Nurserymen, ORLEANS, FRANCE

RAFFIA is again obtainable. You can now get prompt shipments from our really big stocks in either Chicago or Camden.

We are carrying an extra fine quality West Coast Raffia in an extensive range of rich colors.

The strands are exceptionally long, extra wide, pliable and strong.

Be sure to send for our color card No. 8 and price list.

KOMI-RAFFIA

Ready to deliver. Put up in attractive 1⅓ oz. boxes, 12 boxes of one color to a carton.

R·H·COMEY CO·

CAMDEN, N. J.

2440 Washburn Ave., CHICAGO, ILL.

Christmas Plants

For the Holiday Trade we have the following to offer in choice quality and good value:

Begonia Glory of Cincinnati,
" Gloire de Lorraine,
" Turnford Hall, White,
" Melior,
" Mrs. J. A. Peterson,

} Now in flower, ready for shipment.

In choice plants and fine specimens, at $1.00, $1.50, $2.00, $2.50 and $3.00 each.

We will also have a nice lot of smaller plants of **Begonia Glory of Cincinnati,** suitable for Baskets and Jardinieres, at 30c, 40c and 50c each.

Asplenium Nidus Avis (Bird's Nest Fern), 4 inch pots only, at $50.00 per 100.

Our Begonias are exceptionally fine this season. We assure you of our most careful selection in any and all orders you may favor us with.

Cash with order from unknown correspondents. No C. O. D. orders accepted.

Add 10% for crates and packing.

J. A. PETERSON & SONS

Westwood, Cincinnati, Ohio

Pueblo, Colo.

Business in the "Pittsburgh of the West" was fairly good for Thanksgiving day notwithstanding the fact that there is much unemployment due to strikes. Cold weather and a good covering of fresh snow seemed to stimulate late sales. Chrysanthemums sold freely and with pompons were the standard flowers for baskets and table decorations.

NOTES.

We read with much interest the account of the fine show staged by the Denver Society of Ornamental Horticulturists in that city. Colorado Springs was on hand with excellent displays. Why was not Pueblo on the list also? Concerted action should be taken to bring our business forcibly before the public. What better way than in these splendid exhibitions which attract thousands of visitors?

Jacob Pistorius, gardener at the state hospital for the insane, is now enjoying a well-earned winter vacation. He is making plans to enter the florist business for himself in either this state or California, if a suitable opportunity presents itself.

The rose range of G. Fleischer & Son is now in full bloom but the demand is not up to standard and does not compare with the corresponding period of 1918, influenced by the influenza.

The local chapter of the Red Cross realized several hundred dollars on the sale of chrysanthemums grown by George Lane in the city greenhouses in Mineral Palace park.

Fire which started in an overheated stove in the residence recently resulted in the complete destruction of the range of Oscar Tweed.

John Stuckwisch, father of Charles Stuckwisch, florist at the state hospital, is now with the Bolt Floral Co.

J. P.

Stocks, Cinerarias, Snapdragons

	Per 100
Stocks, Beauty of Nice, 2-in	$3.00
" " " " 3-in	6.00
Snapdragon, in five colors, 3-in	6.00
Cinerarias, assorted, 2¼-in	3.00
Malacoides Louincler, 2¼-in	3.50

	Per 100
Sprengeri, 2¼-in	$4 00
Plumosus, 2¼-in	5.00
Marguerites, single, white, 2-in	3.00
English Ivy, 2¼-in	3.00
" " 3-in	6.00
Fuchsias, Black Prince, 3-in	7.00

'Mum Stock Oct. Frost, Polly Rose, Oconto, Razer, Alice Byron, Golden Glow, Chrysolora, Golden Queen, Roman Gold, Marigold, Percy Plumeridge, Chieftain, Dr. Enguehardt, at $5.00 per 100 clumps. Cash. No charge for packing.

Globe Greenhouses, 2nd Ave. and Garfield St., **Denver, Colo.**

CHAS. H. TOTTY

MADISON, NEW JERSEY

WHOLESALE FLORIST

Chrysanthemum Novelties My Specialty

CINCINNATI, O.—J. A. Peterson & Sons report good business in holiday plants. One house is filled with fine cyclamens selected for seed, and a new begonia of superior character will be offered soon.

ATLANTA, GA.—The Nunnally Co., well-known florists of this city, are reorganizing their candy business, said to be the largest in the south, and founded by J. H. Nunnally, president of the company, in 1885.

If you are interested in

POINSETTIAS

and four and five inch

BOSTON FERNS

for immediate delivery, write

GEO.A. KUHL, Wholesale Grower PEKIN, ILL.

Mention the American Florist when writing

Carnation Laddie

R. C., Feby. and March Delivery.

$10.00 per 100; $90.00 per 1000.

The demand for this Carnation will far exceed the supply.

F. DORNER & SONS CO., Lafayette, Ind.

Mention the American Florist when writing

Ready Reference Section.

12 CENTS, NET, PER LINE.

ABELIA

Abelia Grandiflora, per 100, 8 to 12-in., $12.50; 12 to 18-in., $17.50. Field-grown, well branched. THOMASVILLE NURSERIES, Thomasville, Ga.

ALYSSUM.

Alyssum, Double Giant, 2-inch, $2.00 per 100. Elmer Rawlings, Allegany, N. Y.

Alyssum, Double Giant, 2-in., $2.00 per 100; $18.00 per 1,000. Byer Bros., Chambersburg, Pa.

Asparagus Plumosus, 4-in., 12c; 3-in., 6c each. EDGAR EASTERDAY, Nokomis, Ill.

AMARYLLIS.

Amaryllis seedlings in many colors, 2¼ to 2½-in., $20 per 100, $180 per 1,000; 2¾ to 3¼-in. diameter, $30 per 1,000. These bulbs are all 4 to 5 years old and should bloom next spring. No charge for packing. F.O.B. here.

TAIT BROS. Co.,
Box 556 Brunswick, Ga.

ARAUCARIAS.

Araucaria Excelsa, very fine plants, 6-in. tubs, 4 to 5 tiers, $4.00 to $5.00 each. Packing at cost. WM. K. HARRIS, 55th Street and Springfield Ave., Philadelphia, Pa.

ASPARAGUS.

Asparagus plumosus, 2¼-in., 3-in., 7½c; 4-in., 12½c. Sprengeri, 3-in., 7c. Cash. L. J. ROWE, Titusville, Pa.

Asparagus Sprengeri, 2½-in., $4.00 per 100. Byer Bros., Chambersburg, Pa.

ASPIDISTRA.

Aspidistra, green, 10-in. tubs, 20 to 24-in. high, $5 to $8; 12-in. tubs, 22 to 28-in. high, $8 to $10 each. Vaughan's Seed Store, Chicago and New York.

BEGONIAS.

Begonia (pink) in bloom. Fine for Xmas, 4-in., 15c. Cash. L. J. ROWE, Titusvlile, Pa.

BOXWOOD.

CHOICE BOXWOOD SPRAYS

Write us today for prices on Fall and Winter deliveries. Best merchantable fancy tips Dwarf variety. Quality guaranteed. Satisfactory delivery assured to all parts of U. S. A. and Canada.

PITTSBURGH CUT FLOWER CO.,
116-118 Seventh St. Pittsburgh, Pa.

BULBS.

Bulbs. Hyacinths, early and Darwin Tulips and Narcissus. For varieties and prices see display advertisement elsewhere in this issue. Vaughan's Seed Store, Chicago and New York.

Bulbs. Single and double hyacinths. Darwin and single tulips. For prices see display advertisement elsewhere in this issue. J. M. Thorburn & Co., 53 Barclay St., New York.

Dutch Bulbs, for immediate shipment. For varieties and prices see display advertisement elsewhere in this issue. A. Henderson & Co., 166 N. Wabash Ave., Chicago.

BULBS.

Bulbs. Tulips and Lilium Giganteum. For sizes and prices see advertisement on front cover page of this issue. S. S. Skidelsky & Co., 50 Park Place, New York.

Dutch Bulbs. For varieties and prices see display advertisement elsewhere in this issue. Van Meeuwen & Tegelaar, 1133 Broadway, New York.

Bulbs. Large selection of finest varieties for forcing and outside. Write for special quotations. Weeber & Don, 114 Chambers St., New York.

Bulbs. Holland and French. Ask for our quotations. General Bulb Co., 110 Water St., New York.

CALENDULAS.

700 2-in. Orange King, $3.25 per 100, packed. Cash. Fine strain; our own sowing.

HEITMAN-OESTREICHER CO.,
5630 North Ave. Milwaukee, Wis.

Calendula Orange King, 2-in., $2.00 per 100. Seedlings, $1.00 per 100. Byer Bros., Chambersburg, Pa.

CARNATIONS.

Carnation Cuttings. December, January, February and March delivery. Varieties: Beacon, Alice, Cottage Maid, Mrs. C. W. Ward and Matchless. $6.00 per 100; $50.00 per 1,000.

THE PARK FLORAL CO.
Denver, Colo.

Carnation Laddie, rooted cuttings, January 1st delivery. $10.00 per 100; $90.00 per 1,000. A. F. Longren, 4249 W. Monroe St., Chicago

Carnations; rooted cuttings. Laddie, $90.00 per 1,000. F. Dorner & Sons Co., Lafayette, Ind.

CINERARIA.

Cinerarias, 6-in. semi-dwarf. Fine plants, $30.00 per 100. Add 5% for packing. JOHN HANLON & SONS, 8760 Frankford Ave., Philadelphia, Pa.

CHRYSANTHEMUMS.

Chrysanthemums in all leading varieties. Write for list. Elmer D. Smith & Co., Adrian, Mich.

CYCLAMEN.

CYCLAMEN—Strong, transplanted seedlings for January and February delivery; all leading varieties. $6.50 per 100; $60.00 per 1,000. PETER PEARSON, 5732 Gunnison St., Chicago.

DAHLIAS.

DAHLIAS FOR CUT FLOWERS.

Mixed colors and types, $3.00 per 100. Mixed types in separate shades, red, white, pink and yellow, $5.00 per 100. Good, strong, field-grown divisions. Cash with order or one-fourth deposit for reservations. Stillman's dahlias are world known. GEO. L. STILLMAN, Dahlia Specialist, Box A-20, Westerly, Rhode Island.

FERNS.

Ferns. Pot grown; shipped without pots. Boston and Scottii, 4-in., $3.00 per doz.; $20.00 per 100. 5-in., $4.80 per doz.; $35.00 per 100. R. Vincent Jr. & Sons Co., White Marsh, Md.

Ferns, Galax and Leucothoe. New crop ready for immediate shipment. For sizes and prices see display advertisement elsewhere in this issue. Elk Galax & Fern Co., Banners Elk, N. C.

Ferns. Victory. A new and valuable variety of Nephrolepis. For sizes and prices see advertisement on front cover page of this issue. F. R. Pierson, Tarrytown, N. Y.

Scotti and Teddy, Jr., extra fine, 6-in., $1.00 and $1.25; 8-in., $2.00; 10-in., $3.00 each. Packing at cost. WM. K. HARRIS, 55th Street and Springfield Ave., W. Philadelphia, Pa.

Boston ferns out of the bench ready for 6 and 8-inch pots. Come and see the stock and for prices. J. H. FIESSER, North Bergen, N. J.

Ferns. Boston, 4-in., 20c and 25c. Bench grown, ready for 6-in. Strong, 50c. Cash. L. J. ROWE, Titusville, Pa.

Hardy ferns. Illustrated descriptive list mailed. LUDWIG MOSBAEK, Ferndale, Askov, Minn.

Fancy Ferns, special picked. C. A. Kuehn. 1312 Pine St., St. Louis, Mo.

FORGET-ME-NOTS.

3,000 winter-blooming Forget-me-nots, 2½-in., $4.00 per 100. Order shipped day received. W. C. EHMANN, Corfu, N. Y.

FREESIAS.

Freesias. Imp. Purity, ⅜-½-in., $6.00; ½-in. Plump, $8.00 per 1,000. Colored (Fardel's), separate colors, $4.00 per 100; $35.00 per 1,000. Mixed, $3.50 per 100; $30.00 per 1,000. Vaughan's Seed Store, Chicago and New York.

GERANIUMS.

Geraniums, S. A. Nutt and a few Grant, mixed, strong, 4-in. stock plants, $10.00 per 100. Cash. EAST END GREENHOUSE, Punxsutawney, Pa.

Geraniums. Rooted cuttings. S. A. Nutt and Buchner, $20 per 1,000; Ricard and Poitevine, $25 per 1,000. Albert M. Herr, Lancaster, Pa.

Geraniums. Nutt and Castellaine, 2¼-in., 3½c, $30 per 1000; 3-in., 4½c, $40 per 1000. Cash. L. J. ROWE, Titusville, Pa.

GLADIOLI.

Choice No. 1 Gladioli for immediate delivery. Cash with order please.

America	per 1000	$24.00
Mrs. Frank Pendleton	per 1000	40.00
Prince of Wales	per 100	12.50
Myrtle	per 100	10.00
Peace	per 100	5.00
War	per 100	5.00

J. C. GROSSMAN, Wolcottville, Ind.

GREENS.

Evergreens, ferns and galax. For sizes and prices see display advertisement elsewhere in this issue. J. Andes Evergreen Co., Dark Ridge, N. C.

If You Do Not Find What You Need In Our Ready Reference Department, Write Us About It

HOLLY.

Holly. Vaughan's XXX quality. Write for prices. Vaughan's Seed Store, Chicago and New York.

HYDRANGEAS.

Hydrangeas, Otaska and French, pot grown, 5-in., 30c; 6-in., 35c. Cash. L. J. ROWE, Titusville, Pa.

KENTIAS.

Kentia Belmoreana. Average in 3 and 4 leaves, good strong plants out of 2¼-in. pots at $15.00 per 100. Prices on larger quantities on application. J. H. FIESSER, 711-741 Hamilton Ave., North Bergen, N. J.

NARCISSUS.

Narcissus. Paper White Grandiflora. 13 ctms. (1250 to case), $3 per 100; $28 per 1000. 14 ctms., (1000 to case), $3.50 per 100; $30 per 1000. A. Henderson & Co., 166 N. Wabash Ave., Chicago.

Narcissus Paper White Grandiflora. Ready for immediate shipment. Write for prices. Hogewoning & Sons, Inc., 32 Broadway, New York.

ORCHIDS.

HASSALL & CO., orchid growers and raisers, Southgate, London, England. Cattleyas, Laelio-Cattleyas our specialty. One trial order solicited.

Orchids of all kinds, established and semi-established. Lager & Hurrell, Summit, N. J.

PALMS.

Palms, high class, and novelties in decorative plants. Robert Craig Co., Market and 49th Sts., Philadelphia, Pa.

PANDANUS.

Pandanus Veitchii, per doz., $9.00 to $24.00. Anton Schulther's, 316 19th St., College Point, New York, N. Y.

PANSIES.

Pansy Plants. Vaughan's Giant Mixture; also separate colors and varieties. September sown, out-door grown, $4.00 per 1,000. ODOR GREENHOUSES, Iola, Kans.

Pansy plants, Mastodon strain; August sown. $4.00 per 1,000, by express. EDGAR EASTERDAY, Nokomis, Ill.

Pansies. 200,000 fine plants, Giant strain, $3.00 per 1,000. Byer Bros., Chambersburg, Pa.

PRIMULAS.

Primula Obconicas. Rosea, Apple Blossom, Kermesina. Good, strong stock from 2¼-in. pots at $6.00 per 100; $55.00 per 1000. J. H. FIESSER, North Bergen, N. J.

PRIVET.

Privet. Box-Barberry, well rooted summer frame cuttings, $65.00 per 1000. The Elm City Nursery Co., Woodmont Nurseries, Inc., New Haven, Conn.

ROSES.

Roses: Strong well rooted 1-yr., No. 2, outdoor grown Roses, Am. Pillar, Balto, Belle, Cherokee, D. Perkins, White Dorothy, Excelsa, Hiawatha, Lady Gay, Prairie Queen, and Wichuraiana, at $5.00 per 100. Sample 25 of anyone of the above Roses postpaid for $1.50. Cash with order.

You need our wholesale trade list of lining-out stock for florists and nurserymen. Send for it today SURE.

ATLANTIC NURSERY CO., INC.
Berlin, Maryland, U. S. A.

ROSES.

ROSES READY FOR IMMEDIATE SHIPMENT

COLUMBIA, 2½-in. own root, $15 per 100; $125 per 1,000.

CHARLES H. TOTTY COMPANY,
Madison, New Jersey

Roses. New for 1920. Pilgrim, Crusader and Mrs. John Cook. For further particulars write. A. N. Pierson, Inc., Cromwell, Conn.

List of 2¼ and 4-in. Roses ready, on request. Leedle Co., Expert Rose Growers, Springfield, O.

SEEDS.

Seeds, High Grade. We specialize in beans, carrot, lettuce, onion, parsnip, radish, salsify, spinach, named and mixed nasturtiums, and Grandiflora and Spencer Sweet Peas. Atascadero Seed Company, Atascadero, Calif.

Surplus Stocks.

The new plant quarantine gives greatly increased value to many kinds of surplus stock heretofore considered of little account, especially bulbs and plants.

You can quickly turn such surpluses into cash by advertising here.

Seeds. Specialties in variety. Onion, carrot, beet, radish and parsnip. Contract prices mailed on request. R. C. McGill & Co., wholesale seed growers, San Francisco, Calif.

Seeds. Pedigree and selected stocks of rutabaga, turnip, cabbage, Savoy cabbage, beet and mangel; flower seeds. Write for special prices. Kelway & Son, Langport, Eng.

Seeds. Michell's Flower. For varieties and prices see display advertisement elsewhere in this issue. Henry F. Michell Co., 518 Market St., Philadelphia, Pa.

Seeds. Contract growers of cucumber, cantaloupe, watermelon, squash and pumpkin seed; sugar, flint and field corn. J. C. Robinson Seed Co., Waterloo, Neb.

Seeds. Tomato, pepper, eggplant, squash, pumpkin, cucumber and watermelon seed and field corn on contract. Edgar F. Hurff, Swedesboro, N. J.

Seeds. Contract growers of cucumber, muskmelon, squash and pumpkin; sweet flint and dent corn. The C. Herbert Coy Seed Co., Valley, Neb.

SEEDS.

Seeds. Rhodes grass, Paspalum grass, Sondan grass, Couch, Prairie grass, Red Top grass. H. A. Peterson, Ltd., Brisbane, Queensland, Australia.

Seeds. Sweet, flint and dent corn, cucumber, musk and watermelon, pumpkin and squash. Western Seed & Irrigation Co., Fremont, Neb.

Seeds, specialists: Pepper, eggplant, tomato, vine seed and field corn. George R. Pedrick & Son, contract seed growers, Pedricktown, N. J.

Seed, Beet, sweet corn, bean, onion sets, potato. Prices will be quoted upon application. S. D. Woodruff & Sons, 82 Dey St., New York.

Seeds. Growers for the trade: Beans, peas, sweet corn, onion, turnip, radish, beet, etc. The Everett B. Clark Seed Co., Milford, Conn.

Seeds. Peas, beans, corn and vegetable of all kinds in quantity and of highest quality. Jerome B. Rice Seed Co., Cambridge, N. Y.

Seeds. Wholesale field and garden seeds. J. Bolgiano & Son, Light, Pratt and Ellicott Sts., Baltimore, Md.

Seeds. Specialties: Lettuce, onion, sweet peas, aster, cosmos, mignonette, verbena in variety. Waldo Rohnert, Gilroy, Calif.

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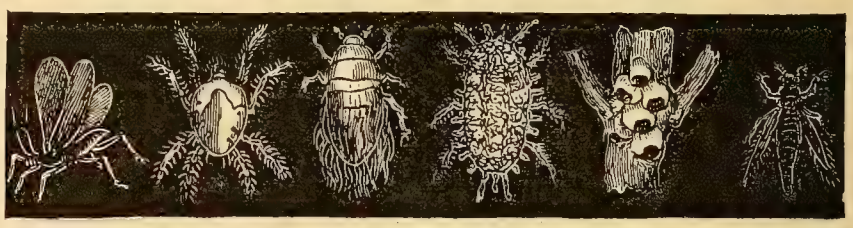

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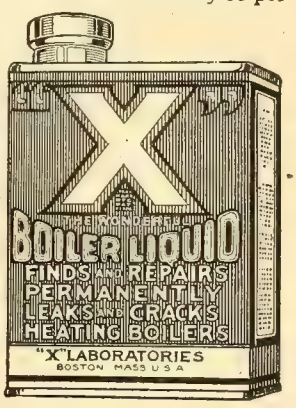

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Vol. LIII. CHICAGO AND NEW YORK, DECEMBER 20, 1919. No. 1646

THE AMERICAN FLORIST

ESTABLISHED 1885

Copyright 1919 by American Florist Company.
Entered as Second Class Matter Nov. 11, 1891 at the Post Office at Chicago, Illinois, under act of March 3, 1879.

PUBLISHED EVERY SATURDAY BY

AMERICAN FLORIST COMPANY,
440 S. Dearborn St., Chicago.
Long Distance Phone: Harrison 7465.
Registered Cable Address: Ameflo, Chicago.

Subscription, United States and Mexico, $1.50 a year; Canada, $2.00; Europe and Countries in Postal Union, $2.50. Volumes Half Yearly From August 3, 1901.
Single Copies, 10 cents.

Address all correspondence, subscriptions, etc., American Florist Co., 440 S. Dearborn St., Chicago

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CARNATION STEM ROT.

By P. A. Lehenbauer, Plant Physiologist and Pathologist, Division of Floriculture, University of Illinois, Urbana.

Cause of Great Loss to Growers.

Carnation stem rot causes a loss to growers of from one-tenth to twenty per cent, an average of over two per cent in the glass house, and an average of over three per cent in the field. These data are given by Dr. George Peltier in a recent bulletin of the Illinois floriculture experiment station. Dr. Peltier made a careful study over a period of several years and his bulletin, No. 223, contains some valuable suggestions along the line of control of the disease.

Carnation stem rot often is called a soil disease by pathologists. This does not imply that the soil, as such, is at fault, either in chemical composition or in physical structure, but it means that the causal organism of the disease, lives normally in the soil. The direct cause of the disease is a fungus. Practically all soils are inhabited by this fungus, a point which must be kept in mind in any consideration of methods of control.

In attempting to control the destructive work of the fungus of stem rot, two methods naturally suggest themselves. One consists in spraying the plants with a fungicide in order to destroy the fungus; the other, in treating the soil with a disinfectant or some other agent, which will either eliminate the fungus from the soil or inhibit its growth. Neither of these methods is practical or effective. The reasons are evident when we fully appreciate the life habits of the fungus.

We must keep in mind, as said above, that so far as is known, all soils harbor the fungus. Soil treatment, therefore, is very difficult, if not even useless. Dr. Peltier has shown by experiment that the fungus may be destroyed in soil by steam sterilization prior to filling the benches. What effect this steam sterilization may have on the properties of the soil is not yet clear. We know, of course, that certain other organisms, primarily bacteria, are essential in soil for the continuous growth of plants. However, be it as it may, steam sterilization of soil cannot be entirely effective in eradicating the stem rot fungus, for whenever carnation plants are benched, the introduction of the fungus into the bench cannot be avoided. Small quantities of soil, clinging to the roots, may and, in all probability, do contain the fungus. Very small quantities of soil introduced from the field into clean soil of the benches will reinoculate the latter. But there is still another point in this connection. The fungus enters the bark of the stem at or just below the surface of the soil, while the plant is growing in the field. Such a plant need not necessarily show any symptoms of the disease. When such an infected plant, apparently clean from soil, is placed in clean sterile soil of the bench, the latter is very readily reinoculated.

Disinfectants Ineffective.

Applying disinfectants to the soil at this time does little good. Small quantities of a disinfectant, although deadly to the fungus, when growing in the test tube, are not so in the soil. This is probably because of the adsorptive and absorptive properties of soil. Larger quantities of the disinfectant, though the fungus may be destroyed, are injurious to the plant, and may do more harm than the fungus itself.

The second suggested method of control, that of spraying the plants, is equally ineffective. The fungus enters the bark of the stem at a point just above and just below the surface of the soil. After entering the stem, other conditions being favorable, the fungus penetrates more deeply into the tissues, eventually girdling the stem. Fun-

gicides do not penetrate the bark sufficiently to kill the fungus within the tissues. Spraying at this time cannot, therefore, be effective.

Methods of control must be directed along other lines. Let us turn over the whole situation and look at it from the other side. It has often been said that "prevention is better than cure"; this is a good thought to keep in mind when we try to control fungus diseases. Medical men tell us that pathogenic bacteria of man are cosmopolitan and are nearly always about us. Many of us have the diphtheria organism in our mouth or throat, yet we are well. Some of us have the typhoid bacillus in our bodies, yet we do not have typhoid fever. How do we explain this? Why are we not sick when these germs are present in our body? Because our body is resistant, or in other words, not susceptible to the attack of the germ. We keep our body in condition, as it is often expressed.

Plants are very similar to animals in many respects. Plants also are living beings, in many cases as sensitive as animals, and possibly even more responsive to the conditions of the environment in which they live. They are attacked by germs and disease producing organisms as well, and respond in a somewhat similar way. Let us, therefore, look at the situation from the standpoint of the plant, and try to determine what the factors and conditions are which enable the plant to ward off the attacks of the fungus and make it resistant to the disease.

Disease Governed by Temperature.

Dr. Peltier has shown by data, that the extent of disease follows closely upon the temperature conditions. He also has found that the fungus, although it lives and can thrive over a wide range of temperature, is very active at only a relatively high degree of temperature. He tells us that the optimum temperature, that is the best temperature for growth, is from 86 to 88 degrees Fahrenheit. We know, of course, that the best temperature for growing carnations is approximately from 50 to 53 degrees at night, and from 60 to 62 degrees during the day. Here we have a key to the situation which opens up a method of attack. When the temperature is relatively low, the fungus is not very strong and active; it cannot do much harm. The carnation plant, on the other hand, is strong and active and, consequently, in good condition. When the temperature is high, the fungus is strong and active, while the plant is not strong, but is in poor condition. When, therefore, the latter prevails, infection takes place, and the plant, consequently, becomes diseased.

Carnation stem rot is most prevalent a short time after benching. This is to be expected, because at this time, the plant is somewhat upset and not quite normal. In other words, its resisting powers are somewhat low. However, the important fact is that stem rot is most prevalent when benching is followed by a period of high temperature. At high temperature, not only is the carnation plant "out of condition," but the fungus is at its maximum vigor.

Mr. Doran of the New Hampshire station, experimenting with various kinds of fungi spores, has recently found that the optimum temperature for the germination of the spores of carnation rust is about 57 degrees F. This happens to be about the day temperature for the carnation. It is, however, higher than is the night temperature of the carnation house. He also found that the optimum temperature for the germination of the spore of snapdragon rust is 50 degrees. This is about the night temperature for growing snapdragons. These data indicate that snapdragon rust has a better chance to grow in our glass houses than does carnation rust, and it is probably one reason why snapdragon rust is a more serious disease than is carnation rust.

Our method of control, then, consists in a careful consideration of the temperature requirements of both fungus and plant. If we keep the carnation plants at a relatively low temperature, the optimum for that plant, we should have no stem rot. The high outdoor temperatures in July and August, when the carnations are benched, of course, makes control of temperature under glass difficult. Benching later in the season will often enable us to avoid this difficulty. Other conditions of the growing house should be watched carefully. One of these is water, not only the amount in the soil, but also that in the air. Dr. Peltier gives us also some interesting suggestions on this point, but space does not permit a discussion at this time. The bulletin may be had free by writing the Illinois station at Urbana. In closing, we want again to put emphasis on this point: in order to prevent loss of plants from carnation stem rot, keep the environment at the optimum for the plant. Keep the plant in a vigorous condition at all times, and it will not be susceptible to disease .

Miniature Pyramid of Cut Boxwood.

A Quick Selling Novelty. The Illustration Does not Show the Red Berries or Ribbon, Which Give It the Christmas Color. Height 12 Inches.

WASHINGTON, D. C.—Gude Bros. Co., in calling attention to its telegraph delivery department, has issued an attractive circular, 18x22 inches, featuring the slogan, "Say it With Flowers," and reproductions of telegraph orders from a number of cities.

THE RETAIL TRADE

Conducted by Robt. Kift, Phila., Pa.

Miniature Christmas Novelties.

There are a number of little novelties that can be made up at this time, which will be found attractive to customers, and can be sold at a very good profit. One of these is a miniature pyramid boxwood, which is made of short, fluffy sprays, tied in pyramid shape, from six to nine inches in height, with a spread of from four to six inches in diameter at the bottom, and is then set firmly into a small, fancy four-inch jardiniere. This had best be filled with small pebbles, covered with moss, the weight of which keeps it from being easily tipped over. A few artificial holly berries, dotted in small clusters, together with a knot of red ribbon, gives it a Christmas coloring and finish that adds much more than its cost. A cone of moss, with a stick in the center to fasten it in the pot, can be filled with stemmed boxwood to make the same effect. Another plan is to tie the branches together so that all stems shall be long enough to reach the water, this, when placed in a fancy pot of water, will then last for weeks. A red ruscus pyramid, the same size as the box, also arranged as if growing from a small fancy jardiniere, is another good seller. The same imitation may also be made from selected ground pine, and touched up with the artificial holly and the miniature red bow.

Miniature gilt and silvered ruscus crescent wreaths, decorated at the full part with small silvered and gilt cones, and tied with narrow red ribbon, will prove a good selling novelty.

A few medium-sized open cones, strung in a tapering cluster, with a sprig or two of prepared ground pine, and a little artificial holly for color, tied with a red bow and narrow ribbon to hang up, will catch the fancy of many customers.

The largest cones obtainable, decorated individually at the stem and with green sea moss, a little ruscus and artificial holly, and tied with a red bow, narrow red cord and tassels, make a pretty little conceit to hang from the chandiliere in front of a mirror or in the window.

Slender red chenille wreaths, tied with a red bow to a selected branch of holly, will be just the thing for a small gift, taking perhaps the place of a Christmas card.

The miniature trellis boxes can be filled with small plants of box made from sprigs of boxwood. Small leaved ivy can cover the trellis, and at one upper end tie a three-inch chenille wreath with narrow red ribbon. This will be called "cute", and moved off at a good price.

Miniature wreaths of all box or red ruscus, or the fine, open flowered statice that is now available for the first time since before the war, will, if featured, be found good sellers. These should be crescent shaped, from four to five inches in diameter over all, and tied with narrow red ribbon, sprigs of red or silvered ruscus or small silvered or gilt cones at the ribbon, are attractive. They can be placed inside, on top of flowers, tied on the box outside, or may also be attached to choice plants or baskets.

Next Week in the Flower Shop.

The busy days of the holiday season are here at last; the rush is on, but if handled with system, there is little anxiety as to the outcome. The result of the planning and preparatory work of the dull summer months finds those who took advantage of the idle hours, and turned them to account, to have but to add the finishing touches to their wreaths and other designs in chenille and other prepared materials, and display them to the best advantage.

Sunday will, with the store closed, give a day free from interruptions, in which, with the enlarged force, much can be accomplished. Plant baskets should be brought in from greenhouses and receive their finishing touches of ribbon, garden sticks and other decorations. The entire stock of foliage and flowering plants and baskets should be placed to the best advantage; in short, the store must be made to look its very best, and so conveniently arranged, that a few sales do not break up the symmetry.

The stock makes a more conspicuous display and is handled much more economically, if the various classes of plants are grouped together. A mass of poinsettias is gorgeous A group of heather calls attention to them very much more than if they were placed here and there among other plants. Various sizes of ferns in decorative groupings, dividing other plants, will greatly assist to sell one another. Fruited plants can be arranged the same way, and are much more striking. It is the same with cyclamens, which should have table space all to themselves, where they can be featured in baskets, jardinieres, or with pots decorated, all of which adds greatly to their appearance and selling value.

There is a great saving of time in waiting on customers with the group system, as they do not go roaming all over the store to pick out the best of the plants desired. They are nearly all in one place, in view, and a choice is soon made. Good-sized, conspicuous labels on almost every plant, should carry prices. It is a great help, particularly for the extra salespeople. Plant baskets, and in fact, every item in stock, should be plainly marked.

There should be a space set aside for goods sold, but not to be delivered until December 24. Also, a "hold for card" or "will call" shelf, as frequently stock is ordered over the phone to be called for or to see and attach a card. All such orders, in the "will call" space, are at once found, and much time saved by this system.

Tag envelopes are a great help, as with the card inside, the envelope addressed and tied to the plant, the order is ready at once to be sent. When plant orders are taken, but not at once selected, the sheet, with cards to go, should be turned in by the salespeople to the desk, where the clerks put cards in envelopes, address tags, and there is then nothing to do do but select the plants. This is a great help to expert salespeople, who can then wait on many more customers.

As orders for cut flowers come in to the desk, the items desired should be entered on a card under various headings. At the close of the day, it is quickly seen just what stock will be required and it is at once ordered.

Wrapping is important. Whether there is danger of frost or not, each plant should be protected with paper, tied so as to make a neat package. It adds to the expense, but saves more than it costs in safe deliveries.

Never let a plant go out dry. Arriving at its destination late in the afternoon, or at night, it will seldom receive water until the next day, when it presents a sorry appearance.

Cut flowers, which are so expensive at this time, should be handled with the greatest care. The stock for December 24 and Christmas day orders, should not be taken out of the boxes. It keeps much better if not disturbed. One competent person, with an assistant, should pick out the orders, which are given, with tags and cards, to clerks to put in the boxes, and then passed to the wrappers. When orders have been properly prepared for putting up, there is a slip containing the order, priced, with day and hour of delivery, card to go, if any, in an envelope, and an addressed tag. These are fastened together with a wire card and tag goes with them, and the order memo is filed for reference. When the box containing these cards is empty, all orders are up. It is a system that does away with looking up items, cards or addresses, as this has all been done from the original sheets by the clerks in the office as the orders were taken. Nothing can be overlooked. Each order is complete in itself, and is quickly put up if there is stock enough to do it.

When boxes of flowers are arranged and sprinkled, they should be turned over for a moment before the lid is put on to run off any surplus water, which otherwise settles in the bottom and softens the box. All holly, mistletoe and other Christmas greens should be handled by a competent man familiar with quantities and values. To let everyone take what they think about right, is neither fair to the house or its customers.

SPRAY OF CHRYSANTHEMUMS AND CYCAS LEAVES.

The Holiday Telephone.

There is an ever increasing use of the telephone, some dealers declaring at least half their business comes in this way. This is probably somewhat exaggerated, but there is no question that many customers find it a great convenience ,and that it is a most important adjunct to business. From the opening to the closing of the store, it should be the duty of some responsible person to answer the phones. The cashier's desk is a good place to receive the calls, as he or she is generally well acquainted with the customers, familiar with the business, can quote prices, and take orders intelligently. If certain persons are wanted, they are called and thus lose no time answering inquiries not for them.

Careless handling of orders received in this way is a source of loss of both

money and business. When the bell rings, it should be answered at once and courteous replies given to questions. In taking orders, important matters are the correct initials, as well as the name, both of the person to whom the order is to be sent, and the charge, as well as the street number and direction, date, hour of delivery and card, if any. To fall down on any one of these seven details, means dissatisfaction, and often loss of the order.

Persons should be spoken to on the phone with the same courtesy as if they were present in the store. When, as sometimes happens, an excited person, with a real or fancied grievance, talks in a somewhat violent manner, it is best not to interrupt, but let them get it out of their system, then ask for, "Just a moment please," and on finding out the reason for the trouble, if any, an apology may be made and an adjustment promised at once.

With such a system in answering calls perfected for the ordinary business day, it will be found most useful at all holiday seasons when the phones are almost continually in service. Everyone's time is conserved, as all trivial questions are at once answered, many orders are taken, and only when necessary is an important salesman or other employe called from their work. Unless some such system is the custom, when the store is full of customers, all wanting to be waited on at once, the phones ring and receive but scant attention, those calling getting, "I cannot get them to answer," or "They are reported busy," from the operator. This, of course, means a loss of business that might have been secured with a better service as much as possible.

Outgoing calls should, at such times, be handled with the greatest expediency, so as to have the phones open for serviceas much as possible.

Many florists make a special point of their phone service, keeping their phone numbers to the front in all their store literature and advertisements. "Boston's Flower Phone," and number, is a sign familiar to the residents of that city. "Our store is as close as the nearest phone," belongs to Cleveland, O., while, "Your telephone opens the front door of our store," is another. Publicity regarding the telephone in connection with your business is splendid advertising, suggesting as it does, immediate service.

GEORGETOWN, ILL.—A new house, 20x 140 feet, which will increase capacity 25 per cent, has been erected at the range of R. J. Burgoyne.

GRAND RAPIDS, MICH.—Florists in this vicinity, profiting by experiences during the coal famine two years ago, seem well prepared this winter.

SCARBORO, N. Y.—Gasoline, igniting in the boiler house of S. Peterson, December 5, caused damage to the amount of $2,200 to greenhouses and contents.

AVOCA, N. Y.—Glen B. Higgins, of Rochester, will continue the business of his uncle, the late Edgar A. Higgins, a well known grower of bulbs and sweet peas.

DAYTON, O.—The receiver of the Miami Floral Co., whose affairs have been in litigation for some time, reports that at a meeting held December 1, the court held that no funds should be paid unsecured creditors.

CHRYSANTHEMUMS

Summary of the 1919 Season.

The chrysanthemum season of 1919 is now fast drawing to a close, and while it is fresh in mind, it is a good plan to take a little time and summarize on the season's experiences and results, as well as to lay plans for another year's work, figuring up the requirements of the planting, making provisions accordingly by reserving enough stock stools to produce the required number of plants. The results obtained from the crop of 1919 varies a great deal, according to the different sections of the country. Some growers report a very favorable season, while other results are not so satisfactory, but as a general conclusion, the growers who had good stock are very well satisfied with the season's returns and well paid for the extra effort they put into the care of their plants. Over the eastern section of the country, the weather was extremely wet during a greater part of the summer, consequently the wood did not ripen up as it should do, and the quality of the blooms suffered accordingly, but the growers who by greater effort, produced good stock, report very satisfactory prices for the same. The growers of the middle-western states were favored with a much better growing season, it being clear and dry, and not excessively hot, so that the quality of the crop averaged up well. In the early part of the season, the growers of this section had to compete with California grown stock, which was shipped in large quantities, irrespective of the prevailing conditions of the market, and while the blooms were large, a great number of them looked rather seedy after their long journey, and the foliage was very poor. Notwithstanding these defects, they cut into the sales and kept the price down of the home grown blooms, particularly those of medium size. After the second early varieties began to come, with their increased size, finer petalage and clean, fresh foliage, the California blooms did not cut much of a figure. Another factor that affected the sale of the chrysanthemums in the early part of the season was the very favorable season for outdoor flowers. Owing to the lateness of the first killing frost, the dahlias, cosmos and other late autumn flowers were at their best until late in October, and into every prominent flower market were shipped large quantities of these flowers from all directions. Dahlias never were as fine, or quantity so large, as they were during the first three weeks of October, and it is only one season out of many that are as favorable for the dahlia. This fact should be taken into consideration when figuring up next season's planting.

The reliable standard varieties formed as prominent a part in the plantings as heretofore, and some of those not so well known, were planted in increased numbers. No varieties have appeared to contest the supremacy of the very early varieties, Golden Glow and Smith's Advance, consequently these two had, as usual, the very early market to themselves. Yellow Advance, a sport of Smith's Advance, made its appearance and as it gets to be more widely grown, will prove quite a factor among the

CHRISTMAS WREATH.

Magnolia, Statice and Red Ruscus.

very early sorts. The variety, Chrysolora, was, as usual, one of the most popular sorts about October 15; the best quality blooms brought the highest market price, with some of the extra selects going considerably higher. Richmond is another good yellow for early October, easy to grow, and is sure to produce a good average of high grade blooms. Among the very early pink varieties, Early Rose was a very prominent offering this season. It is not as free in producing cuttings as some varieties, and a little hard in growth, but it pays well for any extra attention given it. With the limited trials of the novelties of the 1919 introduction, it is yet too early to give a very definite opinion of their worth for general commercial culture. Looking into the future, we may take as a guide the number of varieties submitted to the C. S. A. examining committees and conclude that the improvement of the chrysanthemum is still claiming the thought of the experts, not only the large flowered blooms, but the pompons, singles and anemones, as well. It is also well to study closely the reports of the committees, because there never was a season when so many varieties scored as high as they have done this year, a few of them getting close to the perfection point. It is also worth while to note the efforts that are being made in the production of the pompons, and as the committees' reports indicate, some very fine varieties are close at hand for dissemination, and it is very pleasing to know that the judges recognize very particularly the good qualities of color and form. The good work the Chrysanthemum Society of America is doing, through the examining committees, is sufficient reason for the obligation every chrysanthemum grower is under to the society, and ought to become a member thereof.

The great deal of trouble growers experience every year to check and eradicate the insect pests, should make them more particular in caring for the stock plants during their resting period, because if closer attention were given the stock during the winter months, by regular fumigating or spraying, it would eliminate a lot of the insect troubles later on. Another very important point in caring for the stock plants is not to allow them to get overwet at the roots, but keep them cool and a little on the dry side; also, do not store them away under the benches, but give them good light quarters, where they will get plenty of air.

Chrysanthemum Mrs. C. W. Johnson.

The accompanying illustration is of Chrysanthemum Mrs. C. W. Johnson, which will be disseminated the coming season by the E. G. Hill Co., Richmond, Ind., and the Charles H. Totty Co., Madison, N. J. The variety won the sweepstakes silver cup at the Cleveland show, November, 1917, was awarded the Chrysanthemum Society of America silver cup at the exhibition of the society in conjunction with the American Institute at New York in November, 1919, and was given certificates by examining committees of the Chrysanthemum Society of America at Chicago, New York, Cleveland and Indianapolis.

Chrysanthemum Society of America.

REPORT OF EXAMINING COMMITTEE.

Cincinnati, O., November 29.—Sunbeam, yellow Japanese incurved, scored 90 points commercial; exhibited by Elmer D. Smith & Co., Adrian, Mich.

C. W. JOHNSON, Sec'y.

CHRYSANTHEMUM MRS. C. W. JOHNSON.

National Publicity for Flowers.

As we approach the close of the year the committee looks back upon the work accomplished with a great deal of satisfaction. Our publicity campaign has certainly produced wonderful results in which the whole trade has shared. The movement of flowers and plants has been most active. No gluts have been reported in our markets, and the demand for our products has been greatly increased, in spite of a higher range of prices which has all along existed.

Our slogan, "Say It With Flowers," has gained the popular approval of the people, and is being quoted liberally outside our own field. It is being featured by our literary men and women, and it is being sung by concert artists the country over. Our florists—the progressive ones—are using it at every opportunity, and realize its value to them as a medium for suggestion. Daily, it is growing in use, and bids fair to rival in popularity the best slogan ever devised, and perhaps overshadow it. People who know, say that it is on top of all, and worth millions of dollars to our craft, if we perpetuate it by constant and unflagging publicity.

This condition was foreseen by our publicity committee—and it was realized through the generous support of only part of those most interested. When the committee started to raise a fund of $100,000 for this year's work, they confidently believed this amount would be forthcoming. It was not. Barely more than half has been volunteered. As a consequence, the campaign, as laid out, has seen many departures from its plans. We have only reached half as far as was intended. Those whose subscriptions have made the work possible, are unanimously of the opinion that the money spent has been a most excellent investment—there has been abundant proof to warrant such an opinion.

But, it would be interesting to know what the vast army of non-subscribers think about it all. Do they ever think of the benefit which this great campaign is producing for them? Are they willing, are they desirous that a certain body of generous men of their own craft should provide this benefit for them? Are they content to see their business conditions improve through the expenditures of others, and in which they have for many weary months been invited to join?

We put these questions at this time to all non-subscribers—this glorious Christmastime, when good will is so strongly accentuated, and the better selves of all of us respond to the appeals of conscience. Why not resolve to donate a small percentage of your Christmas profits to the campaign fund—your campaign fund, promoted in your interests, and productive of so much good for you? Thousands of dollars have been spent from the fund to make your Christmas business big. Put a little back—you owe it.

JOHN YOUNG, Sec'y.

RICHMOND, IND.—The E. G. Hill Co. reports an unusual demand for young roses for spring delivery.

PROVIDENCE, R. I.—The feature of the meeting of the Rhode Island Horticultural Society, December 17, was a presentation in story form of the "Japanese at Home," illustrated with stereopticon views, many of them in exquisite colors. Mrs. Etta Blaisdell McDonald of Boston, was the lecturer.

Cincinnati.

SHORTAGE OF GOOD STOCK.

Market conditions vary little from last week. Roses in the better grade are about equal to the demand, but short flowers are scarce. Chrysanthemums are about over with. A few Seidewitz are to be had. Mistletoe is about the only good white, and the growers in this vicinity do not consider their cut of this flower will be equal to the demand. Pompoms are being shipped in from northern markets, and seem to be about done. Orchids are scarce, few growers being willing to ship in zero weather. Lily of the valley is not much sought; in fact, retailers do not want it at the exorbitant price asked for inferior stock. Customers are discouraged from buying this flower. Violets have suffered from the warm weather of the early winter, and made too much foliage and no buds, but they should show improvement soon. Calendulas are not up to standard, but bring good prices. Sweet peas are only fair, dark weather causing them to lose their buds.

NOTES.

The monthly meeting of the florists' club was held December 8 at H. W. Sheppard's. Owing to the approaching Christmas holidays, the meeting was not largely attended, but the consensus of opinion of those present was to the effect that local florists were coming into their own with a rush, and that the "good of the club" committee should get busy immediately after the holidays and provide the necesasry entertainment and refreshments to bring out record attendance at future meetings.

C. E. Critchell is prepared to handle the largest Christmas business in the history of the concern and the selling and shipping force is able to take care of the rush, Mr. Critchell being fortunate in having an efficient staff.

F. C. W. Brown, of the J. M. Gasser Co., Cleveland, O., was a caller on the local market. Mr. Brown found it difficult to visit with all his firends in this city, owing to lack of time.

R. Witterstaetter, of Price Hill, will be in line with a fine crop of Mistletoe chyrsanthemums, both in white and yellow. Christmas Gold pompons are also in fine shape here.

C. P. Brunner, Springfield, Ohio, was a recent visitor. Mr. Brunner was a large purchaser of Christmas plants, stocks of which are now all sold out on the market.

Wm. Taylor, of Price Hill, has a wonderful stock of poinsettias, both in the pans suitable for table use, as well as fine stock for cutting.

E. G. Hill dropped in on us on his return from the Indiana State Florists' convention at New Albany.

The Cincinnati Cut Flower Exchange is handling large quantities of leucothoe, boxwood and ferns. K.

Nashville, Tenn.

HOLIDAY PREPARATIONS COMPLETE.

Activities in preparation for the rush of business for holiday week are everywhere in evidence, the windows of the flower shops being attractively dressed with wreaths of every kind with a touch of brightness added by the immortelle arrangements scattered among them. The decorated baskets of flowering plants are handsome and many orders for them have already been booked. The holly men and those who deal in evergreen wreaths have already begun operations. The holly is of fine quality, well berried and is largely used on all occasions where decorations are part of the programme. The fine fall weather has contributed to the development of this item in this section. Another red berry that is coming into prominence is that of the "brick bush" as it is called in this vicinity. An unusually attractive combination recently noted was in a large satsuma jardiniere filled with quantities of this novelty. The effect was both pleasing and had the unusual characteristic of being inexpensive, as the berries are readily available in quantity along the local highways. Roses are fair and improving in quality. Carnations will be more plentiful for the holidays than was anticipated. At a recent wedding, quantities of sweet peas were used, combined with the little white statice, which is now in full flower, presenting a very pleasing effect. M. C. D.

Cleveland.

UNFAVORABLE WEATHER CURTAILS SUPPLY.

Stock has been far short of the demand the past week, due mainly to the dark weather. Plants are in better supply, but prices generally are averaging much higher than formerly. Carnations are cleaning up daily, and the supply is rather limited. Sweet peas are scarce and the buds are dropping badly. Violets have been in good demand, both single and double. Narcissus and stevia are in good supply. Roses have sold well, and some varieties are scarce, mainly red. Boxwood is all sold up. Smilax is in good demand, as is laurel and ground pine wreathing.

John Theodore Malandre.
A Young American Florist, Son of Theodore and Mrs. Malandre, New York.

NOTES.

Myer & Samtman, Chestnut Hill, Pa., are cutting heavily on roses and expect an excellent crop for Christmas, including some choice American Beauties. The Cleveland Plant & Flower Co. is handling their shipments here.

M. Wilkinson, of the Penn Square Floral Co., 5304 Euclid avenue, reports a busy season. Besides flowers, he sells canaries and parrots.

J. P. Hauck, Spring road, has a fine lot of evergreens in pots for Christmas, ranging from table size to large trees.

"Billy" Connors, of the Ohio Floral Co., broke his wrist while cranking his Ford car, December 8, and spent several days in the hospital.

Virginia Hahn, daughter of Paul C. Hahn, is visiting friends in Los Angeles, Calif. Mr. Hahn's mother also took the trip.

A. M. Coe, North Olmstead, O., is cutting a fine lot of carnations, including a few choice Laddie.

The Brookline Floral Co. is cutting a few choice pompons and sweet peas. C. F. B.

Indianapolis.

CHRISTMAS PROSPECTS GOOD.

The ending of the coal strike, and the lifting of the closing ban, should have a good effect on the flower business, and coming as it did just before the holidays, should stimulate buying. In view of the prevailing high prices in other commodities, flowers should be a popular gift this year, and florists should spare no effort in putting their goods before the public. If Thanksgiving can be used as a barometer for Christmas business, the florists should experience a bigger holiday trade than ever before and the higher prices will be no barrier to the buying public. There are still a number of chrysanthemums available, retailing at $5 to $12 per dozen. Roses and carnations are plentiful. Violets have been scarce. Flowering plants are coming in and there are good selections in cyclamens, begonias, solanums, heather and azaleas.

NOTES.

Bertermann Bros. Co. had a number of decorations this week, among them a wedding order for one of the most prominent families in this city. A large quantity of roses, orchids and bouvardia was used.

Mrs. Gray, formerly of this city, who has been in Illinois, is now in Indianapolis with the Florist Supply House. "Welcome home, Mrs. Gray."

Rumors are that Edward McDuff, of Bertermann Bros. Co. is engaged to a Piqua, Ohio, young lady, connected with the trade in that city.

A. Wiegand & Sons Co. has a beautiful house of cyclamens.

The establishment of Hartje & Elder is for sale. O. H. L.

Columbus, O.

GOOD ADVANCE DEMAND FOR CHRISTMAS.

Trade has been quite active during the past week. This is the report of all of the downtown florists as well as those in the residence sections. Active preparations are being made for the holiday season, and already many orders have been booked for flowers and plants to be delivered during the Christmas period. A large part of this business is outside trade, where the local florist has flowers sent to persons who reside in a distant city, by a florist of the city in which the recipient resides. Trade is running largely toward roses, carnations, sweet peas and chrysanthemums. Some of the latter are being offered, and readily sell at $8 per dozen. They are still of extra good quality. Carnations are rather scarce, and the price has been advanced to $2 per dozen. Offerings of carnations are mostly white, pink and red, with the former predominating. Roses retail from $3 to $6 per dozen, and the supply is fairly good. They are principally Columbias, Russells and Sunbursts. Sweet peas are selling well, and the supply is adequate for the demand. Offerings are mostly of the small variety. Christmas flowers will be rather scarce, according to the belief of the leading florists. Steps taken to remedy the deficiency have not proved succesful up to date. On the other hand, there will be plenty of flowers, such as poinsettias, cyclamens, begonias and primroses. J. W. L.

DAYTON, O.—W. G. Matthews' staff at the Dayton Floral Co. is kept busy and this establishment has a splendid stock to offer for the holidays, including a 100-foot bench of late chrysanthemums which are unusually fine, as well as cyclamens, primroses, poinsettias, roses, carnations, etc.

Toronto, Ont.

HIGH PRICES MAY HURT HOLIDAY TRADE.

Business was never better than at present and the florists in general have plenty to do. The supply is not equal to requirements and consequently prices have taken an upward trend—going so high in some case as to discourage buying by the public. The quality of the offerings is good considering the season, especially roses, American Beauty, Premier, Hoosier Beauty and Ophelia all showing excellent form and from a recent inspection of a number of ranges there will be a heavy cut for Christmas. Carnations are good property but the supply is limited and there will be a shortage at the time they are needed. All other flowers are scarce and the majority of funeral orders that go out are about four-fifths foliage and the balance ribbons and flowers. There seems to be a large number of flowering plants for the holidays but the growers are holding them for higher prices, perhaps thinking they should get the greater part of the advance. The Christmas list for cut stock is now out and it is doubtful if there is another market where quotations are as high as in this city and in too many cases quality is not up to the usual standard. The following includes a few items on the retail list: American Beauty, $15-$35 per dozen; Russell, $9-15; Hoosier Beauty, Richmond and Columbia, $5-$10; Sunburst, Ophelia and White Killarney, $5-$9; carnations, $3-$5; poinsettias, $9-$12; sweet peas, per bunch, $2-$3; violets, per bunch, $1.50-$2.50; baskets of flowering plants, $5-$25. Christmas greens are scarce. Ground pine is offered at $18.50 per case and the supply is limited. Holly at $8.25 per case is of poor quality and what boxwood that has arrived thus far is of inferior grade. Chrysanthemums are scarce and it is doubtful if there will be any seen at the holidays.

NOTES.

The retail florists held an interesting meeting, December 8, at which the high price and inferior quality of violets was discussed at considerable length, with the result that the stores unanimously decided not to handle this flower for the Christmas trade, and cards will be displayed, acquainting customers with the reasons for discontinuing the sale of violets under present conditions. This policy has been in effect one week and a surprisingly large number of customers seem to appreciate the step taken for their protection and readily purchased other flowers.

There have been quite a number of travelers from the various supply houses but with the exchange rate at present as low as 11 cents on the dollar, quite a number of orders booked well ahead, have been cancelled.

H. G. D.

Baltimore.

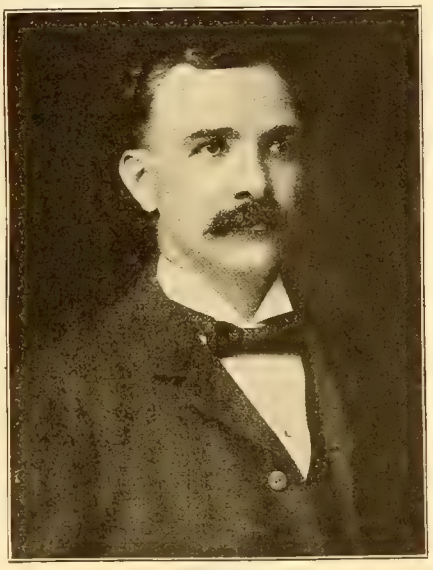
SUPPLY MEAGER AND HIGH IN PRICE.

Scarcity of everything is noticeable in the local market. If a retailer at this time received an order for 1,000 pink carnations, which is not likely at the present price, he would be compelled to corner the market to fill it. The price of everything has never been higher, but nothing is carried over, for the public is used to the "high cost of loving" beautiful flowers. It is interesting to compare the price list of two years ago with the present one. Every item is twice, and sometimes three times as great. There are a few late chrysanthemums still on the market, but this week will finish them.

CLUB MEETING.

The regular meeting of the florists' club was held, December 8, at the usual time and place. The attendance was very gratifying, and increased to 42, the best for sometime. Several members who had not been on hand for several months were present. Among the welcome faces were Philip B. Welsh, Wm. F. Keys, Jr., Chas. Cunningham and Wm. Feast. A hand engraved certificate of life membership in the club to be presented to Mayor Broening was exhibited. The membership committee proposed the names of eight for membership, showing the good work of this committee. Joseph Merritt has been especially active on this committee. The entertainment committee met previous to the club meeting, with seven of its 10 members in attendance, and outlined a plan for special features at each meeting for the next six months. The discussion scheduled for this meeting of the club proved to be very interesting. Towards the close of the evening, coffee and sandwiches were served, and the questoin box ended a very fine session.

R. G., JR.



The Late Harry M. Altick.

Milwaukee, Wis.

COLD WEATHER LIMITS SUPPLY.

Everybody is rejoicing since the coal ban has been lifted, and although there are many other obstacles to contend with for the coming holidays, the worst one has been eliminated for the present. We have been experiencing some extremely cold weather the past week, which curtailed daily receipts in all lines about half, but due to the cold and limited working hours, the shortage was not quite so regretable. The prospects in the cut flower line for Christmas are by no means bright. Reports from those who ought to know best, say the average cut will be about half. Unfavorable weather retarded the rose crop, while carnations have been on the short side up to now. Violets will also be very scarce, while the other miscellaneous stock will not come up to expectations. The one plentiful item will be stevia. Holly and mistletoe are scarce, but Christmas trees are very numerous.

NOTES.

Rich Lietz, who injured his back and ribs November 8, when he fell while carrying a case of hyacinths, still visits the doctor daily, although he is coming around alright.

Wm. Rayner, of Oconomowoc, who has been on the sick list for the past four weeks, is again able to be about.

E. O.

OBITUARY.

Harry M. Altick.

Harry M. Altick, a life member of the Society of American Florists, and who will be remembered by many in the trade as proprietor of the Highland Floral Co., Dayton, O., from which he retired several years ago to enter manufacturing lines, died suddenly in that city, November 14. He had been in apparently good health and was in his usual happy mood but a few hours before when conversing with friends, death evidently being caused by heart failure.

While identified with the florist trade, Mr. Altick took much interest in its advancement and in keeping his city and state well to the front as examples of progressiveness. It was largely through his efforts that Dayton was selected as the place for the twenty-second annual meeting of the national society in 1906, and this accomplished, he renewed his efforts to make the convention a most successful event. To him is also due the credit of placing McKinley day on the florists' callendar, as it was at his suggestion that the red carnation was adopted and its wearing became more or less a feature as a tribute of respect to the memory of the late martyred president.

Mrs. Emma S. Siebrecht.

Mrs. Emma S. Siebrecht, wife of Henry A. Siebrecht, the well known florist of Rose Hill, New Rochelle, N. Y., died at her home in that city, December 9, in the sixty-seventh year of her age. She had been in failing health for a considerable time. She had been a resident of New Rochelle for many years. Previous to her marriage, she was Miss Reid. Mrs. Siebrecht was beloved by her family, and highly esteemed by a large circle of friends. She is survived by her husband, one daughter, Mrs. Stanley Munro, of Brooklyn, N. Y., two sons, Henry A. Siebrecht, Jr., of Pasadenia, Calif., and Charles Siebrecht, of New Rochelle, and a number of grandchildren. The funeral was held at the family home, December 12, services being conducted by the pastor of the Methodist Episcopal church.

A. F. F.

Timothy McKune.

Timothy McKune, of 2015 Seventh street, Pt. Huron, Mich., well-known to the trade ,died December 3, aged 64 years. He was a pioneer of this city, having been in the employ of the Grand Trunk railroad as express messenger and baggageman upwards of 40 years. He grew shrubs and hardy perennials as side lines. Mrs. Ella McKune, his widow, and two daughters, survive.

Douglas A. Brown.

Douglas A. Brown, for many years the highly efficient official stenographer of the American Seed Trade Association and the Society of American Florists, died at his home in Ft. Thomas, Ky., November 12, after a long illness, age 65 years.

ATLANTIC CITY, N. J.—The New Jersey State Horticultural Society at its meeting in this city has asked the legislature for an appropriation of $30,000 to furnish the proposed horticultural building at New Brunswick.

BLOOMINGTON, ILL.—The Illinois Horticultural Society is holding its sixty-fourth annual convention here this week, opening December 16. Miss May McAdams of the University of Illinois told how fruit trees could be grown on city lots and other speakers told of the advantage of spraying trees.

THE AMERICAN FLORIST

ESTABLISHED 1885.

Subscription, United States and Mexico, $1.50 a year; Canada $2.00; Europe and Countries in Postal Union, $2.50.

When sending us change of address always send the old address at the same time.

Advertising rates on application.

From the first issue THE AMERICAN FLORIST has accepted only trade advertisements.

Advertisements must reach us Tuesday (earlier if possible) as we go to press Wednesday.

We do not assume any responsibility for the opinions of our correspondents.

THE AMERICAN FLORIST,
440 S. Dearborn St., CHICAGO

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WE wish all our patrons a Merry Christmas and a Happy New Year.

WITH the coal diggers back in their holes, Christmas trade may follow the lead of the good Thanksgiving business. More moderate weather will help materially to that end.

WE are in receipt of the schedule of premiums for the 29th annual meeting of the American Carnation Society, to be held at the Hotel LaSalle, Chicago, January 21-22. Copies may be had on application to Secretary A. F. J. Baur, Rockwood avenue and 38th street, Indianapolis, Ind.

SENATOR MYERS, of Montana, is authority for the statement that the anti-strike provisions of the Cummings railroad bill afforded the "time and opportunity to make the final test of the issue between the government and organized labor." He said the national railroad strike, continued for two weeks, would cause the death of 5,000,000 to 10,000,000 persons.

HOLIDAY NEXT WEEK.

On account of the holiday next week, advertisers and correspondents would confer a favor by mailing copy one day earlier than usual.

Violets in Short Supply.

Rhinebeck, N. Y.—The demand for the local crop of violets is far in excess of the supply. The plants are carrying a good crop of buds, but many of them will not develop until after the holidays. High prices are being offered for the available stock.

Iris Society to Be Organized.

On January 29, 1920, at 11 a. m., in the Museum building of the New York botanical garden, an iris society will be formed. The organizers are Lee R. Bonnewitz, James Boyd, W. F. Christman, H. A. Gleason, Mrs. Francis King, B. Y. Morrison, Miss Grace Sturtevant and John C. Wister, all persons actively concerned in iris cultivation.

The purpose of the iris society is to promote in every way the culture and development of irises. This may include the study of all known species and varieties, the compiling of a list of horticultural varieties, with their parentage, synonyms, name of originator and date of introduction; the proper classification of these varieties; compilation of a history of iris growing; cultural directions for different climates; a study of iris diseases and pests; the establishment of test gardens and exhibition gardens in various sections of the country; the organization of iris exhibitions, and publicity through articles and bulletins, lantern slides and lectures.

The society hopes to encourage iris breeders everywhere, and at the same time to discourage the introduction of inferior novelties. It also hopes to extend popular interest in the cultivation of the flower in private gardens and public places.

Persons who expect to be present at the organization meeting are invited to correspond with H. A. Gleason at the New York botanical garden in order that proper arrangement for their reception may be made.

The garden is reached by Third Avenue elevated to Bronx Park station, by either subway to 149th street and Third avenue, there transferring to the elevated; or by the Harlem division of the New York Central Railway to botanical garden.

Society of American Florists.

MEMRERSHIPS.

Practically only 10 days remain in which to take out life memberships in the society at the old rate of $25. At the Detroit convention it was unanimously voted to increase the annual dues from $3.00 to $5.00, and the life membership fee, for members in good standing, from $25 to $50, the increases to take effect from January 1, 1920.

The advantage in life membership, at the present rate, is obvious—in five years a member will have paid in annual dues which can now be made in one payment, forever relieving the member from the payment of further dues, besides removing the necessity for keeping track of annual subscriptions and the bother of making remittances. Many members consider it an honor to be on the life membership list, and point with pride to the handsomely framed and most impressive certificate, or diploma, which is issued to each life member.

Look at the matter in the light of an investment, and send me your cheque for $25, if in good standing; if not in good standing, add your dues for 1919, making the cheque $28. New members coming in as life members must pay $30.00, the difference being the amount of initiation and first year's dues.

If you are not already a member, and are not interested in life membership, why not start the new year right, by sending in your cheque at once for $5—this will cover your initiation fee and dues to January 1, 1921.

Life memberships nominally are designed to increase the funds in the hands of the treasurer, to permit of more effective work in the interests of the trade. Almost 700 life membership certificates have been issud this year.

Some of our state vice-presidents, and others, are doing laudable work in the dircetion of increasing our life membership list, notcbly O. J. Olson, St. Paul. Minn., who has sent in 15 applications, and W. J. Pilcher, of St. Louis, Mo. W. F. Gude, Washington, D. C., and A. F. J. Baur, Indianapolis, Ind., have also done good service.

Owing to the large influx of life members, some little delay has been experienced in engrossing, framing and despatching certificates, but we are catching up with the work as fast as possible.

A new supply of life membership buttons has just been received and the same are being furnished at 75 cents each, and mailed on receipt of this amount at the secretary's office.

JOHN YOUNG, Sec'y.

Connecticut Horticultural Society.

The annual meeting and election of officers for the ensuing year of the Connecticut Horticultural Society was held at Hartford, December 12, with President George H. Hollister presiding over the meeting as chairman. The usual method of appointing a nominating committee was omitted, and the officers were elected by nomination from the floor, the secretary having been directed to cast one ballot for each nomination. It was only necessary to vote by ballot for one office, viz., first vice-president, three nominations having been made. The result of the election is as follows: Warren C. Mason, superintendent of the Pope estate, Farmington, president; H. R. Hurd, head gardener at the Vine Hill Farm, Elmwood, first vice-president; Francis Roulier, assistant superintendent of the James J. Goodwin estate, Hartford, second vice-president; O. F. Gritzmacher, an amateur of no mean ability, New Britain, third vice-president; W. W. Hunt, proprietor of the Blue Hills Nurseries, Hartford, treasurer; Samual H. Deming, assistant superintendent of Keney park, Hartford, secretary; William T. Hall, librarian; John C. Willard, of Comstock, Ferre & Co., Wethersfield, botanist; George H. Hollister, superintendent of Keney park, Hartford, pomologist.

The next regular meeting will be held, January 9, the second meeting of this month being omitted, as it comes so near Christmas.

ALFRED DIXON, Sec'y.

Freight Embargo.

An embargo has been placed upon non-essential freight by the Chicago, Milwaukee & St. Paul railroad and its connections, some 10,000 miles of trackage, to facilitate the movement of coal.

The exemptions are: Government freight and railroad material; foodstuff for human and animal consumption, livestock and perishables, coal, coke, petroleum and its products, newsprint paper and pulp for manufacturers of newsprint papers.

Railroad officials say the embargo is likely to be extended to other western lines.

As is now understood, the embargo will continue until December 26.

Wants, For Sale, Etc.

Small Type, 12 Cents Per Line, Each Insertion. Display, $1.50 Per Single Column Inch, Each Insertion. These prices are net, cash with order. For Plant Advs., See Ready Reference Section.

Where answers are to be mailed from this office enclose 10 cents extra to cover postage, etc.

Situation Wanted.—By an experienced, all around grower; single. Please state wages and particulars. Address,
Key 430, care American Florist.

Situation Wanted—As salesman in first-class flower shop; New York experience selling to the finest trade. Address
Key 438, care American Florist.

Help Wanted—Girl to work in loop flower store. Apply
M. E. Poletsos,
35 E. Adams St., Chicago.

Help Wanted—Florist for municipal greenhouses and lawns. Address **E. F. A. Reinisch,** Superintendent of Parks, Topeka, Kan.

For Sale—Store and two flats opposite hospital in Chicago. Two greenhouses, winter supply of coal on premises. Good money-maker. Chance of life time. Address
Key 436, care American Florist.

For Sale—3½-in. flue expander, like new, price $5.00; 5000 fire-bricks, 100 ft. of 6-in. pipe, glass, smaller size, all at half price. Address
2138 N. Kedzie Ave., Phone Belmont 7766.

For Sale—A flourishing retail business established in 1900 and located in an Illinois town of 40,000. Net profits for the last year amounted to $13,000; will stand the closest investigation. Owner wants to go south. This is a unique opportunity for a man with $12,000 cash. Address
Key 444, care American Florist.

Wanted—Party with $4000 to $6000 to take interest in greenhouse and store in Chicago; high-class residence district; money secured by property; good chance. Address
Key 443, care American Florist.

Nurseryman Wanted — Nurseryman desirous to become independent can enter new but well established firm as partner or work on shares for a landscape architect of note in one of Chicago's finest suburbs. Should know how to raise shrubs, evergreens, perennials, etc. References exchanged. Address,
Key 445, care American Florist.

WANTED

Competent man for high class florist shop.

JOSEPH TREPEL,
334 Lewis Ave., BROOKLYN, N. Y.

Help Wanted

Good Storeman

For a leading establishment in the Chicago loop.

Key 440, care American Florist.

Help Wanted

Growers, Helpers, Etc.

For place in Chicago. Good wages. Apply at once.

Key 441, care American Florist.

Help Wanted

Florist for all around greenhouse work. Wages $30 per week. Apply

JOHN A. MICHAL
7045 Stony Island Ave., CHICAGO

FOR SALE

A good wholesale and retail florist business with 20,000 square feet of glass, well stocked; 35 acres of land, 8-room house, good barns; all in good condition. In New England States. Price $35,000. Address
Key 431, care American Florist.

FOR SALE

Controlling interest in established pottery; all up-to date machinery; new plant and kilns. Address
Key 435, care American Florist.

BOILERS — BOILERS

ALL SIZES.

Selected Boiler Tubes, all sizes, for greenhouse piping and **Retubing Boilers.** Thoroughly cleaned like **New** and trimmed. Complete stock of **New** and **Second Hand** Pipe, Valves, Fittings, etc.

LEVINE & CO.
3738 South Halsted Street, CHICAGO, ILL.
Phone Boulevard 9354.

FOR SALE

Three ranges of glass near Chicago. One planted with carnations and the other two with roses. Each range is separate and located in different localities. Do not answer this if you have not $50,000 for each or can place $20,000 down. These are bargains.

Key 416, care American Florist.

OFFICIAL S. A. F.

Shipping Labels

Actual size of leaf 2¾x5¼ inches

FOR CUT FLOWERS: in two colors, gummed paper; your card, etc., in black and leaf adopted by the S. A. F. in red. Prices: Per 500, $3.35; per 1000, $5.00. Samples on request. Electro of leaf, postpaid, $2.00. Cash with order.

AMERICAN FLORIST CO.
440 S. Dearborn St., CHICAGO

FOR SALE.

The Chance of a Lifetime

The highly prosperous retail business of the late

HENRY J. G. HILMERS
(KENWOOD FLORAL CO.)

1117 East Forty-Seventh St., Chicago.

Established 20 years. The property includes lease, well appointed store, with modern fixtures and supplies, three greenhouses and stock therein. Address

PAUL O. HILMERS, 1117 East Forty-Seventh St., Chicago

PLANT STOCK

OF ALL KINDS

Needed Promptly

TO FILL THE

VACANT BENCHES

CLEARED OF CHRYSANTHEMUMS AND HOLIDAY PLANTS

MAIL YOUR AD TODAY

AMERICAN FLORIST CO., 440 S. Dearborn St., Chicago

CHRISTMAS SPECIALS

POINSETTIAS (Artificial Cloth)

12 petal velveteen flower on stem, with two leaves.....$2.00 per doz.; $20.00 per gross
7 petal velveteen flower on stem, with one leaf..... .... 1 25 per doz.; 12.00 per gross
5 petal muslin flower on stem, with one leaf..... .75 per doz.; 7.50 per gross

MINIATURE POINSETTIAS

Velvet, 2 inches in diameter, FINE for wreath work. Bright Xmas red or white.....$3.50 per gross

MINIATURE HOLLY SPRAYS (Cloth)

Made up of 3 cloth leaves, 2 holly berries, FOR BASKETS or wreath work .....$4.00 per gross

ARTIFICIAL HOLLY BERRIES

Bright red clusters, with wires attached.....35c per gross

All the Above Items in Stock for Prompt Shipment.

THE OVE GNATT CO.

Preservers of Natural Foliages,
Mfrs. and Importers of Florist Supplies,
La Porte, Ind.

For Florists' Supplies, Baskets, Chiffons and Christmas Novelties

Write or wire your orders to us. Will ship same day order is received. Quality and service is our slogan.

Our new catalogue should be in your hands. If you have failed to receive it, send us a postal.

PITTSBURGH CUT FLOWER CO., 116-118 Seventh St., **Pittsburgh, Pa.**

150,000 on Hand

No. 88 Special Card

Size 1⅞ x 3⅜

1000.....$0.90
3000..... 2.40
5000..... 3.85
10,000..... 7.20

The John Henry Co.
LANSING, MICH.

Meyer's Green Florist Thread

contains two ounces of actual thread, not weighing in the wood or spools. Be sure that you get **Meyer's Green Florist Thread** and take no other. We manufacture it and sell direct to large users Try and order in advance as far forward as possible.

Manufactured by

JOHN C. MEYER FLORIST THREAD WORKS,
LOWELL, MASS., Dept. BB.

Mention the American Florist when writing

Geraniums Rooted Cuttings.

December Cuttings All Sold.

S. A. Nutt and **Buchner**....$20.00 per 1000
Ricard and **Poitevine**..... 25.00 per 1000
Orders for **Ricard** alone, at 30.00 per 1000

ALBERT M. HERR, LANCASTER, PA.

LINDLEY PAPER BOXES

Write us for prices or see list of sizes and prices in The American Florist issues of December 6th and 13th. Prices advance soon. Do not delay in placing orders.

LINDLEY FLOWER BOX CO., - Marion, Indiana

PLANT HARDY LILIES NOW

Immediate Delivery -- Stock in Storage

A few cases of Hardy Lilies planted now will come in very handy, for they will bloom at the time when flowers are scarce. These flowers last longer than any others you can use in a floral piece. They improve the character of the floral design when used with other flowers.

We offer for immediate shipment the following varieties: Rubrum, Album, Magnificum and Auratum. Sizes: 7-9, 8-9, 9-10, 9-11, 10-11 and 11-12.

The quality of our Lily Bulbs cannot be surpassed. We positively assure you that these bulbs have been properly cultivated to produce the best bulbs for florists' forcing. This type of Lily in Japan grows wild, and during the war very few were cultivated for export purposes; so when our Mr. Miller arrived in Japan, and knowing of the scarcity, he immediately purchased fields that had been cultivated.

To produce a good Hardy Lily, it is necessary to gather the bulbs in the mountains, where they grow wild, and then cultivate them for a season or two in open land. This method improves the quality and has been long practiced by the Japanese growers. Very few are available this season, so we can expect many uncultivated Lily Bulbs. **In trusting us with your order, you assure yourself of the best cultivated bulbs from the Orient.**

American Bulb Co.

172 North Wabash Ave., Chicago

Joseph A. Millang

WHOLESALE COMMISSION FLORIST

57 West 26th St., NEW YORK

Phone: 2046 Watkins.

ALL ORDERS FILLED ON SHORT NOTICE.

The Celebrated Briarcliff American Beauty Roses

AND THE

LEADING VARIETIES OF TEA ROSES

from the F. R. Pierson Co., including Francis Scott Key, Hoosier Beauty, Premier, Russell and Columbia.

THE FINEST QUALITY OF CARNATIONS

CHRISTMAS FLOWERS

Our prices for this holiday show the advantage of buying direct of the grower. Compare the quality, length of stem and freshness with other stock you may purchase and then see the advantage of becoming a regular customer of ours. No orders from any but our regular customers are accepted by us as we divide all our flowers amongst our regular buyers giving each their share of our cut.

CHRISTMAS PRICE LIST

RUSSELLS, COLUMBIA AND HOOSIER BEAUTY	
Fancy long, per 100	$35.00 to $40.00
Long, per 100	25.00 to 30.00
Medium, per 100	20.00
Short, per 100	12.00 to 15.00

OPHELIA AND SUNBURST	
Long, per 100	$25.00 to $30.00
Medium, per 100	15.00 to 20.00
Good short, per 100	10.00 to 12.00

WHITE KILLARNEY	
Long, per 100	$20.00
Medium, per 100	15.00
Short, per 100	8.00 to 12.00

ASSORTED ROSES—OUR SELECTION

Including some Russell and Columbia, lots of 300 or more. per 100, **$10.00 to $12.00.**

RED CARNATIONS	$15.00 to $20.00	**Adiantum** per 100	$1.00 to $1.50
CARNATIONS, Assorted, per 100	10.00 to 15.00	**Galax,** bronze, new per 1000	1.50
NEW FANCY FERNS, per 1,000	3.50	**Asp. Sprays** per 100	3.00 to 4.00
		Sprengerii per 100	2.00 to 3.00

Chrysanthemum season is past. No good shipping mums left.

All seasonable flowers not grown by us will be procured for our customers. A trial order solicited.

In buying direct of the grower you are assured of fresh stock at all times and the most even run of quality possible.

BASSETT & WASHBURN

LONG DISTANCE PHONE:
CENTRAL 1457

Greenhouses: Hinsdale, Ill., and Greggs Station, Ill.

OFFICE AND STORE
178 N. Wabash Ave., CHICAGO, ILL.

NOTICE:—We close at 5 o'clock week days. Closed all day Sundays.

Chicago.

COAL LID LIFTED HERE.

The fuel lid in this city has been lifted, and the essential and non-essential industries are getting power and coal, and in most cases, are operating normally. The retail and wholesale stores are open at regular hours again, and everywhere the attention of everyone is directed upon the holiday business. The suburban train service has been restored, and the same holds true for service throughout the entire country in almost all cases. Business the past week was rather quiet, but the demand is better now and everything points to a brisk Christmas trade. The early holiday demand for stock from out-of-town points is exceedingly heavy, and in some instances the orders call for 5,000 roses or more, which indicates a general shortage throughout the country. American Beauty roses will be scarce and should clean up early at the advertised quotations, notwithstanding the possibility that some shipments may be received from the east as in former years. Mrs. Chas. Russell, Premier and Columbia will furnish splendid substitutes for American Beauty roses in the longer stemmed grades, and will

Wholesale Dealers in Cut Flowers for 38 Years

FOUNDED BY FLINT KENNICOTT 1st

KENNICOTT BROS. CO.
174 North Wabash Ave., CHICAGO

CHICAGO'S FIRST-QUALITY HOUSE

The Chicago Flower Growers Association

WHOLESALE GROWERS of CUT FLOWERS and PLANTS

182 North Wabash Avenue L. D. Phone, Randolph 631 CHICAGO

Headquarters For All Christmas Flowers and Greens

Place your Christmas Orders with us for we have the most Dependable Supply in the Chicago market. Existing conditions make it advisable for everyone to place their orders as early as possible to avoid disappointment. You can wire in your extras later.

Roses and Carnations

in all the leading varieties besides everything else seasonable in Cut Flowers offered in this market.

CHRISTMAS PRICE LIST—Subject to Change Without Notice.

THE BEST ROSES IN AMERICA.

PREMIER	Per 100
Extra Special	$60.00 to $75.00
Special	40.00 to 50.00
Long	25.00 to 35.00
Medium	15.00 to 20.00
Short	10.00 to 12.00

RUSSELL	
Extra Special	$60.00 to $75.00
Special	40.00 to 50.00
Long	30.00 to 35.00
Medium	18.00 to 25.00
Short	12.00 to 15.00

MILADY	
Extra Special	$60.00 to $75.00
Special	40.00 to 50.00
Long	25.00 to 35.00
Medium	15.00 to 20.00
Short	10.00 to 12.00

COLUMBIA	
Extra Special	$60.00
Special	$35.00 to 50.00
Long	25.00 to 30.00
Medium	15.00 to 20.00
Short	10.00 to 12.00

OPHELIA	Per 100
Special	$30.00 to $35.00
Long	20.00 to 25.00
Medium	15.00 to 18.00
Short	10.00 to 12.00

SUNBURST	
Special	$30.00 to $35.00
Long	20.00 to 25.00
Medium	15.00 to 18.00
Short	10.00 to 12.00

BRILLIANT	
Special	$25.00
Long	$18.00 to 20.00
Medium	12.00 to 15.00
Short	8.00 to 10.00

WHITE	
Special	$25.00
Long	$18.00 to 20.00
Medium	12.00 to 15.00
Short	8.00 to 10.00

MRS. WARD	
Special	$18.00 to $20.00
Long	12.00 to 15.00
Medium	10.00
Short	8.00

BRUNNER	
Corsage Buds	$ 5.00 to $ 6.00

MISCELLANEOUS CHRISTMAS FLOWERS	Per 100
Carnations, Assorted	$12.00 to $15.00
Sweet Peas	4.00 to 5.00
Calendulas, Ball's Special	8.00 to 10.00
Paper Whites	6.00 to 8.00
Yellow Narcissi	10.00
Violets, fancy single	4.00
Violets, New York double	3.00
Stevia, extra fine	3.00
Valley	$20.00
Mignonette	$10.00 to 12.00
	Per Doz.
Poinsettias	$ 3.00 to $ 6.00
Callas	3.00
Pansies, bunches	2.50 to 3.00
Cypripediums	6.00
Cattleyas	Market Price

CHRISTMAS GREENS	
Ferns	$3.50 per 1000
Adiantum	1.50 per 1000
Plumosus	35c to 50c bunch
Sprengeri	35c to 50c bunch
Smilax	$3.00 doz.; $20.00 per 100
Mexican Ivy	$1.00 per 100; $7.50 per 1000
Leucothoe	$7.50 per 1000
Galax	$2.00 per 1000
Boxwood	25c lb.
Red Berries	$6.00 per case

EXCELLENT CROP OF

Roses and Carnations

For Christmas

CHRISTMAS PRICE LIST Subject to Change Without Notice.

RUSSELL and PREMIER.	Per 100
Select	$35.00
Fancy	25.00
Medium	20.00
Short	15.00

COLUMBIA and RICHMOND.	Per 100
Select	$30.00
Fancy	20.00
Medium	15.00
Short	12.00

SUNBURST and OPHELIA, KILLARNEY BRILLIANT	Per 100
Select	$20.00
Fancy	15.00
Medium	12.00
Short	10.00

WHITE and PINK KILLARNEY.	Per 100
Select	$15.00
Fancy	12.00
Medium	10.00
Short	8.00
ROSES, OUR SELECTION	$8.00

CARNATIONS.	Per 100
Long Fancy Mrs. C. W. Ward	$12.00
Long Fancy Red	12.00
White and Light Pink	10.00
Assorted all colors shorter stem	8.00

MISCELLANEOUS.	
Calla Lilies, per doz	$2.50
Ferns, per 1,000	4.00
Smilax, per doz	3.00
Galax, per 1,000	2.00
Sprengeri, bunch	.50

Other Greens at Market Prices.

Our Range of Greenhouses is one of the Three Largest in America and is in Good Crop for Christmas.

WIETOR BROS.

30 East Randolph St., L. D. Phone Randolph 2081 CHICAGO

Mention the American Florist when writing

be good property around holiday time. A few Richmonds will be included in the shipments, but will clean up as soon as they reach the store. Milady, Richmond, Sunburst, Ophelia, Killarney Brilliant, White Killarney, Killarney, Hoosier Beauty, Montrose and all the corsage roses will clean up early and the supply of carnations will be quickly exhausted. Violets, lily of the valley, Paper White narcissus, yellow narcissus, pansies, calendulas, daisies, callas, cattleyas, cypripediums, gardenias, poinsettias, pompons and a few late chrysanthemums will be included in the shipments, and everyone is confident that there will be no surplus in any line when the late demand for Christmas is over. Holly and bouquet green are scarce at this writing. Boxwood is in strong demand, and artificial stock is playing a large part in the offerings this year. Plants are sold up almost completely in this vicinity, according to most of the dealers, and all that is necessary to make this Christmas the best ever, is favorable weather. Those who have not yet placed their orders for cut flowers, should do so immediately, for everything points to a complete clean up in all items.

NOTES.

W. P. Kyle has the smypathy of the trade in the loss of his father, whose death occurred last week. Mr. Kyle was for many years gardener for the home for incurables on Ellis avenue.

Mrs. Joseph Kohout, who was operated upon recently at the Garfield Park hospital, is improving nicely, and an early recovery is hoped for.

A. Henderson, who was at home a couple of days this week, suffering from neuritis, is again at his desk.

Red Winter Berries, $4.00 per case

Baby or Tree Boxwood, $12.50 per 50 lb. bag.

O. L. A. A. Tonner Wholesale Florists

Dealers in Supplies Chicago Ill.

30 East Randolph St. L. D. Phone: Central 6284

Percy Jones INC.

Wholesale Florists

30 E. Randolph St., CHICAGO ILL.

Peter Reinberg is supplying his trade with a fancy grade of Killarney Brilliant roses, which are a good crop with him.

PREPARED LYCOPODIUM

(Or Christmas Green)

Splendid for general work as for making wreaths, filling baskets, etc. Soft, pliable and everlasting. Per carton of 10 lbs., $3.50.

Special Xmas list of many other useful items sent free.

Geo. H. Angermueller Co.

1324 Pine St., ST. LOUIS, MO.

CHRISTMAS ROSES

Magnificent Supply

Russell, Milady, Killarney Brilliant, Columbia, Premier, Sunburst, Killarney, Maryland, White Killarney, Ophelia, Champ Weiland.

Our crops never looked better for Christmas than right now. Get the best and protect your supply at the same time by placing your orders here.

CARNATIONS

Good supply of choice stock in all the best new and standard varieties. Our Quality Carnations are recognized as the best in the Chicago market.

COMPLETE LINE OF GREENS

Buy Direct from the Grower. **CHRISTMAS PRICE LIST** **Subject to Change Without Notice.**

	Per 100
MRS. CHAS. RUSSELL	
Extra Special	$40.00 to $60.00
Specials	30.00 to 35.00
Select	25.00
Medium	15.00 to 20.00
Short	12.00 to 15.00
COLUMBIA	
Specials	30.00 to 35.00
Select	25.00
Medium	15.00 to 20.00
Short	12.00
MILADY	
Specials	25.00 to 35.00
Select	20.00
Medium	15.00 to 18.00
Short	10.00 to 12.00

		Per 100
Champ Weiland, Killarney, Killarney Brilliant, White Killarney, My Maryland	Specials	$25.00
	Select	$15.00 to 20.00
	Medium	10.00 to 12.00
	Short	8.00

	Per 100
SUNBURST, OPHELIA	
Special	$25.00 to $30.00
Select	20.00
Medium	15.00 to 18.00
Short	10.00 to 12.00
PREMIER	
Specials	$30.00 to $35.00
Select	25.00
Medium	15.00 to 20.00
Short	12.00
ROSES, OUR SELECTION	10.00
Carnations	12.00 to 15.00
Sweet Peas	3.00
Adiantum	2.00
Asparagus, per bunch	50 to 75c
Boxwood	per bunch, 35c
Ferns	per 1,000, $4.00
Galax, bronze and green, per 1,000, $2.00	
Leucothoe Sprays	1.00
Smilax	per doz. strings, $3.00

EXTRA SPECIAL STOCK BILLED ACCORDINGLY

PETER REINBERG

Wholesale Florist

30 East Randolph St., LONG DISTANCE PHONES CENTRAL 601 and 2846 **CHICAGO**

ROSES for CHRISTMAS

We are promised a heavy cut of Roses in Premier, Columbia, Ophelia, Hearst, Pink and White Killarney, Sunburst, Milady and Hoosier Beauty. Our share of the cut from 200,000 Rose plants that will be in crop for Christmas insures us of a heavy cut of first-class stock, and we will have plenty of them—**at least 100,000 Roses.** We are able to give quality at very reasonable prices.

Premier, Columbia and Russell:

	Per 100	
Shorts	$ 8.00	$10.00
Medium	12.00	20.00
Long	25.00	35.00
Extra long	40.00	60.00

Ophelia, Hearst, Pink and White Killarney:

	Per 100	
Shorts	$ 6.00	$ 8.00
Medium	10.00	12.00
Long	15.00	20.00

Milady and Hoosier Beauty

(Limited Stock)	Per 100	
Shorts	$ 8.00	$10.00
Medium	15.00	20.00
Long	25.00	35.00

Carnations:

We will have our usual supply of high-grade fancy stock at market prices. Plenty of red for all orders. Per 100
Long fancy assorted.....$15.00
Specials billed accordingly.

Mums:
$4.00 to $6.00 per dozen

Pompons
50c to 75c per bunch

Paper Whites:
Fancy, $6.00 per 100

Galax:
Bronze, Per Thousand.....$1.50
Green, Per Thousand..... 2.00
SPECIAL XXX BRONZE,
Per Case 10.00

Dwarf Baby Boxwood:
Choice selected stock, per pound.....35c
Five pound lots, per pound.....30c
Fifty pound lots, per pound.....26c
Our boxwood is clean and free from waste wood and sold at net weight. No charge for crates.

Red Berries:
Choice well berried stock in uniform asparagus cases.
Per case $5.00
Per bunch ..... .50

Asparagus and Sprengeri:
Per bunch .....$ .35 to $ .50

Ferns:
Per thousand $3.00

Leucothoe Choice Long Green....per 100 .75

A. T. PYFER & COMPANY

164 North Wabash Avenue, **L. D. Phone, Central 3373.** **CHICAGO, ILL.**

Place Your Christmas Cut Flower Orders With Us This Year.

High quality stock in quantity at reasonable market prices.

JOSEPH FOERSTER CO.

WHOLESALE FLORISTS

160 N. Wabash Avenue, CHICAGO, ILL.

Mention the American Florist when writing

Allie Zech, of Zech & Mann, who is captain of the Crow bowling team in the Elks' league, is happy because it is in the lead. He also bowls with the Florists in the North Chicago league, who are now in second place. He heads the individuals in the last mentioned league.

Otto Wittbold, who broke his leg December 11, when an auto skidded into him as he stepped out of his own machine, is at the American hospital, where he is doing as nicely as can be expected.

Poehlmann Bros. Co. is well pleased with the outlook for a brisk demand for cut flowers for Christmas, and are anticipating a complete cleanup in all lines before the rush is over.

W. F. Dittman, son of the well-known American Beauty rose grower at New Castle, Ind., and bride have just returned from their honeymoon. Mr. Dittman is employed here.

William Wolf, proprietor of the store known as the Wabash Flower Shop, East Monroe street, was initiated in the K. P.'s last week.

H. Nichols, of Harry C. Rowe's, who was under the weather last week, is again attending to business.

FOR XMAS

BEST QUALITY TO BE HAD IN

Roses and Carnations

Place Your Orders Early

NOTE:—**We Desire That You Place Your Orders Early.** Don't wait until the last minute, only to learn that stock is well ordered up. Owing to lack of time during holidays, **Orders From New Customers** should contain suitable references, for should your name not be rated in the agencies, shipments will be sent C. O. D.

Bear in mind that on account of railroad congestion Express Companies are only accepting shipments "Subject to Delay," hence we are not responsible for delays occuring beyond our control. As a precaution against delays we advise you to have shipments come forward a day earlier.

Columbia, Russell, Premier, Milady, Ophelia, Ward, Weiland, Brilliant, Double White and Pink Killarney, Sunburst, Hearst, Nesbit, Brunner and Richmond.

NONE BETTER ON THE CHICAGO MARKET.

All colors==CARNATIONS==Good quality

We are now in heavy crop with Carnations; hence we can take good care of you on this item as well as Roses.

Choice stock of Valley, Sweet Peas, Yellow Narcissus, White Narcissus, Calendulas, Violets, Stevia, Daisies, Mignonette, Pansies and all other Seasonable Stock.

DON'T FORGET US ON GREENS as we have Mexican Ivy, Sprengeri, Ferns, Adiantum, etc.

If you want good stock and good treatment, buy of

Chicago's most up-to-date and best located Wholesale Cut Flower House.

We are in constant touch with market conditions, and when a decline takes place, you can rely upon orders sent us receiving such benefits.

We will be open Sunday, December 21st and Also Sunday, December 28th.

You can increase your profits and business by sending all orders direct to

J. A. Budlong Co.

Quality Speaks Louder Than Prices.

Wholesale Cut Flowers and Greens

184-186 North Wabash Ave., Corner Lake St., CHICAGO

Roses, Valley and Carnations Our Specialty

Prices As Low As Others.

SHIPPING ORDERS GIVEN CAREFUL ATTENTION.

We are in daily touch with market conditions, and when a decline takes place you can rely upon orders sent us receiving such benefits.

WE ARE CLOSED ALL DAY SUNDAY.

YOU CAN ALWAYS RELY UPON US FOR YOUR SUPPLY OF

CUT FLOWERS

Remember when ordering that our line is so complete that it includes every item offered in the Great Chicago Market.

ZECH & MANN

30 E. Randolph St.

CHICAGO

Long Distance Phones { Central 3283 / Central 3284

Our Offerings Include:

ROSES.

COLUMBIA

RUSSELL

White Killarney

Pink Killarney

Milady Sunburst

Killarney Brilliant

Ward Ophelia

Premier

MINIATURE ROSES

Cecile Brunner

CARNATIONS

MISCELLANEOUS

Valley Cattleyas

Stevia

Paper Whites Violets

Poinsettias

GREENS.

Plumosus Sprengeri

Galax, bronze. Galax, green

Ferns

Adiantum Smilax

Boxwood

Winter Berries

The J. A. Budlong Co. is distributing one of the finest calendars of the season to its many customers in the trade, who have made many complimentary remarks about it. Manager Philip C. Schupp believes in doing things right, so he selected a beautiful woman wearing an orchid corsage, a great advertisement for the trade in addition to being a most welcome gift to the customer.

O. A. & L. A. Tonner report a good demand for red winterberries, which they are handling in quantity for the holidays. Many orders are being filled for pecans at their establishment for members of the trade and others still have time to secure their share if they act quickly.

At A. L. Vaughan & Co.'s store early Christmas orders for cut flowers have been arriving all week with no let-up in sight. Miss Charlotte Paradise, who so ably looks after the office, is suffering from a severe cold.

A. E. Turner, of Rosin & Turner, Mosinee, Wis., who supply the market with cut ferns, is at 362 West Madison street with over 3,000 Christmas trees. He is taking mighty good care of the trade.

Robert E. Kuehne, a gardener at Lake Forest, was recently denied naturalization because he admitted he had claimed exemption from the draft on the ground that he was an alien.

The Chicago Flower Growers' Association reports that orders are numerous for Christmas, and the early indications are that stock will be as scarce, if not more so, than last year.

J. F. Ammann, Edwardsville, president of the Society of American Florists, expects to organize a national growers' association in this city next January.

Some of the growers have received word from their coal dealers that they may expect delivery this month of the coal they contracted for earlier in the season.

Wietor Bros. are well pleased with the call for stock for Christmas, especially roses and carnations, which it appears will clean up early for this occasion.

Kennicott Bros. Co.'s American Beauty rose grower is in good crop, which should help swell their total Christmas sales considerably.

Bassett & Washburn report a heavy demand for Christmas stock with some of the individual orders calling for 5,000 or more roses.

A. T. Pyfer & Co. will have a few late chrysanthemums and pompons to offer for Christmas, in addition to their regular line.

George Collins, with Henry Smith, Grand Rapids, Mich., was here on a combined business and pleasure trip this week.

A. Miller, president of the American Bulb Co., made a business trip to Cleveland, O., this week.

William Hansen, of the E. C| Amling Co., is back from a successful out-of-town business trip.

Vaughan's Seed Store reports a bumper crop of high grade gladiolus bulbs.

J. J. Budlong and wife are spending a few weeks at Ft. Meyers, Fla.

Erne & Co. are moving large quantities of red winterberries.

Visitors: Joseph H. Hill, Richmond, Ind.; Miss Fannie Rennison, Sioux City, Ia.; B. W. Kribs, Battle Creek, Mich.; Joe Toscas, Rock Island; Henry Kusik, Kansas City, Mo.; Philip Breitmeyer, Detroit, Mich.

Commercial Flower Growers of Chicago.

The Commercial Flower Growers' Association of Chicago met at the Hotel Randolph, Thursday afternoon, December 11, at 2 o'clock, President Kohout in the chair. J. F. Ammann, of Edwardsville, president of the Society of American Florists, addressed the meeting on publicity, outlining the various plans now in operation in St. Louis, Buffalo and Milwaukee. His talk was very interesting, and he convinced the growers present that something should be done in regard to publicity, referring often to the advertising done by other lines of industry and the wonderful results achieved. Fred Lautenschlager also spoke on publicity, and supported Mr. Ammann in what he said. Robert Brenton spoke a few minutes on this subject, and Otto Amling, Paul Weiss, A. F. Amling, W. J. Keimel and others joined in the discussion. Those present favored the Milwaukee plan of advertising, and a committee consisting of Paul Weiss, W. J. Keimel and Otto Amling, appointed at the last meeting to study the various plans for soliciting funds for co-operative advertising in this city, had met and agreed that "this plan" is the most practical and equitable, and that growers be asked to contribute one-half of 1 per cent of their sales for the purpose. Quite a number of growers have already pledged themselves in favor of this plan and the committee is preparing to send out return post cards to all shippers to the Chicago market to ascertain how the growers as a whole stand on the proposition. The committee will report on this at the next meeting.

President Kohout called attention to the next annual meeting and exhibition of the American Carnation Society, to be held in this city, January 21-22, and requested every one of the members to make an exhibit. J. F. Ammann called attention to the meeting of the state florists' associatoin, to be held here at the same time, and asked everyone to become a member so that the society could secure representation on the executive board of the Society of American Florists. The exhibits included a vase each of the two new roses, Pilgrim and Crusader, from A. N. Pierson, Inc., Cromwell, Conn., and Sunshine chrysanthemum by Hans Jepsen, Maywood.

Late Christmas Orders

Will be given prompt attention and filled to the best of our ability.

ROSES-CARNATIONS

Poinsettias, Violets, Daisies, Calendulas, Stevia, Paper White Narcissus, Yellow Narcissus, Snapdragons and other Seasonable Cut Flowers. BOXWOOD, Wild Smilax, Complete Line of Greens.

A. L. VAUGHAN & Co.
NOT INC.
PHONES:
CENTRAL 2571 - AUTOMATIC 48-734 - CENTRAL 2572
161 North Wabash Ave. Chicago

St. Louis.

FAIR DEMAND WITH SHORTENED SUPPLY.

General business conditions have been fair the last fortnight. The customary lull before the storm is taking place, and the only unusual activity has been funeral work. Of this, there has been considerable. Stock of all kinds has shortened up materially, and if it were not for late chrysanthemums there would be an absolute shortage. The fact that many growers are running their houses cool, on account of the coal shortage, has curtailed stock considerably; aside from this, the weather has been anything but ideal for forcing the stock. The rose crop will undoubtedly be very short for Christmas, and other flowers will also be limited. Carnations have been coming in very good. Roses have been fair, but show the effect of dark weather. Sweet peas are a negligible quantity. Violets have been good only after a day or two of bright weather. In Chrysanthemums, Yellow Chadwick, Yellow Bonnaffon and Pink Seidewitz are coming in good and promise to hold out until at least Christmas. Other miscellaneous stock, such as calendulas and snapdragons, are coming in freely, but more could be disposed of easily. Southern smilax has been scarce, but promises to be in good supply for Christmas.

NOTES.

The florists' club had a splendid meeting last week at the Planter's hotel, and drew a good attendance. George Asmus, of Chicago, paid us a visit and made a wonderful talk on publicity, which seemed to stimulate interest among those present. Our local publicity agent also gave interesting information on the value of various kinds of advertising, and also showed what he had accomplished since he took charge about a month ago. His report was very pleasing to all. The committee on applications asked for more time to make their final report, which was granted after a debate. After the meeting, a nice lunch was served with the usual cigars.

The florist bowling league will take a two weeks' vacation during the holidays, everybody being so busy during this season. The Roses are now on top, with the Carnations a close second. The Sweet Peas are third, and the Daisies in last place. The match this week, between the Roses and Carnations, should be very interesting, from a competitive standpoint.

A trip to the various plantsmen, showed a fair outlook for Christmas in blooming plants. The only apparent

'19 - '20

Everybody at Our Place
Wishes everybody at your place
A Merry Christmas and
A Happy New Year

C. A. KUEHN WHOLESALE FLORIST
ST. LOUIS

Artificial Holly

A perfect imitation of natural holly, with green foliage and red berries.
(Four sprays to bunch.)
Per dozen bunches.....$ 1.50
Per carton, 9 dozen bunches... 12.00
Special Xmas list of many other useful items sent free.

Geo. H. Angermueller Co.
1324 Pine St., ST. LOUIS, MO.
Mention the American Florist when writing

ERNE & COMPANY

—WHOLESALE FLORISTS—

30 E. Randolph Street, L. D. Phone, Randolph 6578. **CHICAGO, ILL.**

E. F. WINTERSON CO. 166 N. Wabash Ave. Chicago

L. D. Phone, Central 6004
Established 1892

Daily shipments of the finest stock in Roses, Carnations, Violets and Chrysanthemums. Headquarters for Wild Smilax, Fancy Ferns, Adiantum and all Green Goods. Don't forget, our Supply Department is complete—Ribbons, Chiffons, Boxes, Crepe Paper and Wire Designs.

shortage seems ot be in poinsettias. Many of these will not be far enough advanced. Cyclamens, solanums and begonias will be plentiful.

Visitors: Guy Reyburn, of Chicago, and Martin Reukauf, Philadelphia, Pa.

J. J. W.

Seattle, Wash.

USUAL LULL BEFORE HOLIDAYS.

There has been somewhat slower business during the past week, but only the usual lull before the Christmas rush. The local cut of flowers has been lessened by the cold weather, so that more California orders are being booked. This is especially true of carnations. The cut of orchids is holding up, and chrysanthemums are still available in large enough quantities to supply all orders. The local growers expect to handle the Christmas trade without difficulty and cut well on into January. The late business in chrysanthemums has seen Bonnaffon, Maud Dean and Chadwick varieties coming to the front, although some splendid white and yellow Turners are also coming in. The bronze and mauve flowers are a little weak as to stem, and will not make the fine general offering that the first named varieties do. Pompons are plentiful at one range, with the remainder of the trade rather counting on this firm to supply them. Cyclamens, Begonia Glory of Cincinnati, poinsettias, primulas and Shasta daisies have been the big sellers among pot offerings, and one dealer featured small berry baskets, painted in bright hues and containing a single violet plant. Yellow and reds were mainly used in the painting of these containers, with the result that the flower was perfectly contrasted. When these were shown, a card suggesting these as "desk cheerers" was placed in the window, and return sales have been general. Another offering, very scarce, that has taken well, is pot fuchsias, a grower having so handled the crop that these are just coming into bloom now. Lily of the valley and Cecile Brunner roses have been hard to get of late, and cyclamens, fuchsias, sweet peas and violets are being substituted in corsages whenever possible. The retailers say that carnations are not all that could be asked on quality. Ophelia and Russell are the leading roses coming to hand, and some stock of Lady Hilton has been brought in to replace the call for the shades where Cecile Brunner has been used. The holly market opened fairly strong, with growers quoting 30 and 35 cents per pound in car lots, and 40 cents on smaller quantities. This came from the Port Townsend district and also from Oregon, with the latter getting the call because it can be used more generally.

NOTES.

The sudden cold snap last week was the cause of considerable discomfort to the Holly Flower Shop, according to F. Hagerman. The heating system failed one night and the next morning found some of the less hardy flowers frozen or badly damaged by cold.

Rosaia Bros. arranged a very effective window recently. A set of curtain rods were put at the back and salmon pink satin draped on each side to form a doorway. In the center of this was placed a huge vase of Ophelia roses.

Anna F. Burns, of the Burns Floral Company, complains of a notable shortage of good ferns at this time. A number of large baskets have been handled lately featuring chrysanthemums, pompons and yellow daisies.

Fred H. Rowe reports a slower cut of carnations from the McCoy greenhouses with prospects that after the first of the year there will be no need to bring in stock from California.

The Woodland Park Floral Company reports a very heavy cut of pompons lately, but the demands of the trade have been such that there has been no difficulty in moving any of the stock.

The Woodlawn Flower Shop handled the theatre decorations for the annual memorial service of the B. P. O. E., and are receiving many compliments on the results secured.

Felix Rosaia reports a splendid business of late, with weddings figuring very prominently in the activities, and violets popular with winter brides this year.

H. M.

Ferns--Galax--Leucothoe

DIRECT FROM THE WOODS TO THE DEALER

New Crop Ready for Immediate Shipment.

	1,000	Per case of 10,000
Green Galax, 3 to 3½-in.	$1.25	$ 7.50
Green Galax, 3½ to 5 in.	1.50	8.50
Bronze Galax, 3 to 3½-in.	1.25	7.50
Bronze Galax, 3½ to 5-in.	1.50	8.50
	1,000	Per case of 5,000
Fancy Ferns, 12-in. and up	$2.00	$ 7.50
Dagger Ferns, 12-in. and up	2.00	7.50
Long Green Leucothoe	4.00	
Medium Green Leucothoe	3.00	
Short Green Leucothoe	1.50	

Above prices on galax apply to lots of 10 cases and up. Remember that we are the RETAILERS' friend, and solicit the RETAILERS' business.

Member of the BLUE RIDGE DECORATIVE EVERGREEN ASSOCIATION.

Wire us at Elk Park, N. C. Terms, Cash with order.

ELK GALAX & FERN CO., Banners Elk, N. C.

Mention the American Florist when writing

GOLDFISH 1 500 000

(Fancy and Plain)

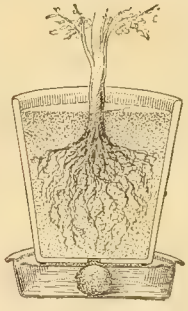
Ready for market at rock bottom prices. Ship anywhere in U. S. or Canada. Write for our illustrated catalogue.

ORIENTAL GOLDFISH & SUPPLY CO.

3757 to 3761 Cottage Grove Ave., CHICAGO, ILL.

Mention the American Florist when writing

Sell More Potted Plants



You can easily double your plant trade by showing your customers how easy it is to grow potted plants with

Little Wonder Plant Irrigator

They keep your plants watered just right. Wholesale price, $20.00 per 100.

If your supply house does not carry them send us their name with your order.

Sample by mail, 35c

The Wonder Plant Irrigator Co.

2918 N. Clark St., CHICAGO

GOLDFISH

BUY FROM THE BREEDER.

41 Acres of Ponds This Season.

Write for big new catalogue.

Globes, Aquariums, Aquarium Supplies, Etc.

BERT J. PUTNAM, Scientific Aquarist

Dept. F, 490 Washington St., BUFFALO, N. Y

Mention the American Florist when writing

John Kruchten Co.

30 East Randolph Street, WHOLESALE FLORISTS L. D. Phone Central 8016-8017. CHICAGO, ILL.

Mention the American Florist when writing

E. C. AMLING CO.

The Largest, Best Equipped, Most Centrally Located

WHOLESALE

CUT FLOWER HOUSE

IN CHICAGO

169-75 N. Wabash Ave., CHICAGO

L. D. Phones

CENTRAL 1977 and 1978

Mention the American Florist when writing

MILLER & MUSSER

Wholesale Florists

211 North State Street CHICAGO

Mention the American Florist when writing

A. L. Randall Co.,

LANDO BRAND Wabash Ave., and Lake St. CHICAGO, ILL. LANDO BRAND

Wholesale Cut Flowers, Florists' Supplies.

Mention the American Florist when writing

WEILAND-RISCH CO.

FLOWER GROWERS

TELEPHONE CENTRAL 879 154 N. WABASH AVE. CHICAGO ILLINOIS

Mention the American Florist when writing

George Reinberg

WHOLESALE FLORIST

Extra fancy Ophelia, Sunburst, Columbia, Russell, Milady, White Killarney and Killarney Brilliant Roses. All orders given prompt attention. Try us.

162 N. Wabash Av., CHICAGO

Mention the American Florist when writing

Wire Hanging Baskets

Price List, 1919. Plain Wire Hanging Baskets.

10-inch	$1.75	14-inch	$3.00
12-inch	2.25	16-inch	4.50

SHEET MOSS in bags, per bag, $2.00

Our Sheet Moss is the best value for the money in the market.

Michigan Cut Flower Exchange, 264-266 Randolph St., DETROIT, MICH.

Mention the American Florist when writing

Wholesale Flower Markets

Chicago.

CHRISTMAS PRICE LIST.

		Dozen	Per 100
Roses,	Beauty	$ 3.00@$18.00	
"	Mrs. Chas. Russell		15.00@100.00
"	Columbia		10.00@ 75.00
"	Premier		10.00@ 75.00
"	Hoosier Beauty		10.00@ 65.00
"	Killarney Brilliant		8.00@ 50.00
"	Killarney		8.00@ 35.00
"	White Killarney		8.00@ 35.00
"	Richmond		10.00@ 40.00
"	My Maryland		8.00@ 35.00
"	Mrs. Geo. Shawyer		8.00@ 35.00
"	Milady		10.00@ 65.00
"	Sunburst		8.00@ 35.00
"	Mrs. Aaron Ward		8.00@ 35.00
"	Ophelia		8.00@ 35.00
"	Double W. Killarney		8.00@ 35.00
"	Champ Weiland		8.00@ 35.00
"	Stanley		8.00@ 35.00
"	Bayard Thayer		12.00@ 50.00
"	Cecile Brunner		4.00@ 8.00
"	George Elgar		4.00@ 8.00
"	Baby Doll		4.00@ 8.00
"	Nesbit		4.00@ 8.00
"	Our selection		10.00@ 12.00
Carnations			10.00@ 25.00
Cattleyas	per doz.		36.00
Cypripedium	per doz.		9.00
Mignonette		6.00@	8.00
Yellow Narcissus		10.00@	12.00
Poinsettias		25.00@	75.00
Snapdragons	per doz.	1.00@	1.50
Daisies			2.00
Valley		20.00@	25.00
Calendulas		4.00@	6.00
Gardenias	per doz.	6.00@	9.00
Paper White	per 100	6.00@	8.00
Callas			25.00
Sweet Peas	per 100	2.00@	4.00
Violets		3.00@	4.00
Ferns	per 1,000	3.50@	4.00
Galax	per 1,000	1.50@	2.00
Leucothoe		1.00@	1.25
Mexican Ivy	per 1,000	5.00@	6.00
Plumosus Strings	each	.60@	.75
Smilax	per doz.	2.50@	3.00
Sprengeri, Plumosus, Sprays			3.00
Boxwood, 35c per lb., per case			9.00

ZECH & MANN

WHOLESALE FLORISTS

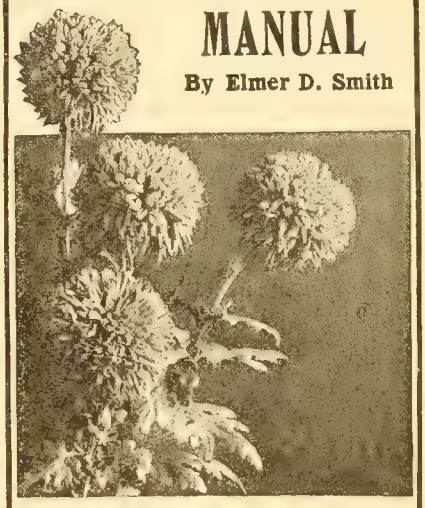
30 E. Randolph St., CHICAGO

Telephone Central 3284

Mention the American Florist when writing

THE CHRYSANTHEMUM MANUAL

By Elmer D. Smith



FOURTH EDITION

Price 60 Cents. Cash with Order.

American Florist Co.

440 S. Dearborn St., Chicago

BASKETS

Write for Catalog Now

RAEDLEIN BASKET CO.

713 Milwaukee Ave. CHICAGO, ILL.

REFRIGERATORS

COMPLETE FIXTURES

CENTRAL REFRIGERATOR & EQUIPMENT CO.

Estimates Submitted.

155 No. Clark Street, CHICAGO

For The Christmas Holidays We Recommend to You

BEAUTIES
Only specials. The best we have ever had for Christmas.

Killarney and Brilliant
A large supply, good stock, moderate prices.

Lilac and Cypripedium
Don't omit these two items from your list.

THE LEO NIESSEN CO., 1201 Race St., Philadelphia, Pa.

Philadelphia.

MARKET CLEANS UP AT GOOD FIGURES.

As is usual at this season, the business is light, as is also the supply, the dull, dark days offering very little encouragement to the production of cut flowers. In consequence, everything is scarce, roses, carnations, violets, in fact, there is not a plentiful item in the whole assortment. The market cleans up every day, there being little of anything to carry over. The quality of the stock is good for the season. Premier continues to increase in length of stem and popularity. The Christmas specials of this variety will surely bring good money. As one of the wholesalers put it: "The market should be good for the next six weeks as stock is quite sure to be on the short side." For the Christmas market there will be good crops of stevia, mignonette and calendulas, and more chrysanthemums than ever before. They were generally considered a nuisance as a holiday flower, but are likely, this year, to find a good demand on account of the scarcity of other lines. Paper White narcissus will also be plentiful, and there will be a supply of callas, but no giganteums. The rose market does not look any too promising. Some growers appear as if they will have their usual cut, but others claim to be away below normal for the season. It is said American Beauty specials will bring $1.50 each, and possibly higher. Carnations are now bringing $8 to $12, and will likely see record figures.

December 15.—Shipments this morning were rather meager, and while there was not much, if any, advance in prices, they were held at the highest of those prevailing the week before. It is stated that of the stock most in demand for Christmas, the medium sizes will be scarce. Several large growers believe that their rose crops will be almost one-third less than last year.

CHRISTMAS GREENS.

While all kinds of Christmas greens are in fair demand, such as boxwood, ground pine, etc., the large stock of exceptionally fine holly that is being offered is sure to be a factor. Holly is said to be well berried everywhere, and as labor is so much more plentiful than last season, this market at least, will be better supplied than for the past three years.

IN THE STORES.

Everywhere, the retailers are putting their best foot forward, preparing large stocks of wreaths, both for cemetery and house decoration. The red chenille and red ruscus, whitened, silvered and gilt cones, minerva and other dyed weeds, are much in evidence in the wreath decorations. Some of the good, old-fashioned statice, with large white flowers, is being used, the first since the war began. There is not much in the way of advance orders in the retail shops, but all appear to be looking forward for a good trade.

Growers report that all their good stock is sold, orders being received earlier than ever before. Prices are much higher than last year, but this did not deter buying, as the storekeepers believe they can pass the increase along to the public.

Roses, Extra Fine Lilac

Carnations, Violets, Stevia In all popular varieties, best quality, direct from grower to you.

PHILADELPHIA CUT FLOWER COMPANY
Wholesale Florists
1517 SANSOM ST., George Aeugle, Proprietor, PHILADELPHIA, PA.

EDWARD REID

Roses, Carnations, Snapdragon, Violets. All Seasonable Flowers.
This is the exclusive shop, only one block from Express Depots.
1619-1621 Ranstead Street, PHILADELPHIA, PA.

Wholesale Flower Markets

BOSTON, Dec. 17. Per 100

Roses,	American Beauty	25.00@100.00
"	Shawyer, Russell	8.00@ 30.00
"	Killarney	8.00@ 30.00
"	Milady, Miller	8.00@ 30.00
"	Francis Scott Key, Radiance	8.00@ 30.00
"	White Killarney	8.00@ 30.00
"	Killarney Brilliant	8.00@ 30.00
"	Mrs. Aaron Ward, Sunburst	8.00@ 30.00
"	Hadley	15.00@100.00
"	Ophelia	15.00@ 30.00
"	Premier	8.00@ 30.00
"	Columbia	8.00@ 30.00
"	Maryland, Hoosier Beauty	8.00@ 30.00
Cattleyas, per doz.		24.00@ 36.00
Cypripediums, per doz.		12.00@ 36.00
Sweet Peas		3.50@ 4.00
Carnations		10.00@ 14.00
Longiflorum Lilies		20.00@ 25.00
Pompons, per bu, $0.50@$1.00		
Chrysanthemums, per doz.		3.00@ 4.00
Violets		3.00
Marguerites		3.00
Calendulas		6.00@ 8.00
Bouvardia, per doz, $2@$4.00		
Paper White Narcissi		4.00@ 6.00
Rouvardia, per doz.		1.50@ 3.00
Callas		16.00@ 25.00

BUFFALO, Dec. 17. Per 100

Roses,	Beauty, Special	60.00@ 75.00
"	Fancy	40.00@ 50.00
"	Extra	25.00@ 30.00
"	1st	10.00@ 15.00
"	Killarney	6.00@ 15.00
"	My Maryland	6.00@ 15.00
"	Sunburst	6.00@ 15.00
"	Ward	6.00@ 8.00
"	Columbia	8.00@ 35.00
"	Ophelia	6.00@ 20.00
"	Russell	10.00@ 20.00
"	Shawyer	8.00@ 15.00
"	Bon Silene	4.00@ 6.00
Cattleyas		100.00@125.00
Chrysanthemums		8.00@ 40.00
Pompons, per bunch		.50@ 1.00
Violets		2.00@ 2.50
Valley		15.00@ 20.00
Calla Lilies		25.00@ 35.00
Paper Whites		6.00@ 8.00
Carnations		4.00@ 8.00
Snapdragons		6.00@ 8.00
Sweet Peas		2.00@ 3.00
Asparagus Sprengeri		.35@ .50
Ferns	per 1,000	3.00
Calendulas		2.00@ 3.00
Smilax		25.00
Japan Lilies		8.00@ 10.00

CINCINNATI, Dec. 17. Per 100

Roses,	Premier	10.00@ 75.00
"	Columbia	10.00@ 75.00
"	Butterfly	8.00@ 35.00
"	Golden Rule	8.00@ 35.00
"	White Killarney	8.00@ 35.00
"	Pink Killarney	8.00@ 35.00
"	Sunburst	8.00@ 35.00
"	Mrs. Aaron Ward	8.00@ 35.00
"	Ophelia	8.00@ 35.00
"	Cecile Brunner	4.00@ 6.00
"	Baby Doll	4.00@ 6.00
Carnations		10.00@ 25.00

Fancy Chiffons

(About 35 to 40 yards to bolt.)	Per yd.
Dotted effect, 4 in. wide	$0.09
Lily of the Valley effect, 4 in. wide	.09
"Blue" Valley, cut edge, 6 in. wide	.09
Dotted effect, 6 in. wide	.12
Lace effect, 6 in. wide	.12
Lily of the Valley effect, 6 in. wide	.12
"Gold" Valley effect, 6 in. wide	.14
Silk, with Satin Borders, 6 in. wide	.15
Silk, with Satin Borders, 8 in. wide	.20
Maline, 27 in. wide	.30
Silk Gauze (or netting), 6 in. wide	.12
Silk Gauze (or netting), 14 in. wide	.22

Special Xmas list of many other useful items sent free.

Geo. H. Angermueller Co.
1324 Pine St., ST. LOUIS, MO.

Write For Our
Price List
On Cut Flowers
H. G. BERNING
1402-4 Pine St., St. Louis, Mo.

BERGER BROS.
Roses, Carnations, Violets, Stevia.
1225 Race St. Philadelphia, Pa.

Pittsburgh Cut Flower Co.
WHOLESALE FLORISTS
116-118 Seventh Street,
PITTSBURGH, - PA.
Growers of Quality Flowers.

C. C. POLLWORTH CO.

EVERYTHING
in the line of
Cut Flowers, Plants
and Florists' Supplies.

MILWAUKEE, WIS.

HOLTON & HUNKEL CO.
462 Milwaukee St., Milwaukee, Wis.

Wholesalers and Growers of
Choice Cut Flowers
and Greens

H. Bayersdorfer & Co.
The Wholesale Supply
House of America . . .
EVERYTHING THE BEST IN FLORISTS' SUPPLIES
1127 Arch St., Philadelphia, Pa.

CALIFORNIA FLOWERS.

This is a big country, and it seems quite a distance from coast to coast, but it cannot be such a span after all, as flowers picked in California, are now sold in this city. Roses, violets and chrysanthemums arrive in good condition, the roses being taken as the product of local growers. With good aeroplane service, the local greenhouse men will wonder whether life is worth living.

NOTES.

The London Flower Shop has a very unique window decoration, the feature of which is the new painted weeds, which are introduced this fall for the first time. Wild seed pods, splatterdock leaves, some of the grasses, seed plumes of the common dock weed, thistles, etc., are given a basic coat of paint, and then touched up, some in rainbow hues and others given high lights, with a dash of bronze and aluminium. As arranged, they attracted considerable attention on account of the odd colors. A cluster of cones and artificial holly, tied with red ribbon, is an attractive window piece.

The first of the winter lecture series of the Pennsylvania Horticultural Society was held, December 9, in the New Century drawing room, a more suitable auditorium than that of last season. John C. Wister gave an illustrated talk on visits to French and English gardens since the war, which was very interesting. He has visited also the large collection of irises in France and England, and gave the names of the most recent introductions. There was a very good attendance.

Wm. H. Wyatt, the prominent retailer on 13th street, above Race, rounded out his 40 years, December 8. He still occupies the same store, which has been altered and improved, with greenhouse in the rear. Mr. Wyatt believes in doing business in a conservative way, having a hand himself in nearly everything that goes out. He specializes in funeral flowers, the excellence of which makes his work noticeable at every display.

T. Nelson Geiger is showing a beautiful line of miniature pyramid box trees, dotted with artificial holly berries and red ribbon decorations. These baby boxwood are made so that all the stems reach the water and are set as if growing, in jardiniers of water. They stand from nine to 12 inches in height. They look as if they wouud be most salable and bring good money anywhere.

GUST. RUSCH & CO.

Wholesale Florists
Jobbers in
FLORISTS' SUPPLIES.
Phone Main 1245. P. O. Box 206
444-446 Milwaukee St., Milwaukee, Wis.

Wholesale Flower Markets

PHILADELPHIA, Dec. 17. Per 100

Roses, Beauty, special	100.00@	125.00
" " fancy	75.00@	100.00
" Mrs. Chas. Russell	25.00@	75.00
" Killarney	12.00@	25.00
" Hadley	75.00@	100.00
" Sunburst	15.00@	30.00
" Wards	15.00@	30.00
" Ophelia	20.00@	40.00
" Columbia	20.00@	50.00
Snapdragons	12.00@	25.00
Calendulas	4.00@	8.00
Adiantum	1.00@	1.50
Smilax		.25
Asparagus Strings	.50@	.75
Asparagus bunches		.50
Dagger and Fancy Ferns, per 1,000	3.00@	4.00
Chrysanthemums, large, per doz.	1.00@	3.00
" Pompons, bunch	.50@	.75
Violets	2.00@	3.50
Cattleyas	2.00@	2.50
Stevia	.35@	.50
Lilac, bunch		2.00
Poinsettias, dozen	4.00@	5.00
Narcissus	4.00@	6.00
Mignonette	8.00@	10.00
Gardenias	9.00@	12.00
Cypridediums		25.00
Carnations	12.00@	18.00

MILWAUKEE, Dec. 17. Per 100

Rose, Killarney, W. Killarney	10.00@	25.00
" Ward	10.00@	30.00
" Mrs. Chas. Russell	20.00@	60.00
" Ophelia	10.00@	30.00
" Columbia	25.00@	65.00
" Hoosier Beauty	15.00@	50.00
Carnations, assorted	10.00@	14.00
Cattleyas, per doz.	18.00@	24.00
Bouvardia, per bunch	.75@	1.00
Stevia	2.00@	3.00

PITTSBURGH, Dec. 17. Per 100

Roses, Beauty, special	50.00@	60.00
" " fancy	30.00@	40.00
" " extra	15.00@	25.00
" " No. 1	8.00@	10.00
" Hadley	6.00@	25.00
" Killarney	6.00@	20.00
" Maryland	6.00@	20.00
" Scott Key	12.00@	35.00
" Sunburst	6.00@	20.00
" Mrs. Aaron Ward	6.00@	15.00
" Russell	10.00@	35.00
" Columbia	10.00@	30.00
" Ophelia	6.00@	25.00
" Hilda	5.00@	15.00
Carnations	4.00@	6.00
Cattleyas		150.00
Ferns, per 1,000		3.00
Sweet Peas	1.50@	4.00
Daisies	1.50@	4.00
Chrysanthemums, per doz.	2.50@	5.00
Galax	1.50@	2.00
Plumosus	.35@	.50
Sprengeri	.35@	.50
Smilax, per doz.		3.00
Mexican Ivy, per doz.	1.00@	7.50
Calendulas		2.00
Pompons, per bunch	.50@	.75

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Staple Baskets and Seasonable Novelties in Quantity.
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VIOLETS, CARNATIONS.
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MINNEAPOLIS, MINN.
RICE BROTHERS
Wholesale Florists and Supplies
218 North Fifth St.
Send list in for quotations.

ST. LOUIS, Dec. 17. Per 100

Roses, Hadley	3.00@	12.50
" Killarney	3.00@	6.00
" White Killarney	4.00@	10.00
" Hoosier Beauty	4.00@	12.50
" Russell	4.00@	30.00
" Ward	3.00@	5.00
" Sunburst	3.00@	15.00
Ferns		3.00
Carnations	4.00@	12.50

Frank M. Ross' 52nd street shop has rid itself of the mechanics, who have been rebuilding this store all summer. The interior, which is very light, will now quickly receive its Christmas attire. Manager Gaul says it will be one of the finest stores in town when everything is in place.

Charles H Grakelow has his busy shop crowded to capacity with a wonderful line of wreaths, baskets and other Christmas goods. The greenhouse, in the rear, is also full of choice flowering and foliage plants. He says: "We are ready, and do not care how soon they come."

J. J. Habermehl's Sons had one of the busiest Novembers since they have been in business. Their Ritz-Carleton shop had an elaborate ball decoration at the hotel, December 11. A new marble table, supported on twin lions is a feature of their Bellevue-Stratford shop.

The Subway Flower Shop, 60th and Market street, has put a Dodge car in service. A large "Say It With Flowers" adorns both side panels. The store, with its stock of Christmas wreaths and baskets, is making a strong bid for the Christmas trade.

The Philadelphia Cut Flower Co. expects a good Christmas crop of roses from their Morton greenhouses. They will also be strong on white lilac, which should be in great demand.

Charles Theiss, who recently took charge of Frank M. Ross' 60th street store, is planning for a big Christmas trade. A large stock of Christmas wreaths are under way.

American Beauties will be a feature of the Leo Niessen Co.'s stock, as will special Hadley roses. They will also carry the largest lot of white lilac they have ever offered.

Mrs. Marie Anthony, of New York, has opened a cut flower store at 811 South Broad street.

K.

New York.

MODERATE SUPPLY AND PRICES FIRM.

There has been no appreciable change in the condition of the wholesale market since our notes of December 6 were written. A moderate supply of stock continues to arrive and prices remain firm. This condition is likely to prevail—if precedents count for anything—until the Christmas buying begins. The chrysanthemums continue to arrive in greater volume than might be expected, considering that they had such an early start, but as might be expected, most of the stock is of inferior quality. Yet, with high prices on all other stocks, most any kind of a chrysanthemum sells. Exceptionally fine stock of the roses, Premier, Columbia, Mrs. Ward and Ophelia continues to arrive. There is now a demand for carnations, but one does not notice any great improvement in the quality. The cut poinsettias, good ones, too, are now features of the market, and may be seen on display in the windows of retail stores. As yet, they cannot be said to be moving fast, but their time is coming. There seems to be plenty of both cattleyas and cypripediums to supply the demand. Violets, which in the language of the prize ring, were "groggy" for some time after Thanksgiving, seem to have a little more life.

December 15.—After a week of rain, fog and general discomfort, the weather has cleared, followed by a cold wave. The forecast is for continued cold, but it is hoped there will be no zero temperatures. With the present demand, which is not heavy, there is enough stock to go round, but severe freezing would cut down the supply. There is almost a surplus of the small cattleyas on this market, but the larger blooms are scarce. There is little call for lily of the valley. A considerable stock of pompons continues to arrive. The supply of violets is light; so is the demand. Holly sold at $8 per case today. Special Francis Scott Key roses have advanced to $75. Prima Donna to $20, and No. 2 Wards to $8.

FLORIST CLUB AWARDS.

Owing to a long session of the florists' club, December 8, not all of our notes reached the printer in time for publication in the Christmas number. Awards on the exhibits were as follows: W. A. Manda was given a first-class certificate for his evergreen. The comment of the judges was: "Very interesting half-hardy evergreen, which appears to have commercial value." For his display of Dracaena Rothiana, cultural certificate; display of aspidistras, cultural certificate; display of wreaths, vote of thanks. Philip F. Kessler, for display of Chrysanthemum Christmas Gold and Snapdragon Ruth Brewster, and a seedling, vote of thanks; A. Sauter, vote of thanks for mignonette; Stumpp & Walter, vote of thanks for Calendula Orange King. A. N. Pierson, Inc., vote of thanks for vase of chrysanthemums; Traendly & Schenck, for their exhibit of roses, silver medal; comment of judges on Mock: "The finest vase of this rose ever shown before the club." "Mrs. Aaron Ward, exceptionally well grown; Premier, Columbia and Ophelia, all very fine. The committee would like to see such exhibits again." C. T. Guenther, for vase of Chrysanthemum Hamburg, vote of thanks; Henry Schmeckpepper, Glendale, N. Y., for pink sport of Chrysanthemum E. A. Seidewitz, vote of thanks; W. D. Howard, Milford, Mass., for crimson carnation, Bernice, 84 points.

At the meeting of the club November 11, A. N. Pierson, Inc., exhibited the roses Pilgrim and Crusader, both scoring 86 points; also, Chrysanthemum Golden Barbara Davis, which scored 88 points. On October 18, the committee visited the range of the C. H. Totty Co., Madison, N. J., to examine the new rose, Frank W. Dunlop, for final certificate, and recommended that the final certificate be granted. It scored 88 points.

NOTES.

It may not happen in 1920, but the handwriting is on the wall, that the wholesale florist colony must at no distant date forsake 28th street. The furriers, who seem to possess the art of turning a muskrat skin into arctic seal, and rabbit skins into most anything, have already "got the florists going." They are able to pay much and there is another feature. If a furrier that deals heavily in skunk skins.

THERE'S a growing tendency toward a closer contact—toward a better understanding of man with man in every line of endeavor today, two essentials which make for a sound and lasting prosperity. I want to be on such terms with every florist; I solicit new business on such a basis.

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Wholesale Flower Markets

NEW YORK, Dec. 17. Per 100

Roses, Beauty, special	100.00@	125.00
" " extra and fancy	60.00	75.00
" Hadley	8.00@	50.00
" Francis Scott Key	10.00@	75.00
" Columbia	10.00@	30.00
" Prima Donna	8.00@	20.00
" Double White Killarney	8.00@	20.00
" White Killarney	6.00@	15.00
" Aaron Ward	8.00@	30.00
" Ophelia	6.00@	25.00
" Sunburst	6.00@	30.00
" J. L. Mock	8.00@	60.00
" Mrs. Chas. Russell	8.00@	50.00
" Premier	10.00@	50.00
Cattleya orchids, special	50.00@	200.00
Carnations	8.00@	10.00
Carnations, Mrs. Ward		12.00
Adiantum Croweanum and Hybridum	1.00@	1.50
Asparagus Plumosus, doz. bchs.	2.50@	3.00
Smilax, doz. strings	1.50@	2.50
Bouvardia, per doz.	1.00@	2.00
Chrysanthemums, per doz.	3.00@	6.00
Lilies, white	25.00@	30.00
Gardenias, per doz.	8.00@	12.00
Callas, per doz.	3.00@	4.00
Paper White Narcissus, doz.	.50@	.60
Lilies, Rubrums	8.00@	10.00
Sweet Peas	3.50@	4.00
Lily of the Valley	15.00@	30.00
Violets	1.00@	2.00
Calendulas, per doz.	.50@	1.50
Stevia, bunch	.10@	.25
Yellow Narcissus, per doz.	.75@	1.00
Snapdragons, per doz.	.50@	2.00
Cut Poinsettias, per doz.	4.00@	8.00
Holly, per case		8.00
Cypridediums	35.00@	45.00
Mignonette, per doz.	1.50	2.00

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Wholesale Florists and Cut Flower Exchange
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higher rents than the florists can stand, moves in next door to a florist, the latter—unless some merciful dispensation has temporarily deprived him of the sense of smell—had as well move out. Various schemes for a general movement have been talked over, but as yet, none of them have taken definite shape. William Gunther, of Gunther Brothers, is strong for a general move to 41st street, between 8th and 9th avenues. He says that there are a number of available stores in that locality; that it is conveniently situated to both the Pennsylvania and the Grand Central terminals, and is also easily reached by the elevated and the 7th avenue subway. As the large majority of the retail florists are located uptown, there seems to be logic in his argument. In the meantime, several wholesalers are already looking about—because they have to—for permanent homes for their business.

The scientists of Columbia University, having assured us that the end of the world is not coming, December 17, we have decided to add a few notes of encouragement to the trade to go right on with its preparations for Christmas. In plants, so far as we can learn, most of the growers that supply this market were pretty well sold out a month ago. The only stock that seems to be in abundant supply, is poinsettias. Good azaleas are, of course, at a premium. There seems to be a fair supply of cyclamens and solanums. The supply of heather is not heavy. We expect to see the foliage plants, such as the dracænas, ferns and Pandanus Veitchii, used in increased numbers in combination baskets and hampers. There will be various miscellaneous stocks on the market, primroses, for instance, that will help out the smaller stores. From present indications, it appears that there will be a fairly good supply and quality of holly.

A recent editorial in the Evening Mail started off as follows: "We humans are essentially stupid. Kipling was right when he said that we are very slightly changed from the early apes that ranged India's prehistoric clay. Our latest enthusiasm is aroused by a pseudo discovery made by a man in Manchester, England, that lead can be transmutted into gold. Sir Edward Rutherford is his name, one of the greatest physicists in the world. But he is silent on his 'discovery'." We do not care much for carrying gold about. Too heavy.

The Astoria Florist has just completed extensive improvements on the three story building, which he owns, at 2188 Broadway. The ground floor and a well finished basement are occupied by his business. On the upper floors, besides his family residence, there are large and handsome rooms fronting on Broadway, that have been leased for light manufacturing and office purposes.

Max Schling was unavoidably absent from the club meeting, December 8, on account of the serious illness of a friend, but for faithful service, the members went right along and elected him a trustee.

In the window of the Dards' store, there is a large placard, iniviting the people to order early, with a guarantee that all orders will be promptly filled at the time designated in the order.

J. K. Allen, now located at 118 West 28th street, is about to remove to 133 West 28th street, to occupy part of Walter F. Sheridan's store.

They are blasting the subsoil in Central park, to make trees grow. Well, there must be a great surplus stock of explosives in this country.

H. E. Froment will remove from 148 West 28th srteet in February, to a lotion, so far as we are aware, not yet designated.

A. F. F.

A Christmas Message to Florists

Dear Friends:

Do not worry about the people that are spending tens of thousands of dollars for fine clothes and jewelry. They have the right to spend their money as they please, and if they can afford expensive clothes and jewelry, they **Can Afford Flowers, so Think Flowers, Talk Flowers, Advertise Flowers,** keep good ones and you will sell them; that is **Our Creed.** And if you wish to have your **Christmas Orders for New York and Vicinity** carefully filled, send them to us.

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250,000 and less than	500,000	shall pay 30.00
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50,000 and less than	100,000	shall pay 15.00
25,000 and less than	50,000	shall pay 10.00
25,000 and less		shall pay 5.00

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25,000 and less than	50,000	shall be 10.00
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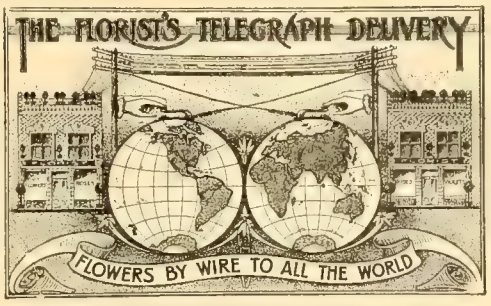
10,000 and less		shall be 5.00



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Nickels Arcade..The Blue Maize Blossom Shop
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Auburn, N. Y.....Dobbs & Son
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Walton Wy. & Heard St.Cent. Garden Florist
Augusta, Me.....Augusta Flower Shop
122 Winthrop St.....Robbins, The Florist
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B

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331 N. Charles St.....Feast, Samuel & Sons
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207 N. Liberty St.....Smith, C. E. & Co.
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Bangor, Me.....Allen, Mrs. T.
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Beatrice, Neb.....Dole Floral Co.
Beaumont, Tex.....Beaumont Floral Co.
Beaver, Pa., 964 6th St..Fitzgerald, Thomas M.
Beaver Falls, Pa., 1308 7th Ave.The Flower Shop
1513 Seventh Ave.....Bolton, J. J.
Bedford, Ind., 8th and O Sts.Williams Floral Co.
Bellefontaine, O.....Stelzig's Floral Store
Belleville, Ill.....Fehr, Adolph G.
Bellevue, O., 209 E. Main St.Zeigler, Mrs. Nellie
214 E. Main St.....Arlin, R. C.
Bellows Falls, Vt.....Halladay, Geo. A.
Beloit, Kan., S. Mill St.....Beil, Mrs. E. L.
Belvidere, Ill., 219 S. State St....Herzog, J. P.
Benton Harbor, Mich.....Princess Flower Shop
Berkeley, Calif.....Norton, Wm. F.
2109 University Ave.....Pacific Floral Co.
Berwick, Pa., 121 W. Front St....Davis, D. W.
Bethlehem, Pa.....Sawyer & Johnson
817 Seneca St.....Vorkeller, Charles
Beverly, Mass.....Beverly Flower Shop
Biddeford, Me., 317 Alfred St.....Strout's
Big Rapids, Mich.....Star Greenhouse
Billings, Mont.....Partington's Greenhouses
Binghamton, N. Y.....Binghamton Florist
6-10 Bigelow St.....Fancher, A. E.
68 Chenango St.....The Flower Shop
Birmingham, Ala.....Empire Flower Store
.....Fraser Nursery Co.
Woodward Bldg.....Parker's Flower Store
Tutwiler Hotel.....Tutwiler Flower Store
Bismarck, N. D., 200 4th Ave.Hoskins Floral Co.
Bloomington, Ill.....Washburn, A., & Sons
Bloomington, Ind.....Morris The Florist
Bloomsburg, Pa., Fifth St.....Dillon, J. L.
Bluffton, Ind., Wabash Ave.....Myers & Co.
Boonton, N. J., 315 Main St.....Herrick
Boone, Ia.....Kemble & Smith Co.
Boston, Mass.—
144 Massachusetts Ave.....Caplan, Florist
342 Boyleston St.....Carbone, Inc.
6 Beacon St.....Cassidy, John J.
1 Park St.....Galvin, Inc., Thos. F.
61 Massachusetts Ave.....Hoffman, Inc.
67 Beacon St.....O'Brien, John J.
124 Tremont St.....Penn, Henry
143 Tremont St.....Wax Brothers
Boulder, Colo..North Boulder Greenhouses, The
Bowling Green, Ky.....Burdell Floral Co.
Bowling Green, O.....Bowling Green Floral Co.
Bozeman, Mont., 315 S. Tracy St...Langohr, M.
Braddock, Pa.....J. M. Johnston
Bradford, Pa.....Gunton, C. E.
91 Main St.....Wm. N. Graham
Braintree, Mass.....Waldecker, Herman
Brantford, Ont., 88 Dalhousie St...The Rosery
101 Colborne St.....Waldron's Florist
Brattleboro, Vt.....Hopkins, The Florist
Brazil, Ind.....Dinkel Flower Shop
Bridgeport, Conn.....Reck & Son, John
943 Main St.....James Horan & Son
Bristol, Conn., 19 Maple St.....Andrew Bros.
184 Main St.....Paul M. Hubbard & Co.
Bristol, Pa.....J. C. Schmidt
Bristol, Tenn.....Bristol Floral Co.
Brockton, Mass.....Belmont Flower Shop
9 Main St.....Hathaway, Wm. W.
Brockville, Ont.....Edwards Florist
Brookline, Mass.....Palmer, F. E., Inc.
1314 Beacon St.....Merrill, Alice B.
Brooklyn, N. Y., 272 Fulton St..Phillips, J. V.
7 Clinton St.....Phillips, J. V.
Bushwick Ave, at Conway St..Rodman & Sons
Cor. 5th and 25th Sts.Weir & Co., Inc., J. Ebb
Lewis Ave. & Hancock St.....Joseph Trepel
3-5 Greene Ave.....Wilson, Robert G.
Brownwood, Tex.....Brownwood Floral Co.
Brunswick, Me.....Larock, Walter L.
Bryn Mawr, Pa.....Connolly Est., J. J.
807 Lancaster Pike.....
.....Jeannett's Bryn Mawr Flower Shop
Bucyrus, O.....F. J. Norton
Buffalo, N. Y.....Anderson, S. A.
379 Main St.....Stroh's
77 Allen St.....Wm. H. Grever
Main & Balcom Sts.....Scott, The Florist
219 Delaware Ave.....Colonial Flower Shop
Main and High St.....Neubeck, L. H.
304 Main St.....Palmer, W. J., & Son
352 William St.....Schoenhut, Chas.
Burlington, Ia.....Bock's Flower Shop
Burlington, Vt.....Gove, Mrs. Cora E.
128 Church St.....Peters, W. E.
Burlington, Wis.....Burlington Floral Co.
Butler, Pa.....A. Krut Floral Co., Inc.
Butte, Mont., 27 W. Broadway..Butte Floral Co.
47 W. Broadway.....Columbia Floral Co.

C

Cairo, Ill., 228 8th St.....Cade, The Florist
Calgary, Alberta, Canada..Terrill, Ltd., A. M.
.....Emery Floral Co., Ltd.
Calumet, Mich.....Dale & Nichols
Cambridge, Mass.....Becker's Conservatories
581 Mt. Auburn St.....Harold A. Ryan, Inc.
636 Massachusetts Ave.....Robbins Brothers
Cambridge, O.....Fred W. Arnold
Camden, N. J., 524 Market St.....Thorrs, J. M.
Canajoharie, N. Y.....Traudt, Jos.
Canandaigua, N. Y., 305 S. Main St.Sick, Edward
Canton, Ill.....Jacobs, Geo. W.
Canton, O., 522 N. Market Ave..Geltz, Fred G.
306 Tuscarawas St., W....Cowgill, J. Rollin
Harris Arcade.....Johnston's Flower Shoppe
Carbondale, Pa.....Wade's Flower Shop
Carey, O.....The Carey Greenhouses
Carlisle, Pa., 36 Ridge St.....Robbins, Jesse
Carthage, Mo., 428 Clevenger St...Tadlock, Guy
Casper, Wyo.....The Casper Floral Co.
Catskill, N. Y.....Hansen, Henry
Cedar Falls, Iowa.....Bancroft, Joseph & Son
Cedar Rapids, Iowa.....Kramer, I. N., & Son
308 Third Ave., E.....Lapes, John F.
Celina, Mercer County, O..Celina Greenhouse Co.
Centerville, Ia.....Kemble Floral Co.
Centralia, Ill.....Ross, J. W.
Locust and E. 4th St...Webster's Greenhouses
Chagrin Falls, O.....Wyckoff Floral Co.
Chambersburg, Pa.....Beyer Bros.
Champaign, Ill.....Thomas Franks & Son
Charleston, Ill., 713 N. 7th St.Newby, Bertha B.
Charleston, S. C., 88 Society St....Bolger, T. T.
King and George Sts....Carolina Floral Store
Charleston, W. Va.....Winter Floral Co.
.....Charleston Cut Flower & Plant Co.
Charlotte, Mich.....Wietzke, R. A.
Charlottle, N. C.....Scholtz, The Florist
203 N. Tyron St.....The Flower Shop
Charlottesville, Va.....Lankford's Flower Shop
Chatham, Ont.....Ross Sons, W. McK.
38 King St., W.....The Rosery
Chattanooga, Tenn.....Haeger, W. F.
721 Market St.....Joy's
Cheyenne, Wyo.....Underwood Flower Shop
Chicago, Ill.— .....Alpha Floral Co.
1361 N. Clark St.....Blome, Paul & Co.
3040 W. Madison St.....Bruns, H. N.
57 E. Monroe St.....Bohannon Floral Co.
84 E. Jackson Blvd.....Fleischman Floral Co.
3530 Michigan Ave.....Kidwell, J. F. Co.
516 S. Michigan Ave.....Friedman, Oscar B.
77-79 E. Madison St.....Lange, A.
4013 Milwaukee Ave.Peacock, Everette R. Co.
55 E. Jackson Blvd.....Lewis & Rocca
17 E. Monroe St.....Mangel, The Florist
834 N. State St.....Neiglick, Chas. T.
2132-2134 Michigan Ave.....Samuelson
2221 W. Madison and 4509 Broadway.....
.....Schiller, The Florist
3102 Michigan Ave.....Smyth, W. J.
22 E. Elm St.....Wienhoeber Co., Ernst
41 S. Wabash Ave.....Weinhoeber, George
737 Buckingham Place. Wittbold, The Geo. Co.
Chicago Heights, Ill.....H. J. Peterson
Chickasha, Okla.....Johnston, Mrs. Stella
Chicopee, Mass., 62 Grape St.....Paul, William
Chillicothe, Mo.....Isherwood, R. L.
Chillicothe, O.....Eisass Flower Shop
Chippewa Falls, Wis.Chippewa Falls Greenhouses
Cincinnati, O., 138 East 4th St.....Baer, Julius
128 W. 4th St.....Forter, Edward A.
150 E. 4th St.....Hardesty, T. W. & Co.
921 Vine St.....Tromey's Flower Shop
532 Race St.....Sheppard, H. W.
1037 E. McMillan St.Walnut Hills Flo. Bazaar
Clarksburg, W. Va....Hayman Greenhouse Co.
Waldo Hotel Bldg.....Dudley Sons Co., J. W.
Gore Bldg., Pike St...Weber Sons Co., The H.
Clarksville, Tenn.....Joy's
Clearfield, Pa., 19 3rd St.....Blacker, Mrs. Wm.
Cleveland, O.....Gasser Co., J. M.
5523 Euclid Ave.....Graham A., & Son
10515 Superior St.....Hahn, Paul C.
1284 Euclid.....The Jones Russell Co.
1836 W. 25th St.....Knoble Bros.
67th and Quincy Sts.....Kirchner's Flowers
2991 W. 25th St.....G. W. Mercer
5923 Euclid Ave.....Westman & Getz
144 Public Square.Park Flower Shop Company
10313 Euclid Ave.....Temblet, Wm. H.
3600 W. 25th St.....Witthuhn's Flower Shop
Clifton Springs, N. Y..Tomlinson, F. R. & J. R.
Clinton, Ia., 210 6th St....Bather Co., Andrew
Clinton, Ill.....Grimsley's Flower Store
Clinton, Mass.....Sawyer, Frank P.
Clyde, O., Maple & Race Sts..Hall's Greenhouse
.....Arthur Doebel & Sons
Coatesville, Pa.....Thomas Flower Room

FLORISTS' TELEGRAPH DELIVERY--Continued.

Cohoes, N. Y.....Carpenter, Ansel D.
Coldwater, Mich.....D. Vogt's Greenhouses
Colorado Springs, Colo.....Crump, Frank F.
104 N. Tejon St.....Pike's Peak Floral Co.
Broadmoor Hotel.....The Cheyenne Floral Co.
Columbia, S. C.....Eison, Mrs. J. M.
Columbus, Ga.....Keholey, J. T., Florist
.....Smith's Greenhouses
Columbus, Ind., 428 5th St....Barnaby, Chas. S.
Columbus, O.....Franklin Park Floral Co.
82 N. High St.....Ludwig, T. J.
19 S. High St.....Munk Floral Co., The
Concord, N. H., 28 Pleasant St.....Baker, S. R.
Conneaut, O.....Eaton, L. A., & Sons
Connellsville, Pa.....DeMuth & Sons, P. R.
Corning, N. Y.....Bacalles Flower Shop
Park Ave.....Woeppel, A. H.
Corsicana, Texas.....Holm, Alfred
Coshocton, O.....Hamilton, S. M. & Sons
Council Bluffs, Ia.....Wilcox, J. F., & Sons
Covington, Ky.....Ruttle, Robert D.
Crawfordsville, Ind.....McDonald & Co.
Cumberland, Md., 56 N. Center St....Paul, John

D

Dallas, Tex.....Dallas Floral Co.
1214 Main St.....Lange Floral & Nursery Co.
Danielson, Conn.....Franklin & Crosby, Inc.
Danville, Ill.....Britz, The Telephone Florist
101 N. Vermilion St.....Smith's Sons, F. B.
Danville, Pa., 302 Bloom St.....LeDue, T. J.
Danville, Va.....Eldridge Stores, Inc.
Davenport, Ia.....Bills Floral Co.
313 Brady St.....Forber, G. F.
Dayton, O., 112 S. Main St.....Heiss Company
Elks Bldg., 3d & Jefferson Sts..Rodgers, J. W.
16-18 W. 3rd St.....Matthews, The Florist
Daytona, Fla.....Triple Cities Floral Co.
Decatur, Ill., 120 E. Prairie Ave.....Daut Bros.
402 Water St.....Peterson Floral Co.
Defiance, O.....Kircher, Winfield S.
DeKalb, Ill.....Johnson, J. L.
Delaware, O.....Cunningham, Jos. H.
Denver, Colo.....The Park Floral Co.
1017 16th St.....America Flower Shop
833 15th St.....Cooper, Geo. H.
1225 Logan St.....The Mauff Floral Co.
Derby, Conn.....Bradley, H. M.
Des Moines, Ia.....Lozier, H. E.
515 Grand Ave.....Art Flower Co.
7th and Walnut Sts.....Alpha Floral Co.
.....Wilson Floral Co., J. S.
Detroit, Mich.....Bemb Floral Co., The L.
26 Broadway.....Breitmeyer's Sons, John
330 Woodward Ave.....Brown, W. B.
491 Woodward Ave.....Carey, The Florist
35-37 Broadway.....Central Floral Co.
17 E. Adams Ave.....Fetters, Edward A.
.....Plumb, Chas. H.
604 E. Fort St.....Scribner Floral Co.
518 W. Warren Ave.....Stock, Jerome K.
361 Woodward Ave.....J. F. Sullivan
95 Gratiot Ave.....Taepke, Gust. H., Co.
450 Elmwood Ave.....Taepke, Gust H., Co.
Dixon, Ill., 117 E. 1st St.....Dixon Floral Co.
Dothan, Ala., 134 N. Foster St.Dothan Floral Co.
Dover, N. H.....Meader's Flower Shop
Dover, N. J.....Herrick, Alonzo D.
Du Bois, Pa.....Jones, Wm. G.
Dubuque, Ia.....Harkett's Floral Co.
Duluth, Minn.....Duluth Floral Co.
Dunkirk, N. Y., 58 E. 4th St.Schwan & Son, Wm.
Dunmore, Pa., 317 Church St..Schultheis Florist
Duquesne, Pa., 21 Grant Ave....Johnston, J. M.
Du Quoin, Ill., 730 N. Wash St.Thill, Wm. L.
Durham, N. C.....Fallon, J. J.
118 E. Main St.....Durham Floral Co.

E

East Liverpool, O.....The Chas. Peterson Co.
Easton, Pa.....Buenning, Chas. H.
East Orange, N. J.....Hornecker, Henry
373 Main St.....Reicher & Lake
557 Main St.....Smith & Son, Geo.
East St. Louis, Ill.....Grimm & Gorly
East Weymouth, Mass.....Ford, M. P.
Eau Claire, Wis.....Lauritzen, A. F. T.
Edmonton, Alberta, Can..Emery Floral Co., The
Edwardsville, Ill.....J. F. Ammann Co.
Elgin, Ill., 34 Grove Ave.....George Souster
Elizabeth, N. J.....Leahy, Henry
Elkhart, Ind.....West View Floral Co.
Ellsworth, Me., Park St.....Clark, Mrs. M. A.
Elm Grove, W. Va.....Dieckmann, John
Elmira, N. Y., 100 E. Water St.LaFrance Florist
El Paso, Tex., Mills Bldg.....Potter Floral Co.
El Reno, Okla.....Preston Floral Co.
Elyria, O.....Hecock Floral Co., The
224 Middle Ave.....Elyria Flower Shop
Enid, Okla.....Enid Floral Co.
Englewood, N. J.....Burrows, Edw. G.
275 Grand Ave.....Meadow Brook Nurs., Inc.
Erie, Pa., 704 State St.....Laver, John V.
924 Peach St.....Miller, Miles R.
30 W. 8th St.....The Schluraff Floral Co.
Escanaba, Mich.....Peterson & Son, C.
Essex Falls, N. J.....Rudolph, Henry
Evanston, Ill., 614 Dempster St..Fischer, Bros.
602 Davis St.....Weiland, M.
1614 Sherman Ave.....Weiland, John
Evansville, Ind..Blackman Floral Co., The Wm.
Everett, Wash.....Everett Floral Co.
Exeter, N. H., 23 Lincoln St..Perkins, John R.

F

Fairbury, Neb.....Hurlburt, C. M.
Fairmount, W. Va..Hauge Flower & Plant House
118 Main St.....Weber Sons Co., The H.
Fall River, Mass.....C. Warburton & Sons
Fargo, N. D.....Shotwell Floral Co.
69 Broadway.....Smedley Floral Co.
Faribault, Minn.....Clarine Bros.
Far Rockaway, N. Y.....Bergman, H.
Fayetteville, Ark.....Adams & Son
Fayetteville, N. C.....Sunnyside Floral Nursery
Findlay, O., 140 Larken St.....Waaland, J. J.
Fitchburg, Mass.....Lesure, The Florist
169 Main St.....Ritter, W. H.
Flint, Mich.....D. P. Smith Floral Co.
623 S. Saginaw St.....Hasselbring Florist
Florence, S. C., Palmetto Nurs..De Witt House
Flushing, N. Y.....Hall, Ralph
Fond du Lac, Wis., 414 Linden St...Haentze Co.
Fort Atkinson, Wis.....Cloute Bros.
Fort Collins, Colo.....Espelin Floral Co., The
Fort Dodge, Ia.....Atwell, Florist
10 S. 11th St.....Nordwall, Elmer E.
Fort Madison, Ia., 8th & Broadway..Auge, J. M.
Fort Morgan, Colo.....Morgan Floral Co.
Fort Smith, Ark., The Plaza.....Rye, Geo.
Fort Wayne, Ind.....Flick Floral Co.
1203 Calhoun St.....Lanternier, Florist
2692 Thompson St.....The Veseys
110 W. Wayne St.....Blossom Floral Co.
Fort Worth, Tex.....Baker Bros. Co., Inc.
507 Houston St.....Drumm Seed & Flo. Co.
.....McAdam, J. E.
Fostoria, O., 800 N. Main St.Fostoria Floral Co.
Framingham, Mass., 37 Main St..Goddard, S. J.
2 Clinton St.....Butterworth, J. T.
Frankfort, Ind., 358 Barner St....Meikel, H. O.
Franklin, Ind., 290 S. Main St.....Hitz, J. E.
Frederick, Md.....Hermann & Son, C.
Freeport, Ill., 104 Chicago St....Bauscher, John
83 Stephenson St.....Freeport Floral Co.
Fredonia, N. Y.....Schwans Florist
Fremont, O., 109 S. Front St..Lesher, Frank B.
912 Croghan St.....Horn Floral Co.

G

Gadsden, Ala.....Miss Stocks
Gainesville, Ga.....Piedmont Greenhouses
Galesburg, Ill., 65 E. Locust St..Pillsbury, I. L.
Gallipolis, O., 415 3rd Ave....Morgan, Mrs. Ed.
Gardner, Mass.....Colburn, A. I.
Geneva, N. Y.....Trautman & Smith
Georgetown, Ky.....Hassloch, Alex.
Gibson City, Ill.....Peterson Floral Co.
Glens Falls, N. Y.....Crandell's Flowers
Gloversville, N. Y.....Peck Floral Co.
Goldsboro, N. C.....Goldsboro Floral Co.
Gorham, Me.....Barrows Greenhouses
Goshen, Ind.....Colonial Flower Shop
Grand Forks, N. D.....Grand Forks Floral Co.
Grand Island, Neb.....Williams, The Florist
Grand Rapids, Mich.....Crabb, Arthur F.
150 Monroe Ave.....Cross, Eli.
1058 Wealthy St.....Freyling & Mendels
19 Park St., N. E.....Hartnett Flower Shop
Monroe & Division Sts.....Smith, Henry
Grand Rapids, Wis.....Ebsen, Henry
Great Barrington, Mass.....Dolby, Edward E.
Great Falls, Mont..Electric City Conservatories
311 Central Ave.....Feiden's Flower Shop
Green Bay, Wis.....Meier-Schroeder Co.
213 N. Washington St..De Clerc's Flower Shop
Greenfield, Mass.....Thayer, Chas. A.
Greencastle, Ind., Vine St.....John Eitel & Son
Greensboro, N. C.....Van Lindley Co.
Greensburg, Ind., S. Broadway.....Clark, Ira
Greensburg, Pa.....Thomas, Joseph
Greenville, Miss.....Idle Hour Floral Co.
Greenville, O.....Frost & Spence
Greenville, Pa.....Wm. Baird & Son
Greenville, S. C.....Gilbreath-Durham Co.
400 S. Main St.....Graceland Greenhouses
Ottaray Hotel.....Mauldin Flower Shop
Greenville, Tex., 1615 Walnut St.Adkinson, Wise
Greenwich, Conn.....MacMillen & Co.
Grinnell, Ia.....Kemble Floral Co.
Gulfport, Miss.....Heeckt, Ed.
Guthrie, Okla.....Furrow & Co.

H

Hackensack, N. J., 404 Center St.....Herrick
Hackettstown, N. J.....Whittley, Alfred
Hagerstown, Md.....Bester & Sons, Henry A.
Halifax, Nova Scotia....Fraser Floral Co., Ltd.
Hamilton, O.....John Lodder & Sons
Hamilton, Ont., Can.....Connon Co., Ltd., John
113 E. King St.....The "Arbor" Florist
Hammond, Ind., 188 E. State St..Schutz, Arthur
Hancock, Mich.....Dale & Nicholas
Hannibal, Mo.....Griffen's Flower Shop
Harrisburg, Ill.....Harris, Albert
Harrisburg, Pa.....Keeney's Flower Shop
.....The Berryhill Nursery and Floral Co.
1221 N. 3rd St.....Ridenour, F. E.
313 Market St.....Schmidt, Charles
Hartford, Conn.,639 Main St.....Brodrib, J. A.
741 Main St.....Coombs, John F.
364 Asylum St.....Coombs, John F.
165 Main St.....McClunie, George G.
242 Asylum St.....Spear & McManus
180 Asylum St.....Lane, The Florist
Hartford City, Ind.....Henley, R. M.
Haverhill, Mass., 28 Main St..Kaulbach, Florist
Hazelton, Pa., 231 W. Broad St..Seidel, Geo. H.
107 E. Broad St.....Smith Floral Co.
Helena, Ark.....Ball Floral Co.
Helena, Mont.....State Nursery & Seed Co.
Henderson, Ky., 1100 2nd St..Morgan Floral Co.
Henderson, N. C.....Henderson Flower Shop
Highland Park, Ill..Highland Park Greenhouses
Highland Park, Mich.....Highland Park Florist
2370 Woodward Ave.....Holznagle's
High Point, N. C.....Ford, Frank H.
Hillsboro, Tex....M. C. Wood Seed & Floral Co.
Hillsdale, Mich.....Stoll, Otto A.
Hoboken, N. J.....Grulich, J., & Sons
914 Washington St.....Heffner, Fred A.
Holyoke, Mass., 500 Dwight St...Gallivan Bros.
Homestead, Pa., 131 E. 8th Ave..Johnston, J. M.
Hopkinsville, Ky., 7th St.....Metcalfe, T. L.
Hornell, N. Y.....Wettlin Floral Co.
Hot Springs, Ark.....Housley Flower Shop
232 Central Ave.....Johnson Floral Co.
Houghton, Mich.....Dale & Nicholas
Houlton, Me., 16 High St.....Chadwick, H. L.
Houston, Tex., 721 Main St..Boyle & Pendervis
922 Texas Ave.....Carroll, Paul M.
Hudson, N. Y.....Allen Greenhouses
437 Warren St.....The Forest Flower Shop
Huntington, Ind.....A. G. Beiberich
Huntington, W. Va.....McClure-Coffman
Huntsville, Ala., 5th St.....Scott, John
Hutchinson, Kan.....Smith Floral Co.

I

Ilion, N. Y., 101 W. Main St..Snell & Bronner
132 East Main St....Schesch & Son, Theodore
Independence, Kan.....Hasselman, Wm.
Indianapolis, Ind.....Bertermann Bros. Co.
1610-20 N. Illinois St. Weigand's Sons Co., A.
Ionia, Mich.....Smith, Byron L.
Iowa City, Ia.....J. Aldons & Son
26 S. Clinton St.....Prince's Flower Shop
Iron Mountain, Mich.....Eskils Greenhouses
Ironton, O., 1501 S. 6th St.....Weber Bros.
Ironwood, Mich.....R. Lutey
Ishpeming, Mich.....Ishpeming Greenhouses
Ithaca, N. Y., 215 E. State St...Bool Floral Co.

J

Jackson, Mich., 256 E. Main St...Blessing, J. B.
Jackson, Miss.....Langley, Robert E.
Jacksonville, Fla.....Mills, The Florist, Inc.
210 Main St.....Tomlinson Key Floral Co.
Jacksonville, Ill.....Heini & Sons, Joseph
Jamestown, N. Y.....Lakeview Rose Gardens
Janesville, Wis.....Janesville Floral Co.
Jersey City, N. J.....Weidemann, H. G.
Johnstown, N. Y., O'Neil Ave..Wollager Bros.
Johnstown, Pa.....Malbranc, T.
Joliet, Ill., Hobbs Bldg.....Labo, Florist
407 E. Jefferson St.....Chicago Carnation Co.

K

Kalamazoo, Mich.....Van Bochove & Bro.
Kane, Pa., 46 Birch St.....Kane Greenhouses
Kankakee, Ill.....Faber, George
Kansas City, Kan.....Fields, L. C.
Kansas City, Mo.....Murray, Samuel
38th and Euclid Avs.....Barnes, W. J.
1105 Walnut St.....Alpha Floral Co.
1106 Grand Ave.....W. L. Rock Flower Co.
1122 Grand Ave.....Newell, Arthur
Kendallville, Ind.....Johnson Floral Co.
Kenosha, Wis., 325 Park Ave..Turner & Sons, L.
Kenton, O.....Sabransky's Floral Store
Keokuk, Ia.....Schlotter, R. G.
Kewanee, Ill., 204 E. 3rd St..Hamilton, C. M.
Kennebunk, Me.....Lafayette Elm Greenhouses
Kingston, N. Y.....Burgevin's, Valentin, Inc.
Kingston, Ont.....Watts, John N.
Kitchener, Ont.....Downing-Steen & Co.
124 King St., W..Orlowski Fl. Co., Ltd., J. S.
Knoxville, Tenn.....Baum, Chas. L.
523 Gay St.....Crouch, Charles W.
Kokomo, Ind.....Coles Flower Shop

L

Laconia, N. H.....Laconia Flower Shop
La Crosse, Wis.....La Crosse Floral Co.
.....Salzer Seed Co., John A.
Lafayette, Ind.....Dorner, F. & Sons Co.
La Grange, Ill.....La Grange, Fl. & Seed Co.
La Junta, Colo., The Valley Floral & Nursery Co.
Lake Charles, La.....Otis, Chas. D.
Lake Forest, Ill.....Calvert Floral Co.
Lancaster, N. Y.....Palmer's Greenhouses
Lancaster, O.....Gravett, W. E.
Lancaster, Pa.....Barr Co., B. F.
30 Penn Square.....The Rosery
145 N. Duke St.....Schroyer, H. A.
Lancaster, Wis.....Stratton's Greenhouses
Lansing, Mich.....Bissinger, Jno. A.
109 E. Ottawa St.....Saler, Harry E.
105 W. Michigan Ave.....Smith Floral Co.
La Porte, Ind., 812 Jefferson Ave.The Kaber Co.
La Salle, Ill., 734 1st St..Simmen, The Florist
Laurel, Miss.....Laurel Floral Co.
Lawrence, Mass.....Campbell, W. C.
647 Broadway.....Wagland, A.
Lawton, Okla.....The Hornaday Greenhouses
Lawrence, Kan.....Sunnyside Floral Co.
Lebanon, Ind.....Tauer, Paul O.
Lebanon, Pa.....Vavrous Sons, J. F.
Lebanon, Tenn.....Anderson Floral Co.
Lehighton, Pa., 328 S. 1st St.....Niehoff, Paul
Leipsic, O.....Leeson's Greenhouse
Lenox, Mass.....O'Brien, Michael
Leominster, Mass.....Fuller, J., Florist
Lewiston, Ida.....Hill, L. B.
Lewiston, Me.....Saunders, Ernest
Lewiston, Pa, Electric Ave....Bowersox, R. G.
Lexington, Ky.....Honaker, The Florist
.....Keller Co., Jno. A.
415 E. Maxwell St.....Michler Brothers Co.
Lexington, Va.....McCrum's
Lima, O., 207 W. Market St..Zetlitz, Eggert N.
Lincoln, Neb., 1338 O St.....Frey & Frey
127 S. 13th St.....Chanin Bros.
1333 O St.....Eiche Floral Co.
Lishon, O., West Lincoln Way.....Scott, J. W.
Little Falls, N. Y.....Graham, J. O.
Little Rock, Ark., 521 Main St..Tipton & Hurst
Lockport, N. Y.....Thomas Mansfield Estate
119 Main St.....Lewis Flower Shop
Logansport, Ind.....Newby, J. A.
London, Ont., Can.....Dick's Flower Shop
.....Gammage, J., & Sons, Ltd.
249 Dundas St.....West Floral Co.

FLORISTS' TELEGRAPH DELIVERY--Continued.

Long Beach, Calif.....Lowe's Flower Shop
Long Branch, N. J.....Eisele, W. G.
Longmont, Colo.....Robbins' Flower Shop
Lorain, O.....Hecock, L. C., Floral Co.
2041 Broadway.....Carek, Florist
Los Angeles, Calif.....Redondo Floral Co.
208 W. Sixth St.....Darling's Shop
212 West 4th St.....Purdie & Co., D. S.
224 W. 4th St.....Wright's Flower Shop
Louisville, Ky.—
Masonic Temple.....Baumer, August R.
550 S. 4th Ave.....Schulz, Jacob Co.
532 Fourth Ave.....Thompson & Co., C. B.
312 W. Chestnut St.....Walker, F. Co.
615 4th Ave.....Walker, Wm., & Co.
Loveland, Colo.....Robbins & Sons
Lowell, Mass., 8 Merrimac Sq....Morse & Beals
185 Central Ave.....Kenney, Jas. L.
Lynbrook, L. I., N. Y.....Weber Flower Shop
Lynchburg, Va.....McCarron, Miss
1009 Main St.....Fallon, J. J.
Lynn, Mass.....Miller, Wm., & Sons
233 Union St.....Gibbs Brothers

M

McKeesport, Pa., 531 Locust St...Johnson, J. M.
Macon, Ga.....Idle Hour Nurseries
Madison, Ind.....Hitz, L. E.
Madison, N. J., Keep St.....Wagner, E.
Madison, Wis.....Rentschler Floral Co.
Malden, Mass., 73 Summer St..Walsh, J., & Son
160 Pleasant St.....Kaulback & Son, E. D.
Malone, N. Y., 51 E. Main..Rennie, Miss L. G.
Manchester, Conn.....Park Hill Flower Shop
Manchester, Mass.....Magnuson, Axel
Manchester, N. H., Trenton St.....Bixby, F. J.
Mankato, Minn.....Windmiller Co., The
Cor. Front & Marshall Sts.....Neilson, Neil
Manitowoc, Wis.....Madson Seed Co., M. G.
North 8th St.....Rudolph Floral Co.
Mansfield, O.....Mansfield Floral Co.
32 W. 4th St.....Stuhldreher Bros.
Maquoketa, Ia., W. Pleasant St....Hill, H. L.
Marquette, Mich.....Tauch, E. R.
Marietta, Ohio.....Dudley Sons Co., J. W.
Marinette, Wis.....Vatter, Geo.
Marion, Ind.....Marion Floral Co.
Marion, Ohio, 140 N. Center St...Blake, F. E.
Marlborough, Mass.... Stevens, G. C. & B. A.
Marshall, Mo.....Marshall Floral Co.
Marshalltown, Ia.....Denmead, James L.
529 N. 3rd Street.....Kembles Flowers
Marshfield, Wis., 603 W. 5th Ave. Hefko, T. D.
Martins Ferry, Ohio.....O'Beirne, Chas. R.
Martinsburg, W. Va.....The Flower Shop
Martinsville, Ind.....Martinsville Floral Co.
Maryville, Mo.....The Engelmann Greenhouses
Mason City, Ia.....Kemble & Goodman
Massillon, Ohio, 811 E. Main St., Weaver, Aug.
Maysville, Ky.....Dieterich & Sons, C. P.
Maynard, Mass.....Bailey & Son, Albert
Meadville, Pa..Haas & Son, The Posy Shop of
Mechanicsville, N. Y....Collins' Flower Shop
Media, Pa., 36 W. State St....The Lorgus Co.
Medina, N. Y., 546 Main St.....White Bros.
Medina, Ohio.....Hammerschmidt & Clark
Melrose, Mass.....Casey Florist Co., The
Memphis, Tenn.....Idlewild Greenhouses
153 Madison St.....Johnson's Greenhouses
Mendota, Ill.....Kestland Floral Co.
Meriden, Conn.....Greenbacker, Joseph A.
Meridan, Miss.....Watts, Mrs. J. E.
Miami, Florida.....Exotic Gardens, The
Ave. J, 13th to 15th Sts.....Miami Floral Co.
Miami, Okla.....Miami Flower Shop
Michigan City, Ind.....Keicher, August C.
Middleboro, Mass...Leland Carnation Co., The
Middletown, Ohio.....Goldman, Jos. R.
328 Main St.....Selby, The Florist
136 W. 8th St.....Beckmann, G. A.
Middletown, Conn.....Keser's Sons, Otto
Miles City, Mont.....Miles City Greenhouses
Milford, Mass., 150 S. Main St..Howard, W. D.
Milton, Mass.....Anderson & Sons, Geo. M.
Milton, Pa.....Fairview Greenhouses
Milwaukee, Wis.....Baumgarten Florist, Inc.
384 East Water St.....Currie Bros. Co.
419 Milwaukee St.....Edlefsen-Leidiger Co.
437 Milwaukee St.....Fox & Son, James M.
Grand Ave. and W. Water St...Gimbel Bros.
130 Wisconsin St.....Currie & Co., A.
752 Third St.....Welke Co., E.
429 Grand Ave.....Zimmerman, W. C.
Mineral Point, Wis.....The Greenhouse
Minnearolis, Minn.....Donaldson, L. S., Co.
912 Nicolet Ave.....Swanson's, Inc.
Minot, N. D.....Valker's Greenhouses
Mishawaka, Ind., 121 N. Main St..Powell, C. L.
Mitchell, S. D.....Davison County Greenhouse
Mobile, Ala.....The Minge Floral Co.
250-260 George St.....Ravier & Son
982 Dauphin St.....Goodbrad Floral Co., The
Moncton, New Bruns....Fraser Floral Co., Ltd.
Monessen, Pa.....Irwin's Flower Shop
Monongahela, Pa.....I. Shelby Crall Co.
.....Cron, Otto H.
Monroe, Mich.....Butcher, Chas. R.
Montclair, N. J.....Massmann, F. W.
416 Bloomfield Ave.....Rosemont Gardens
Montgomery, Ala.....Van Meter, C. L.
Monticello, Ia.....McKenna's, Ltd.
Montreal, Quebec, Can.....Hall & Robinson
825 St. Catharine St., W.....Dominion Flo. Co.
484 St. Catharines St., W.....Briggs Floral Co.
Moorhead, Minn.....Baker, J. F.
Moosup, Conn.....Sturgiss Florist
Morgantown, W. Va.....Morristown, N. J., 140 South St., Holton, E. A.
Morristown, Tenn.....Rhea-Trobaugh Florists
Moscow, Idaho.....Roselawn Greenhouses
Mt. Carmel, Pa.....Erdman & Son, K. M.
Mt. Clemens, Mich.....Von Boselager, August
.....Mt. Pleasant Greenhouses
Mt. Vernon, Ill., 208 S. 9th St.....Heiserman's
Mt. Vernon, N. Y.....Dummett, Arthur
4th Avenue and 1st St.....Clark, The Florist
Mt. Vernon, Ohio.....Sharp, Chas. E.
Muncie, Ind.....Buchholz, Eric
Murphysboro, Ill.....Wisely, Florist
Muscatine, Ia.....Kranz & Son, Geo.
Muskegon, Mich.....Butterworth Floral Co.
W. Western Ave.....Wasserman, L.
Muskogee, Okla.....Muskogee Carnation Co.

N

Nantucket, Mass.....Voorneveld, The Florist
Nashau, N. H.....Buxton, Geo. E.
Nashville, Tenn., 212 5th Ave., N., Geny Bros.
601 Church St.....Joy Floral Co.
Naugatuck, Conn.....Squire, A. N.
Nevada, Mo.....Kaupp's Greenhouses
New Albany, Ind.....Bettmann & Son, John G.
New Brighton, Pa.....Thompson, Florist
Newark, O., 20 W. Church St.....Kent Bros.
12 E. Church St.....Halbrooks, Paul M.
23 Arcade.....Duerr, Charles A.
Newark, N. J.....Begerow's
928 Broad St.....Philips Bros.
376 Bellevue Ave.....McDonough, Jos. F.
577 Broad St.....Washington Florist
Newark, N. Y., 7 Grace Ave..Bebb, Arthur E.
New Bedford, Mass.....Murray, Peter
New Brighton, Pa.....Brighton Flower Shop
New Britain, Conn...Bollerer's Posy Shop, F. H.
792 W. Main St.....Volz Floral Co.
New Brunswick, N. J.....Bennett, Frank K.
Newburgh, N. Y.....Yuess Gardens Co.
Newburyport, Mass., 38 State St., Pearson, C. W.
New Castle, Pa., North Mercer St...Butz Bros.
12 N. Mill St.....Fischer & McGrath
New Haven, Conn.....Champion & Co., J. N.
1054 Chapel St.....Moore Co., S. H.
936 Chapel St.....Myers Flower Shop, The
New Kensington, Pa.....McRae-Jenkinson Co.
New London, Conn.....Fisher, The Florist
New Orleans, La.....The Avenue Floral Co.
2800 St. Charles Ave.....Chopin, P. A.
121 Baronne St.....Eble, Charles
135 Cardondolet St. Metairie Ridge Nursery Co.
2600 St. Charles Ave..Schmeinuk, The Florist
New Philadelphia, Ohio.....Eudres Floral Co.
Newport, Ky., 527 York St., Edwards Floral Co.
Newport, R. I.....Gibson, Thos. J.
40 Broadway.....Ritchie, Stewart
18 Broadway.....Schultz, Oscar
Newport News, Va.....Van Sant, Henry C.
New Rochelle, N. Y.....Chapman's
202 Main St.....Freres, Bassi
Newton, Mass.....Newton Rose Conservatories
New York, N. Y.....Astoria Florist
2391 Broadway.....Boulevard Floral Co.
2366 Broadway.....Brown, Charles H.
413 Madison Ave.....Bunyard, Alfred T.
1966 Broadway.....Campbell, Frank E.
2751 Broadway.....Cazar, A. B.
44th St. and Madison Ave....Dards, Chas. A.
120 Broadway.....Equitable Florist Shop
561 Fifth Ave.....Galvin, Inc., Thos. F.
595 Lexington Ave.....Guido, Inc.
Hotel Biltmore.....Heaton, Fred R.
984 Madison Ave.....Hession, E. J.
754 Madison Ave.....Kather, William
275 Columbus Ave.....Klausner, J. P.
Madison Ave. at 55th St.. Leikens, Inc., J. G.
2077 Broadway.....Malandre Bros.
503 5th Ave.....McKenney, Peter F.
611 Madison Ave.....Meyer, The Florist
2953 Broadway.....Papadem & Co., J. G.
785 Fifth Ave.....Schling, Max
505 Madison Ave.....Small & Sons, J. H.
761 Fifth Ave.....Stumpp, G. E. M.
1193 Broadway.....Warendorff, Alex
42 W. 28th St.....Young & Nugent
Niagara Falls, N. Y.....Harris & Lever
753 Seventh St.....Bischoff, The Florist
Niles, O., 12 Park Ave., Adgate & Sons, C. L.
Noblesville, Ind.....Sharp, Guy C.
Norfolk, Va.....Grandy, The Florist
408 Granby St.....Blick's, Inc.
319 Granby St.....George, Inc.
303 Granby St.....Newton, Wm. J.
Norristown, Pa.....Yeager Co., Wm.
North Adams, Mass..Boothman's Flower Shop
North Bay, Ont.....Jackman, A.
Northampton, Mass.....Butler & Ullman
North East, Pa.....Selkregg, F. E.
North Tonawanda, N. Y.....Jones, Arthur L.
Norwalk, Ohio.....Barton, Charles E.
Norwich, Conn.....Geduldig's Greenhouse
Norwich, N. Y.....Quinn, E. F.
Nyack-on-Hudson, N. Y...Pye, Robt. Chester

O

Oakland, Cal., 418 14th St.Seulberger, J., & Co.
Oakland, Md.....The H. Weber & Sons Co.
Oak Park, Ill., 1048 Lake St., Schneider, Albert
Oberlin, O., 63 S. Main St.....Cook, H. A.
174 E. Lorain St.....Humm & Jones
Ogdensburg, N. Y.....Lawrence, John
Oconto, Wis., Cook Ave.....Sylvester, J.
Oil City, Pa.....Deyoe & Co., W. M.
Oklahoma City, Okla.....Furrow & Co.
202 W. Main.....Stiles Co., The
120 W. Main St.....Foster Floral Co., The
Okmulgee, Okla.....Marshall, George W.
Olean, N. Y., 113 N. Union St., Herron, Dana R.
Olean House Block...Oppenheim, The Florist
Omaha, Neb.....Henderson, Lewis
1804 Farnum St.....Bath, John H.
.....Hess & Swoboda
319 S. 16th St.....Rogers, Louis M.
Oneonta, N. Y.....Derrick Florist
Oshkosh, Wis., 76 Frankford St., Miles Co., The
26 Washington St.....Davis, Ward B.
Opelika, Ala.....The Opelika Floral Co.
Oskaloosa, Iowa.....Kemble Floral Co.
Oswego, N. Y.....Workman, W. H.
126 W. 2nd.....Floral Art Studio
Ottawa, Ill., 1600 Ottawa Ave., Lohr, Wm. S.
Ottawa, Ont., 54 S. Parks St., Wright, R. H.
Ottumwa, Ia.....Kemble Floral Co.
106 N. Market St.....Kranz, C. C.
Owatonna, Minn.....Clinton Falls Nursery Co.
Owensboro, Ky.....Nanz Floral Co.
12th and Davies St.....Tapscott Florist
Owosso, Mich.....Owosso Floral Co.
Oxford, Mich.....Unger, K. W.

P

Paducah, Ky., 504 Broadway..Schmaus Bros.
Painesville, Ohio.....Wilson Flower Shop
Palm Beach, Fla.....Foster & Foster
Pana, Ill.....Pana Greenhouses
Paris, Ill.....Helfrich, John A.
Paris, Ky., 19th St., Christman Co., The John
Parkersburg, W. Va.....Dudley & Sons, J. W.
Pasadena, Calif., 342 E. Colorado St.The Orchid
381 E. Colorado St..Siebrecht, Henry A., Jr.
260 E. Colorado St.....Eldred Flower Shop
Passaic, N. J.....Sceery, Edward
Pass Christian, Miss.....Adams & Sons, J. B.
Paterson, N. J.....Sceery, Edward
88 Van Houten Ave.....Thurston, Wm.
Pawtucket, R. I.....Hoffman, Frederick C.
Pensacola, Fla.....Boysen, L. L.
919 N. Baylen St.....North Hill Greenery
Peoria, Ill.....Loveridge, Charles
431 Main St.....Cole Bros.
409 Main St.....Siebenthal & Nelson
Peru, Ind., 366 W. 3rd St...Miller, Wm. G.
Peterborough, Ont....Peterborough Floral Co.
Petersburg, Ill.....Salveson, Thomas
Petersburg, Va.....Stiles, Mrs. Robert B.
Petoskey, Mich.....Winans, Frank
Philadelphia, Pa.....Fox Flower Shop
221 So. Broad St.....Fox, Charles Henry
2034 Columbia Ave.....Gracey, John C.
3054 Frankford Ave.....Gaehring, E. W.
2453 N. Broad St.....Grakelow, Chas. H.
Bellevue-Startford Hotel .....Habermehl's Sons, J. J.
Reading Terminal .Krueger Co., The Chas. F.
.....Alter, Frank
30 S. 7th St.....Kienle, Rupert
Roxborough .....Koethe, Gustave
.....Martin Street Greenhouses
718 Walnut St.....Muller, August
1639 N. Broad St.....J. Wolff Moore
1514 Chestnut St.....Pennock Bros.
136 S. 52nd St.....Ross, Frank M.
Phoebus, Va.....Smith, K. Hayden
Phoenix, Ariz.....Donofrio's Floral Dept.
28 S. Central Ave.....Ariz. Seed & Floral Co.
Phoenixville, Pa.....Pennypacker & Son
Pine Bluff, Ark.....Davis Floral Co.
Piqua, O.....Gerlach, The Florist
1018 Broadway.....Smith, H. P.
Pittsburg, Kan.Steinheiser Floral & Nursery Co.
Pittsburgh, Pa.....Ludwig Floral Co., E. C.
502 Federal St.....Ludwig Floral Co.
5936 Penn Ave.....Randolph & McClements
Keenan Bldg.Smith Flower Stores Co., A. W.
621 Penn Ave.....Williams, Mrs. E. A.
Pittsfield, Mass., 40 Fenn St..The Flower Shop
175 North St.....Drake & Co., F. I.
Pittston, Pa.....Carpenter, B. B.
S William St.....William St. Florist, The
Plainfield, N. J.....Stanley, Chas. L.
Platteville, Wis....The Platteville Floral Co.
Pleasantville, N. J.....Thoms, Walter R.
Plymouth, Mass.....Stevens, The Florist
Pocatello, Idaho.....Worel & Son, W. A.
Pontiac, Ill., 412 Payson St., Miller & Son, W. J.
Pontiac, Mich.....Pontiac Floral Co.
Port Chester, N. Y.....Burgevin Greenhouses
.....Lundell & Schwartz
Port Huron, Mich.....Ullenbruch, Mathias
Portland, Ind.....Frank & Son, W.
Portland, Me., 673 Congress St. Talbot, Philip H.
615 Congress St.....Minot Co., J. W.
646 Congress St.....Vose-Smith Co.
Portland, Ore.....Tonseth Floral Co.
354 Washington St.....Martin & Forbes Co.
Portsmouth, N. H...Portsmouth Flower Shop
Portsmouth, Ohio..... Herms Floral Co., The
Portsmouth, Va.Cotton Floral Co., W. P., The
Pottstown, Pa.....Wickersham, Edwin
Pottsville, Pa.....Payne, W. Guy
Poughkeepsie, N. Y.....Saltford Flower Shop
Cor. Main and Mkt. Sts..Arcade Florists, The
Prairie Du Chien, Wis....Dial Gdn. Greenhouse
Princeton, Ill.....Trimble Greenhouses, W. E.
Princeton, Ind.....Princeton Gardens
Princeton, N. J.....Heeremans, John
Providence, R. I.....Johnston Bros.
107 Washington St.....Johnston & Co., T. J.
134 Washington St.....Bowers, Wm. A.
Provincetown, Mass.....Newton, William C.
Peublo, Colo., 216 Main St., N. Fleischer, G.
Punxsutawney, Pa...Crissman Greenhouses Co.

Q

Quebec, Canada, 9 St. John St., McKenna, Ltd.
Quincy, Ill.....Gentemann Floral Co.
600 Adams St.....Heckencamp, Jr., F. W.
Quincy, Mass....Johnston's City Flower Store

R

Racine, Wis., 617 Main St....The Flower Shop
Rahway, N. J.....Baumann, John R.
Raleigh, N. C.....O'Quinn & Co., J. L.

FLORISTS' TELEGRAPH DELIVERY--Continued.

Raton, N. Mexico.....Raton Greenhouses
Reading, Pa., 123 S. 5th St.....Giles, J. H.
10th and Windsor St.....Bauder, J. C.
116 N. 9th St.....Blachman, Jr., Paul
Schuylkill & Greenwich St..Huesman, Harry C.
1018 Center Ave.....Steckler, B. & L.
Red Bank, N. J.....Kennedy, W. W., & Son
20 W. Front St.....Hayes Brothers
Redlands, Calif..City Nurseries of Redland, Inc.
Red Wing, Minn.....Steu, John E.
Richmond, Ind.....Lemon, Fred H., & Co.
National Road West.....Gause, G. R.
Rhinebeck, N. Y., 17 Chestnut St., Coon, Elmer
Richmond, Va.....Hammond Co., Inc.
5 Broad St., W.....Mann & Brown
115 E. Main St.....Mosmiller, Florist
207 N. 6th St.....Ratcliffe & Tanner
Roanoke, Va.....Fallon, Florist
10 Kirk Ave., S. W.....Wertz Florist, Inc.
Rochester, Minn.....The Rochester Floral Co.
112 S. Broadway.....Broadway Flower Shop
114 S. Main St.....Parkin & McQuillan
111 W. Zumbro St....Queen City Greenhouse
Rochester, N. Y.....Keller, J. B., Sons
88 Main St.....Wilson, H. E.
345 E. Main St.....Boucher, Geo. T.
Rochester, N. H.....Corson's Flower Shop
Rochester, Pa.....Thompson, Florist
Rockford, Ill.....Buckbee, H. W.
State & Longwood Sts..Peterson & Son, Swan
Rockland, Me.....Mather, Mrs. A. C.
Rock Island, Ill.....The Flower Shop
Rockville Center, N. Y.....Ankers, Clarence R.
Rocky Ford, Colo.....Ustick, C. M.
Rocky Mount, N. C...Rocky Mount Floral Co.
Rome, N. Y., 406 Elm St.....Ringdahl, Ivar
Roundup, Mont., 32 Main St.The Flower Shop
Rugby, N. D.....Rugby Greenhouse Co.
Rushville, Ind., 359 E. 6th St....Moore, Glenn E.
Rutherford, N. J., 49 Park Ave., Rummler, W.
Rye, N. Y., 64 Purchase St.....Moraio Bros.

S

St. Charles, Mo.....Denker, Edwin
St. Catherines, Ont.....Dunn, Robt L.
St. Clair, Mich.....Ruff, Charles W.
St. Joseph, Mich.....Richardson, A. N.
St. Joseph, Mo.....Stuppy Floral Co.
510 Francis St.....Park Floral Co.
St. Louis, Mo.....Grimm & Gorly
3117 S. Grand Ave....Bergsterman Floral Co.
4654 W. Florisant Ave...Koenig Floral Co.
4942 Florissant Ave.....Meinhardt, F. A.
8th and Locust Sts.....Mullanphy
.....Scruggs-Vandervoort & Barney Co.
4326-28 Olive St.....Weber, Fred C.
Taylor & Olive.....Weber, F. H.
2300 S. Grand Ave.....Windler's Flowers
4744-48 McPherson St.....Witek, Joseph
St. Paul, Minn., 24 W. 5th St..Holm & Olson
St. Thomas, Ont.....Crocker, Ralph
Sacramento, Calif., 1015 K St..Meldrum, W. J.
Saginaw, Mich.....Frueh, Chas., & Sons
117 N. Franklin St.....Grohman, The Florist
200 S. Mich. Ave., W., Roethke, Wm. Flo. Co.
335 S. Washington St.Roethke, Wm. Flo. Co.
124-126 S. Michigan Ave....Goetz Sons, J. B.
Salamanca, N. Y.....74 Main St., Dye, M. M.
Salem, Ohio, 305 Garfield Ave., Cowgill, V. A.
Salem, Mass.....Pembroke, A. A.
Salem, Ore.....Clancey, C. B.
Salina, Kan.....Leighton Floral Co.
Salisbury, N. C.....Salisbury Greenhouses
Salt Lake City, Utah.....Huddart Floral Co.
61 E. 2d St., S.....Bailey & Sons Co.
10 E. Broadway.....Miller Floral Co.
San Angelo, Tex....The Nussbaumer Floral Co.
San Antonio, Tex.....Green, Edward
412 E. Ramona St.....Suchy, Frank C.
109 Ave. D.....Hauser Floral Co.
San Diego, Cal., 412 E. C. St., Boyle & Darnaud
1115 4th St.....Flower Shop, The
Sandusky, Ohio.....Matern Flower Shop
632 Columbus Ave.....Wagner Greenhouses
Sanford, Me.....Huff, Florist, Inc.
San Francisco, Calif.....Art Floral Co.
1036 Hyde St.....Darbee, Mrs. R. E.
Hotel St. Francis.....Eppstein, Julius
233-235 Grant Ave.....Joseph, B. M.
141 Powell St.....MacRorie-McLaren Co.
123-125 Kearney St....Pelicano, Rossi & Co.
Santa Barbara, Calif....Gleaves Flower Shop
Sante Fe, N. M.....Clarendon Garden, The
Saranac Lake, N. Y....Adirondack Greenhouses
Saratoga Springs, N. Y...Ralph's Gr'h's, John
439 Broadway.....Schrade, Henry
Sarnia, Ont., Forsyth St., Macklin & Son, J.
177 Front St.....Barron, Miss
Saskatoon, Sask.....Victoria Nursery, The
Sault Ste. Marie, Ont.....Mann, Victor
Savannah, Ga.....A. C. Oelschig & Sons
Sayre, Pa., 108 Packer Ave.,.....Knapp, J. B.
Schenectady, N. Y.....Hatcher, Florist
126 Jay St.....Rosendale Flower Shop
Scottsbluff, Neb., 217 Main St., Flower Shop, The
Scranton, Pa.....Baldwin, The Florist
Adams and Spruce.....Besancon, Miss
430 Spruce St.....Muir, M. R.
401 Spruce St.....New York Floral Co.
.....Schultheis, Florist
Seattle, Wash.....Hollywood Gardens
1001 3rd Ave.....Rosaia Brothers
1410 2nd Ave.....Woodlawn Flower Shop
Sedalia, Mo.....Archias Floral Co.
316 S. Ohio St.....State Fair Floral Co.
Sewickley, Pa., 417 Broad St., Wessenauer, G.
Seymour, Ind., 645 Ewing St...Barick, M. A.
Sharon, Pa., 1 Vine St.....Murchie, John
Sheboygan, Wis.....Matthewson, J. E.,
Shelbyville, Ind.....Cossairt & Sons
Shenandoah, Pa.....Payne, Wallace G.
Sherman, Texas.....Hannah & Son, H. O.
215 N. Travis St.....Home of Flowers, The
Shreveport, La.....Begbie, James W.
310 Main St .....Manhein Floral Co.
Sidney, Ohio, 111 N. Ohio St., Flower Shop, The
Sioux City, Ia.....Rennison Co., J. C.
520 4th St.....Rocklin & Lehman
508 Pierce St.....Thallas Floral Co.
Sioux Falls, S. D., 1300 W. 6th..Strong, M. M.
Somerville, Mass.....Davis Square Florist
Southhampton, L. I., N. Y..North Sea Gardens
South Bend, Ind.....Williams & Co.
208 S. Michigan St....South Bend Floral Co.
South Boston, Va.....Norwood, George W.
South Hadley Falls, Mass., Carey, R. S., Florist
South Orange, N. J.....Bradbury, W. H.
Spartanburg, S. C.....Moss, Chas. A.
Spokane, Wash.....Hoyt Bros. Co.
513 Riverside Ave...Spokane Florist Co., Inc.
Springfield, Ill.....Brinkerhoff, Geo. M.
217 S. 5th St.....Brown, A. C.
5th and Capitol Aves.....Hembreiker & Cole
Springfield, Mass., 372 Main St..Aitken, Mark
422 Main St.....Schlatter & Son, Wm.
Springfield, Mo.....Springfield Seed Co.
205 East Walnut St.....Stokes Floral Co.
Springfield, Ohio..Van Meter Flower Shop, The
Spring Valley N. Y.....Stevens & Son, S. A.
Stamford, Conn.....Quality Flower Shop
Statesville, N. C.....Barringer's Greenhouse
Staunton, Va.....Fallon, John
16-18 W. Frederick St.....Hamrick & Co.
Sterling, Colo..Sterling Greenhouse & Gardens
Sterling, Ill., 205 18th Ave., Sterling Floral Co.
Steubenville, Ohio.....Huscroft's Flower Shop
181 N. 4th Street.....McDowell, Miss Jane
Stevens Point, Wis....Macklin, W. E., Florist
Streator, Ill.....Thornton's Flower Shop
Stroudsburg, Pa., 740 Main St.....Herrick
Sturgis, Mich.....John Vogt's Greenhouses
Sudbury, Ont.....McAlpine & Rowan
Summit, N. J., 5 Sayre St.....Macdonald, M.
383 Springfield Ave.....May, Harry O.
Sumter, S. C.....Teicher, A. B.
Superior, Wis.....Tower Floral Co.
Swampscott, Mass.....Blaney, H. C.
Sycamore, Ill.....Swinback, Wm.
Syracuse, N. Y.....Day, W. E., Co.
103 W. Jefferson St.....Bard, Robt. H. C.
151 James St.....Bultmann, Werner F.
417 S. Salina St.....Quinlan, P. R.

T

Tacoma, Wash., 1112 Broadway, Smith, Floral Co.
Tamaqua, Pa., 501 Catarressa St..Nelsen, Nels
Tampa, Fla.....Knull Floral Co.
Tarboro, N. C., Main St.....Creech, Florist
Tarrytown, N. Y.....McCord, Wm. F. Co.
.....Pierson Co., F. R.
Taunton, Mass., 64 Main St..The Flower Shop
Temple, Tex.....Bell Floral Co.
Terre Haute, Ind.....Heinl & Son, John G.
118 S. 6th St..Stover, Florists, N. B. & C. E.
Thomasville, Ga.....Wells, Mrs. W. A.
Tipton, Ind.....Frank A. Benthey Co., Inc.
Titusville, Pa.....Murdoch, Wm. A.
Toledo, O .....Freeman, Mrs. J. B.
615 Madison Ave.....Helmer Flower Shop
907 Madison Ave.....Patten, Helen F.
1307-13-15 Cherry St.....Schramm Bros.
2941-3001 Cherry St.....Suder, Mrs. E.
Topeka, Kan.....Mrs. Lord's Flower Room
819 Kansas Ave.....Hayes, James
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Toronto, Ont.....Dillemuth,The Florist
8-10 W. Adelaide St.....Dunlop, J. H.
324 Lauder Ave.....Miller & Son
336 W. Queen St.....Peoples Florist
348 Yonge St.....Simmons & Son
256 Yonge St.....Higgins, J. J., Ltd.
328 Yonge St.....Neal, J. A.
199 Danforth Ave.....Waters, Percy
Torrington, Conn.....Riler, Henry
Trenton, N. J.....Clark, Frank J.
Cor. Broad and Front Sts..Ribsam, Martin C.
Troy, N. Y., Burdett Ave..Barrett, The Florist
33 4th St.....Menand, H. Louis
Troy, O., 714 S. Grant St.....Thomas, L. A.
Truro, Nova Scotia.....Suckling & Chase, Ltd.
Tuscon, Arizona.....Howe, John
100 E. Congress, Tucson Seed & Floral Co., The
Tulsa, Okla., 16 E. 3rd St. Boston's Flower Store
Tupelo, Miss.....Tupelo Floral Co.
Tyler, Tex.....South Park Florist, The
Tyrone, Pa.....Engelman, Adolph

U

Uhrichsville, O.....The Twin City Floral Co.
Union City, Pa.....Union City Greenhouses
Uniontown, Pa.....Stenson & McGrail
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Utica, N. Y.....Baker, C. F., & Son
212 Genesee St.....Utica Floral Co.

V

Valparaiso, Ind., 55-57 Ind. Av..Pennington, Wm.
Valdosta, Ga.....Valdosta Greenhouses
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48 E. Hastings St..Brown Bros & Co., Ltd.
Van Wert, O., 925 Miller St.....Scharff Bros.
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W

Wabash, Ind., 15 S. Wabash St.Ulsh Floral Co.
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Walla Walla, Wash.....Young & Lester
19 E. Main St.....Jones Flower Shop
Wallace, Idaho.....Smith, C. E.
Waltham, Mass., 121 Moody St..Raune, M. F.
47 Worcester Lane.....Whittemore, H. F.
Wapakoneta, O.....The McMurray Greenhouse
Warren, O., 19 Main St.....Adgate & Sons
215 E. Market St....Park Flower Shop, The
Warren, Pa.....Crescent Floral Garden
Warsaw, Ind.....Dederich, W. W.
Washington, D. C.....Dupont Flower Shop
1214 F. St., N. W.....Gude Bros. Co.
1301 Conn. Ave., N. W...Louise Flower Shop
15th & H Sts.....Small, J. H., & Sons
900 14th St., N. W.....Shaffer, Geo. C.
14th and H Sts.. N. W....Blackistone, Florist
724 14th St., N. W....Washington Floral Co.
Washington, Ind.....Warrick Floral Co.
Washington C. H., O.....Buck Greenhouses
Waterbury, Conn., 30 Center St.Ryan & Powers
22 E. Main St.....Leary, The Florist, Inc.
119 Grand St..... Dallas, Inc., Alexander
Waterloo, Ia.....Loomis Flower Shop, N. H.
Watertown, N. Y.....Bennett & Sons, F. A.
Waterville, Me.....Mitchell Flower Store
Watkins, N. Y., 127 S. Monroe St..Grant, W. H.
Waukesha, Wis.....Waukesha Floral Co.
Wausau, Wis.....Lund's Flower Store
Waverley, Mass.....Edgar, Wm. W., Co.
Waynesboro, Pa.....Eicholtz, Henry
Waxahachies, Tex.....Forrest, Bird
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....The Wellesley Florist, Tailby, J., & Son
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Wellsville, N. Y. ....Wellsville Rose Gardens
Westfield, N. J.....Doerrer, Charles L., & Son
W. Chester, Pa., 20 N. High St..The Lorgus Co.
Westerly, R. I.....Smith's Flower Shop
West Palm Beach, Fla.....Foster & Foster
Wheeling, W. Va.....Langhans, Arthur
White Plains, N. Y.....Bowman, Herman
Wichita, Kan., 145 N. Main..Mueller, Chas. D.
139 N. Main St.....Culp & Co., W. H.
Wilkes-Barre, Pa.....Marvin, Ira G.
14 N. Main St.....Evans, A. W. B.
21 N. Franklin St.....Mooney, Mary F.
Wilkinsburg, Pa.....Turner, Wm. M.
812 Wood St.....Maxwell, Miss E. B.
Williamsport, Pa.....Evenden Bros.
123 W. 4th St.....Evenden's Sons, W. J.
Willimantic, Conn.....Dawson, Wm. A.
Wilmington, Del.....Cartledge, A. B., Jr.
216 W. 10th St.....Boyd, Geo. Carson
Wilmington, N. C.....Rehder, Will
119 S. 5th Ave.....Fifth Avenue Florist
Wilmington, O.....Anderson Flower Shop
Wilson, N. C., Maplewood Ave.Star, The Florist
Winchester, Ky.....Poole & Purllant
Winfield, Kan.....Schmidt's Greenhouse
619 E. 4th St..Winfield Seed & Flo. Co., The
Winnipeg, Man., 334 Smith St.....The Rosery
270 Hargrave St.....The King Florist
96 Osborne St.....Ormiston, R. B.
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22 Pearl St.....Randall's Flower Shop
Wytheville, Va.....Wytheville Floral Co.

X

Xenia, O.....Anderson Flower Shop

Y

Yakima, Wash .....State Floral Co.
206 E. Yakima St.....Annavee Flower Shop
Yonkers, N. Y.....Broderick, R. T.
1 Manor House Square..New York Floral Co.
Youngstown, O.....Cade, H. H.
27 S. Hazel St.....Ryan & Culver
29 W. Wood Ave.....Walthers, Harry C.
33 E. Federal St.....Park Flower Shop Co.
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110 E. Market St.....Schaefer, Chas. A.
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Z

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Caronia, Cunard-Anchor Line, (Liverpool).
FROM PORTLAND, ME., Willaston, Cunard-Anchor Line, (London).

December 19.

FROM BOSTON, Ninian, Leyland Line, (Manchester).

December 20.

Cedric, White Star Line, (Liverpool).
Irishman, White Star Line, (Liverpool).
FROM GALVESTON, Median, Leyland Line, (Liverpool).
Mesaba, Atlantic Transport Line, (London).
FROM BALTIMORE, Yukon, Atlantic Transport, (London).
FROM BALTIMORE, Missouri, Atlantic Transport, (London).
FROM NORFOLK, Tacook, Atlantic Transport, (London).
Lancastrian, Red Star Line, (Antwerp).
FROM BALTIMORE, Gothland, Red Star, (Antwerp).
West Celerow, American Line, (Glasgow).
FROM PORTLAND, ME., Welshman, White Star-Dominion, (Avonmouth).

December 21.

FROM PORTLAND, ME., Verentia, Cunard-Anchor, (London).

December 22.

FROM PHILADELPHIA, Zirkel, American Line, (Rotterdam).

December 23.

Oriana, White Star Line, (Liverpool).

December 24.

FROM NEW ORLEANS, Nessian, Leyland Line, (Liverpool).
Monmouth, American Line (Manchester).

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Aphrodite Co., The, New York.
Astoria Florist, 2188 Broadway, New York.
Avenue Floral Co., The, New Orleans, La.
Baer, Julius, Cincinnati, O.
Barnes, W. J., Kansas City, Mo.
Baumer, August R., Louisville, Ky.
Bergerow's, 746 Broad St., Newark, N. J.
Bramley & Sons, Cleveland, O.
Breitmeyer's Sons, John, Detroit, Mich.
Buckbee, H. W., Rockford, Ill.
Bunyard, A. T., 413 Madison Ave., New York.
Burns, H. H., 509 Madison Ave., New York.
California Florist, Tacoma, Wash.
Central Floral Co., 132 N. State St., Chicago.
Central Floral Co., 35 Broadway, Detroit, Mich.
Clarke's Sons, David, New York.
Cooke, Geo. H., Conn. Ave. and L., Washington.
Craig, J. C., 120 S. Wabash Ave., Chicago.
Danker's, Albany, N. Y.
Dard's, 44th and Madison Ave., New York.
Dominion Floral Co., The, Montreal, Que., Can.
Duluth Floral Co., Duluth, Minn.
Dunlop's, 8 and 10 W. Adelaide St., Toronto.
Eble, Chas., New Orleans, La.
Evans, A. W. B., Wilkes-Barre, Pa.
Eyres, 106 State St., Albany, N. Y.
Fallon, Florist, Roanoke, Va.
Fleischman, Chicago.
Fox, J. M. & Son, Inc., Milwaukee, Wis.
Frauenfelder, C., Chicago.
Freeman, Mrs. J. B., Toledo, O.
Frey, C. H., 1133 O St., Lincoln, Neb.
Frey & Frey, 1338 O St., Lincoln, Neb.
Friedman, 522 S. Michigan Blvd., Chicago.
Galvin, Thos. F., Inc., New York and Boston.
Gasser Co., J. M., Cleveland, O.
Grakelow, Charles H., Philadelphia, Pa.
Grand Rapids Floral Co., Grand Rapids, Mich.
Green, The Florist, San Antonio, Tex.
Grimm & Gorly, St. Louis, Mo.
Gude Bros., Washington, D. C.
Guido, Inc., 595 Lexington Ave., New York.
Habermehl's Sons, J. J., Philadelphia, Pa.
Hardesty & Co., Cincinnati, O.
Hart, Henry, Inc., 1000 Madison Ave., N. Y.
Heinl & Sons, J. G., Terre Haute, Ind.
Henderson, Lewis, Omaha, Neb.
Hess & Swoboda, Omaha, Neb.
Hession, Madison Ave. and 76th St., New York.
Hollywood Gardens, Seattle, Wash.
Holm & Olson, St. Paul, Minn.
Idlewild Greenhouses, Memphis, Tenn.
Jahn, Hugo H., Brooklyn, N. Y.
Joy Floral Co., Nashville, Tenn.
Keller Sons, J. R., Rochester, N. Y.
Kottmiller, 426 Madison Ave., New York.
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Lange, A., 77-79 E. Madison St., Chicago.
Littlefield Florist, Worcester, Mass.
Long Island Floral Co., Brooklyn, N. Y.
Louise Flower Shop, Washington, D. C.
McClunie, Geo. G., Hartford, Conn.
Melandre Bros., New York.
Mangel, 17 E. Monroe St., Chicago.
Matthews, The Florist, Dayton, O.
Matthewson, J. E., Sheboygan, Wis.
Metairie Ridge Nursery Co., New Orleans, La.
Miller Floral Co., Salt Lake City, Utah.
Murray, Samuel, Kansas City, Mo.
Newell, A., Kansas City, Mo.
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North Shore Floral Co., Chicago.
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Rock, Wm. L., Flower Co., Kansas City.
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Schiller, The Florist, 2221 W. Madison, Chicago.
Schling, Max, 785 Fifth Ave., New York.
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Sceery, Edward, Paterson, N. J.
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Schmidt, Chas. L., Harrisburg, Pa.
Shaffer, Geo. C., Washington, D. C.
Sheppard, Henry W., Cincinnati, O.
Smith & Fetters Co., Cleveland, O.
Smith Co., A. W., Pittsburgh, Pa.
Smith, Henry, Grand Rapids, Mich.
Stumpp, G. E. M., New York.
Trepel, Joseph, Brooklyn, N. Y.
Walker Co., The F., Louisville, Ky.
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ALFRED HANNA & SONS will fill your orders for Designs and Cut Flowers in Michigan.

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Orders from other cities receive our personal attention.

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The Seed Trade

American Seed Trade Association.

E. C. Dungan, Philadelphia, Pa., President; Wm. G. Scarlett, Baltimore, Md., First Vice-President; David Burpee, Philadelphia, Pa., Second Vice-President; C. E. Kendel, 216 Prospect Avenue, S. E., Cleveland, O., Secretary-Treasurer.

The thirty-eighth annual meeting will be held at Milwaukee, Wis., June 22-24, 1920.

THE price of bags at Chicago, December 17, was $60.

IN continental Europe, there are more garden seed sellers than buyers.

WENHAM, MASS.—B. Hammond Tracy is making a business and pleasure trip through the south.

TULSA, OKLA.—A. T. Ferrell, of Saginaw, Mich., was here last week, viewing his oil well operations.

GARDEN seed growers, the past two years, seem to have planned a long drawn out world war, judging by the supply available everywhere.

ROGERS BROS., Alpena, Mich., who purchased a warehouse site in Chicago, some two years ago, have been offered a liberal advance on the price then paid for it.

ONION SETS in the Chicago district have been in stronger demand the past few days, with prices about the same as last week's, namely, $3.00 for colors and $3.50 for whites, prompt shipment.

GRASS SEED.—Prices for grass seed on the Chicago Board of Trade, December 17, were as follows: Timothy, $9.50 to $11.25 per 100 pounds; March $12.75, sold; $12 bid for year; red clover, $40 to $48 per 100 pounds.

EUGENE SCHAETTEL, of Vilmorin-Andrieux & Co., Paris, France, expects to sail for home from New York on the S. S. France, December 27. His address until that date is care of John Munroe & Co., 30 Pine street, New York.

TOLEDO, O.—Cash clover opened steady and December and January unchanged, December 15, with cash offered at $30.40. Timothy was steady, cash being offered at $5.55, December $5.55, March $5.70, April $5.70 and May $5.70.

HENRI LOUIS DE VILMORIN, who is well known to the trade of the United States, re-joined his firm the past summer, having served with distinction in the French navy during the war. Mr. de Vilmorin and Miss Latham, of Havre, were married last August.

VISITED CHICAGO.—Eugene Schaettel, of Vilmorin-Andrieux & Co., Paris, France; George C. Thomson, of Northrup, King & Co., Minneapolis, Minn.; Frank G. Bennett, of the Portland Seed Co., Portland, Ore.; J. A. Blanchard, insecticide manufacturer, New York.

THE analyses of the official samples of seeds collected for test during 1918, by the New York agricultural experiment station, at Geneva, according to Bulletin No. 462 of that station, prove that as a regulatory measure, the present seed law has little, if any, value.

IN Farmers' Bulletin 1025, the United States department of agriculture advises rotation as one of the best general preventives of injury from attacks of the larger corn stalk-borer which has caused much damage to field crops in the south, from Maryland to Florida.

Holly and Green.

Fancy holly sold in Chicago this week at $10 per case and scarce. Dry or off color stock could be bought at $7. The demand far exceeded the supply. Floods, for 10 days, in the southern river bottoms, held back stocks until December 15, when they had to come forward by express.

The last few crates of bouquet green were in good demand at 20 cents per pound.

Timothy and Redtop.

Reports received from a number of important shipping points in the timothy seed producing sections of Illinois and Ohio tend to show that with the exception of a few small localities, the timothy surplus has moved from the hands of growers at prices apparently satisfactory to them. About $11 in Illinois and Indiana and $11.75 in Ohio, have been offered to growers for clean seed. These prices are practically the same as those prevailing during the previous few weeks. While no pronounced activity on the part of seedsmen to purchase seed has been noted in many sections, there has been a steady movement of seed from grower to dealer.

About 80 per cent of the seed had left the hands of growers in the principal producing sections of Minnesota and South Dakota. In general, the movement in this season has been normal, and growers have been fairly free sellers at prices offered them. During the latter part of November, about $10 was being paid to growers for clean seed.

About 95 per cent of this season's crop in Iowa and Missouri had left the hands of growers. Growers were being paid about $9.85 to $10 for country-run and $10.50 to $10.75 for clean seed, which prices were about 50 cents to $1 below those offered a month ago.

REDTOP.

The movement of redtop seed in Illinois has been normal and is practically completed with the exception of a few sections that still had a relatively small quantity of seed to thresh when the weather became unfavorable. About $15 was being paid for fancy or recleaned seed, which was 50 cents to $1 higher than was being paid to the growers about November 10. Practically all the reports agree in stating that the growers have been free sellers at prices that prevailed during November.—United States Seed Reporting Service, December 4, 1919.

Forage Plant Seed Imports, November 1919

The following table prepared in the seed laboratory of the bureau of plant industry, United States department of agriculture, shows the amount of the various kinds of forage plant seeds subject to the seed importation act, permitted entry into the United States during the month of November, 1919, and during the five months ending November 30, 1919, as compared with the corresponding periods in the previous year:

	Month of Nov.		5 mos. ending Nov. 30	
	1919	1918	1919	1918
Kind of seed	Pounds	Pounds	Pounds	Pounds
Alfalfa	1,150,400	.....	5,154,100	76,700
Bluegrass:				
Canada	64,500	45,800	283,600	102,300
Bromegrass:				
awnless	51,000	.....	51,000	.....
Clover:				
Alsike	698,500	732,400	3,144,700	3,076,000
Crimson	297,200	.....	4,847,400	220,100
Red	1,089,300	40,900	4,097,600	84,700
White	11,200	.....	22,400	.....
Clover mixtures:				
White and alsike	14,200	.....	20,500	37,500
Red and alsike	.....	.....	700	.....
Alsike and tim'y	120,900	73,400	120,900	73,400
Millet:				
Broom-corn	.....	.....	225,400	.....
Mixtures:				
Grass	.....	.....	.....	100
Orchard grass	370,500	.....	1,126,100	.....
Rape	2,004,100	.....	2,188,900	152,100
Redtop	.....	100	.....	4,200
Ryegrass:				
English	198,600	88,800	380,400	394,700
Italian	66,100	.....	170,900	18,300
Timothy	.....	1,900	3,200	43,400
Vetch:				
Hairy	32,000	6,000	108,300	193,400
Spring	7,200	161,300	156,300	182,700

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Gilroy, California

Beet, Carrot, Lettuce, Onion, Radish.

Correspondence Solicited.

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Sweet Corn Seed

Alfred J. Brown Seed Co.

Growers of

Peas and Beans

Grand Rapids, Mich.

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of all kinds in quantity and of highest quality.

Glad to quote for present delivery or on growing contract for future delivery.

JEROME B. RICE SEED CO., CAMBRIDGE, N. Y.

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Special prices for Florists and Market Gardeners. Write for a copy at once—It will save you money.

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Write for Special Contract and Spot Prices.

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Robert Nicholson, Dallas, Tex., seeds; Harrison's Nurseries, Berlin, Md., nursery stock; Henry F. Michell Co., Philadelphia, Pa., flower seeds; Stark Bros. Nurseries, Louisiana, Mo., nursery stock; J. M. McCullough's Sons Co., Cincinnati, O., seeds; I. N. Simon & Son, Philadelphia, Pa., seeds, bulbs and supplies; Richard Diener Co., Kentfield, Calif., gladioli; State Nursery & Seed Co., Helena, Mont., Christmas wreaths, plants and flowers.

Roustan, Servan & Co., St. Reme-de-Provence, France, seeds; Ernst Benary, Erfurt, Germany, novelties; Spruijt & Co., Utrecht, Holland, vegetable seeds; Perry's Hardy Plant Farm, Enfield, Middlesex, Eng., irises, bulbs, alpines and perennials; Haage & Schmidt, Erfurt, Germany, seeds; E. Turbat & Co., Orleans, France, general nursery stock; Hurst & Son, London, Eng., vegetable, flower and farm seeds; Sluis & Groot, Enkhuizen, Holland, seeds; Wilhelm Pfitzer, Stuttgart, Germany, seeds.

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1000 seeds	$ 3.50	10,000 seeds	$30.00
5000 seeds	16.25	25,000 seeds	68.75

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1000 seeds	$0.75	10,000 seeds	$ 5.50
5000 seeds	3.00	25,000 seeds	12.50

LOBELIA	Tr. pkt.	Oz.
Crystal Palace Compacta, dwarf blue	$0.30	$2.00
Barnard's Perpetual (Trailing)	.30	1.75
Crystal Palace Speciosa (Trailing)	.20	.75
Sapphire (Trailing), deep blue	.40	

CENTAUREA	Per 1000 seeds	Oz.
Candidissima	$0.40	$2.00
Gymnocarpa	.15	.50

PETUNIA	½ tr. pkt.	Tr. pkt.
Grandiflora, fringed	$0.30	$0.50
Ruffled Giants	.30	.50
California Giants	.30	.50
Monstrosus (Michell's)	.60	1.00

SALVIA	Tr. pkt.	Oz.
America or Globe of Fire	$0.50	$4.00
Bonfire	.40	2.50
Zurich	.50	4.00
Splendens	.25	1.50

VERBENAS	Tr pkt.	Oz.
Mammoth Fancy Blue	$0.30	$1.25
Mammoth Fancy Pink	.30	1.25
Mammoth Fancy Scarlet	.30	1.25
Mammoth Fancy Striped	.30	1.25
Mammoth Fancy White	.30	1.25
Mammoth Fancy Mixed	.30	1.00
VINCA		
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Alba Pura	.15	.75
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Extracts from "Fall Book for Florists"

VERBENA—Vaughan's Best Mixture.

AGERATUM.

	Trade Pkt.	Oz.
Imperial Dwarf, Blue	$0.10	$0.50
Imperial Dwarf, White	.10	.50
Blue Perfection	.10	.60
Little Blue Star, ⅛ oz. 70c	.25	

ALYSSUM.

Maritimum, Sweet Alyssum, lb. $2	.05	.20
Vaughan's Little Gem, extra fine strain, lb. $6.00	.10	.60

ANTIRRHINUM.

Golden King, yellow, ¼ oz. 30c	.15	1.00
Queen Victoria, pure white, ¼ oz. 30c	.15	1.00
Vaughan's Special Mixture	.20	1.00

ASPARAGUS.

Plumosus Nanus. Northern Greenhouse Grown. Per 100 seeds, 50c; 250 seeds, $1.00; 1,000, $3.75.

Sprengeri. 100 seeds, 15c; 250 seeds, 25c; 1,000 seeds, $1.00.

BEGONIA.

	Trade pkt.
Gracilis Luminosa, foliage lustrous reddish brown, flowers fiery dark scarlet, 1/32 oz., $1.60	$0.50
Glory de Chatelaine	.50
Prima Donna, large transparent rose flowers, 1/32 oz., $2.00	.50
Vernon, red-leaved and red-flowered, oz., $3.00, ⅛ oz., 50c	.15
Erfordia, rosy carmine, 1/32 oz., $1.00	.35

CANDYTUFT.

Giant Hyacinth-Flowered, Extra selected stock, lb., $5.00	.15	.50
CENTAUREA, Gymnocarpa	.10	.40
Candidissima	.25	1.80
COLEUS, Vaughan's Rainbow Mixture, 1/32 oz., 75c	.25	-
Extra Choice, large leaved, mixed, 1/16 oz., $1.00	.25	
HELIOTROPE, Mammoth Flowered, mixed, ¼ oz., 45c	.25	1.50
LANTANA, Hybrida, mixed	.10	.30
Bruant's New Dwarf Hybrids	.10	.40

LOBELIA.

Bedding Queen, ⅛ oz., 40c	.20	2.50
Crystal Palace Compacta, true, ⅛ oz., 40c	.20	2.60
Speciosa, dark flowers and foliage	.15	1.00
Emperor William, ⅛ oz., 35c	.20	2.00
Hamburgia	.35	
Hybrida Sapphire, best for hanging basket, 1/16 oz., $1.00	.25	

MIGNONETTE.

True Machet, Vaughan's Selected Stock, ¼ oz., 25c	.10	.80
New York Market, ⅛ oz., $1.00	.50	7.00

PETUNIAS.

Large Double-Flowered Sorts.

Double Large-Flowering, extra choice. Mixed 1,000 seeds, $1.25; 10,000 seeds, $10.00; 500 seeds, 65c; 1/64 oz., $3.00.

Double Large-Flowering Fringed, best mixed, 1,000 seeds, $1.25; 10,000 seeds, $10.00; 500 seeds, 65c; 1/64 oz., $3.00.

Vaughan's Special Mixture Double, extra choice, 1,000 seeds, $1.25; 500 seeds, 75c; 1/64 oz., $4.00.

Single Large-Flowering Sorts

	Trade Pkt.
Large-Flowering, finest mixed, 1/16 oz., $1.60	$0.25
Fringed, mixed extra choice, 1/16 oz., $1.80	.25
Giants of California, true, 1/16 oz., $1.80	.25
Triumph of the Giants, 1/32 oz., $1.50	.50
Balcony Queen. Rich velvety violet with white blotches	.50

Vaughan's Best Mixture of Large-Flowering Single Petunias.
Trade Pkt. (1,000 seeds), 50c; 3 pkts. for $1.35

	Trade Pkt.	Oz.
Pyrethrum, Parthenifolium Aureum, Golden Feather	$0.10	$0.40

PANSY.

VAUGHAN'S INTERNATIONAL MIXTURE.

The World's Best, oz., $10.00; ¼ oz., $2.50; ⅛ oz., $1.50; Trade Pkt., 50c.

VAUGHAN'S GIANT MIXTURE.

Oz., $5.00; ¼ oz., $1.25; ⅛ oz., 75c; Trade Pkt., 50c.
See Catalogue for list of separate varieties.

SALVIA SPLENDENS.

	Trade Pkt.	Oz.
Clara Bedman	$0.25	$2.00
Drooping Spikes	.25	2.25
Fireball	.35	3.00
Zurich	.35	3.40
Maroon Prince, rich plum purple	.25	2.40

STOCKS.

Double Large-Flowering, Dwarf, German 10 weeks, Canary Yellow, Dark Blue, Crimson, Brilliant Rose, Light Blue, Blood Red, White, Flesh. Each of above ⅛ oz., 35c	.25	
Extra choice mixed, ⅛ oz., 35c	.25	
Giant Perfection or Cut and Come Again. Sky Blue, Flesh, White, Dark Blue, Canary Yellow, Pink, Scarlet. Each of the above, ⅛ oz., 40c	.25	
THUNBERGIA, mixed	.15	.60
TORENIA Fournieri Grandiflora, ⅛ oz., 40c	.25	

VINCA.

	Trade Pkt.	Oz.
Vinca Rosea, Mixed	$0.10	$0.70
Rosea, pink	.10	.80
Rosea Fl. Alba Oculata	.10	.80
Rosea Alba Pura, pure white	.10	.80
Rosea Delicata, delicate pink	.15	.80

VERBENA.

(See cut above.)

Mammoth, Mixed	.15	.80
White, Extra choice	.15	.90
Purple shades	.15	.90
Aurora Borealis. Fiery red	.25	2.00
Commandant Marchand, purple	.25	2.00
Defiance. Brilliant scarlet, true	.15	.80
Firefly. Scarlet, white eye	.15	1.40
Lucifer. Improved Defiance, ¼ oz., 80c	.50	
Auricula-Flowered, mixed	.10	.80
Mayflower. Beautiful pink	.15	1.00

Vaughan's Best Mixed Verbenas. This is unquestionably the best strain of Verbena seed in existence. It is composed of the best strains and colors of the Mammoth type, the Mayflower, the best European introductions of last year, all grown separately, and mixed in the right proportion.

Trade pkt., 25c; ¼ oz., 50c; oz., $2.00; 2 ozs., $3.50.

Our Trade Packets Contain Double the Quantities of Most Dealers. Four Complete Catalogues Annually. We Want Your Card for Our Mailing List. Mail It Today.

10% cash discount on flower seeds if cash is enclosed except Asparagus; discount on this is 2%.

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LTD.
Woolworth Building,
NEW YORK CITY
IMPORTERS
Japanese Bulbs, Plants and Seeds

GARDEN SEED

Beet, Sweet Corn, Garden Beans, Onion Sets and Sweet Potatoes in variety. Also other items of the short crop of this past season, as well as a full line of Garden Seeds, will be quoted you upon application to

S. D. WOODRUFF & SONS, 82 Dey St., NEW YORK
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EDGAR F. HURFF
SWEDESBORO, N. J.
Grower of High-Grade Seed.
TOMATO, Pepper, Eggplant, Squash, Pumpkin, Cucumber and Watermelon Seed and Field Corn on contract.
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Sweet Pea and Nasturtium Specialists.
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THE C. HERBERT COY SEED CO.
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Contract Growers of
HIGH GRADE SEEDS
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GROWERS FOR THE TRADE
Beans, Peas, Sweet Corn, Onion, Turnip, Radish, Beet, Carrot, Spinach, Etc.
Branches: Wisconsin, Colorado, Montana, Idaho, Washington. Milford, Conn.

Market Gardeners

Vegetable Growers' Association of America.

E. A. Dunbar, Ashtabula, O., President; Louis F. Miller, Toledo, O., Vice-President; S. W. Severance, Loui ville, Ky., Secretary; H. J. Cheney, Grand Rapids Mich., Treas. Next annual convention September 1920.

TROUTDALE, ORE.—The Spencer Gardens, H. C. McGinnis, proprietor, will this year make shipments of celery to the Chicago market, the first time this product has been placed in competition with Michigan and California stock. Four cars have already been shipped. —H. M.

Prices of Indoor Fruits and Vegetables.

Chicago, Dec. 16.—Cucumbers, 2-dozen box, $4.50 to $5.75; celery, Michigan, square box, $1.25 to $1.50; leaf lettuce, per tomato box, 35 to 40 cents; radishes, per dozen bunches, 90 cents; tomatoes, per lug, $1.50 to $2.00.

New York, Dec. 13.—Celery, per doz. roots, 15 to 75 cents; cucumbers, basket or crate, $4.00 to $7.00; mushrooms, 60 cents to $2.00 per three pound basket; tomatoes, per pound, 15 to 45 cents; lettuce, per dozen, 50 cents to $1.00; radishes, per 100 bunches, $2.00 to $4.00.

Vegetable Markets.

Reports to the bureau of markets of the United States department of agriculture indicate dull markets with a weaker tone during the period, December 8-15. Potato gains were less numerous but the trend was still upward. No. 1 sacked northern round whites advanced five to 10 cents, closing at $3-$3.05 per 100 pounds at Wisconsin, Michigan and Minnesota shipping points, while middle-western distributing markets gained 10 cents, reaching $3.10-$3.35. Minnesota Red River Ohios reached $3.50-$3.75 for jobbing sales. Colorado round whites strengthened to $2.80 cash to growers at shipping points and Idaho Rurals sold at $2.65 sacked cash track. New York sacked round whites strengthened to a closing range $3-$3.12 f. o. b. shipping points and sales in bulk and sacked stock in eastern markets continued dull with weak tone. Cabbage prices held generally firm, but a few weak spots appeared. Wisconsin Holland seed fell to $60-$65 per ton bulk at Chicago under heavy supplies and the general range in other markets was slightly weaker at $65-$80. New York Danish seed stock was steady at shipping points and ranged $65-$80 in consuming markets. New York Domestic closed stronger at $50-$60 jobbing range. The onion demand was slow in most markets, but supplies are generally limited and prices continue nearly steady. Eastern yellow stock still sold $5.50-$6 per 100 pounds sacked f. o. b. Eastern consuming markets quoted jobbing sales of No. 1 yellow stock $5.75-$6 and middlewestern markets $4-$5.75. Red onions ranged $5.50-$6 in middlewestern cities. California Australian browns continued about steady at $5.50-$6. Sweet potatoes were nearly steady, the demand continuing fairly active in consuming markets. Virginia yellow stock still ranged mostly $4.50-$5.50 per barrel, and Maryland yellows, $5-$6. New Jersey yellow stock strengthened to a range of $2-$2.35 per hamper. Tennessee Nancy Halls were firm in northern markets at $1.75-$2 per hamper, but ranged $1.35-$1.50 in Kansas City.

Mushroom Growing

By B. M. Duggar

Presenting accurately the requirements for success.

260 pages, cloth, fully illustrated. Price, $1.50.

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440 S. Dearborn St., CHICAGO

SMILAX

Extra Good, Well-Rooted Plants.
From 2-in. pots, $2.00 per 100; $18.00 per 1000.

BOSTON YELLOW DAISIES.
A special good strain; from 2-in. pots, $3.50 per 100.

LETTUCE, Grand Rapids Forcing, $1.00 per 1000; $8.50 per 10,000.

Elmer Rawlings, Wholesale Grower, ALLEGANY, N. Y.

ABUNDANCE OF STOCK

	Per 100	Per 1000
2¼-inch Smilax plants	$ 2.75	$25.00
2¼-inch Snapdragons, white, pink and yellow	5.00	48.00
4-inch Marguerites, white and yellow	15.00	
25,000 Vincas, field grown	8.00	75.00

10,000 Bench Ferns, 5 varieties, $25.00 and $30.00 per 100.

Packing free of charge. Liberal extras.

Alonzo J. Bryan
Wholesale Florist
Washington, New Jersey

CHAS. H. TOTTY

MADISON, NEW JERSEY

WHOLESALE FLORIST

Chrysanthemum Novelties My Specialty

If you are interested in

POINSETTIAS

and four and five inch

BOSTON FERNS

for immediate delivery, write

GEO. A. KUHL, Wholesale Grower PEKIN, ILL.

Mention the American Florist when writing

Carnation Laddie

R. C., Feby. and March Delivery.

$10.00 per 100; $90.00 per 1000.

The demand for this Carnation will far exceed the supply.

F. DORNER & SONS CO., Lafayette, Ind.

Mention the American Florist when writing

Stocks, Cinerarias, Snapdragons

	Per 100
Stocks, Beauty of Nice, 2-in	$3.00
" " " " 3-in	6.00
Snapdragon, in five colors, 3-in	6.00
Cinerarias, assorted, 2¼-in	3.00
Malacoides Louincler, 2¼-in	3.50
Sprengeri, 2¼-in	$4.00
Plumosus, 2¼-in	5.00
Marguerites, single, white, 2-in	3.00
English Ivy, 2¼-in	3.00
" " 3-in	6.00
Fuchsias, Black Prince, 3-in	7.00

'Mum Stock Oct. Frost, Polly Rose, Oconto, Razer, Alice Byron, Golden Glow, Chrysolora, Golden Queen, Roman Gold, Marigold, Percy Plumeridge, Chieftain, Dr. Enguehardt, at $5.00 per 100 clumps. Cash. No charge for packing.

Globe Greenhouses, 2nd Ave. and Garfield St., **Denver, Colo.**

Seasonable Plant Stock

2¼-inch Pot Plants, Except Noted.

Asparagus Plumosus and **Sprengerii,** $5.00 per 100, $45.00 per 1,000.

Fern Dish Ferns—Pteris, Mayi, Victoria Variegata, Critica Alba, Wimmsetti, etc., $6.00 per 100, $50.00 per 1,000. (very heavy.)

Thumbergia Erecta—Splendid plants from 3-in. pots, $35.00 per 100.

Bougainvillea—Heavy 4-in. pot plants, $4.50 per doz., $35.00 per 100.

Euonymus Japonica, "Silver Edged," 3-in. pot plants, $15.00 per 100, 4-in. pot plants, $30.00 per 100; 5-in. bushy, 15 to 18 inches high, $60.00 per 100.

Lantanas, Dwarf—Two wonderful varieties in red, Jacob Schulz and Michiel Schmidt, $5.00 per 100; $45.00 per 1,000.

Kentia Forsteriana—Decorating Palms of good value, well rooted single specimen plants, 42 inches high, $7.50 each; 48 inches high, $8.50 each, 54 inches high, $10.00 each.

Phoenix Canariensis, Heavy plants, 48 inches high, $10.00 each.

The Storrs & Harrison Co.

PAINESVILLE, O.

BARGAIN PRICES IN

Narcissus Bulbs

Single Narcissus

	Per 100	Per 1000
Empress, double nose bulbs.....	$4.00	$35.00
Golden Spur, double nose bulbs.	4.00	35.00
Golden Spur, round bulbs	3.00	25.00

Double Narcissus

	Per 100	Per 1000
Von Sion, round bulbs, 1st size .	$2.75	$25.00

A. HENDERSON & CO.
166 N. Wabash Ave., CHICAGO

GRASS SEEDS
H. A. PETERSEN, Ltd.
SEED MERCHANTS
Brisbane, Queensland, Australia
are Exporters of Rhodes Grass, Paspalum Grass, Soudan Grass, Couch, Prairie Grass, Red Top Grass. Correspondence invited.

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GEORGE R. PEDRICK & SON
PEDRICKTOWN, N. J.
Pepper, Egg Plant, Tomato, Okra, Asparagus, Rhubarb, Celery, Spinach, Beet, Onion, Beans, Cabbage, Cauliflower, Sweet Corn and Vine Seeds.
Correspondence Solicited.
WHOLESALE SEED GROWERS

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Before Placing Orders for
SWEET PEAS, Spencers, Grandiflora, etc., ASTERS and FLOWER SEEDS in general; TOMATO, LIMA and POLE BEANS, write
JOHN BODGER & SONS CO.,
Contract Seed Growers
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High Class **PALMS**
and Novelties in Decorative Plants.
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JAMES VICK'S SONS
Growers of
Flower and Vegetable Seeds
Get the benefit of our 69 years' experience.
All Seasonable Varieties.
Our stocks are very complete.
ROCHESTER, N. Y. The Flower City

Special Prepared
Hyacinths for Christmas Flowering
Order your next year's supply now, from
Segers Brothers, Ltd., WHOLESALE BULB GROWERS **Lisse, Holland**
Prices on application

BULBS, ETC.

JAP. LILIES, Giganteum, Auratum, Rubrum, Melpomene, Roseum, Album.
VALLEY PIPS, forcing grade, Dutch or German.
T. R. BEGONIAS, single, separate colors or mixed, two sizes.
DUTCH BULBS, Narcissus, Tulips, etc.
Write for prices specifically stating requirements.
McHUTCHISON & CO., THE IMPORT HOUSE.
95 Chambers Street, NEW YORK

Just Arrived **Lily of the Valley Pips** Finest Quality
Ready for immediate delivery. For prices write
Van Meeuwen & Tegelaar, 1133 Broadway, NEW YORK (Corner 26th Street)

GLADIOLI
Send for our "Special Offer" of new and exquisite hybrids and varieties recently introduced to the trade.
P. VOS & SON, Mt. Clemens, Mich.
☞ Our varieties are the cream of Holland stock. From last spring on, grown in America.

Orchids
If you want Orchids for any purpose whatever, we solicit your inquiries and orders for same. We do not grow or handle anything else but orchids. Special lists on application.
LAGER & HURRELL, Summit, N. J.

Carnation Laddie
Rooted Cuttings, Jan. 1st, 1920, Delivery.
$10.00 per 100; $90.00 per 1000. Order now
A. F. LONGREN
4249 West Monroe St., CHICAGO, ILL.

The Nursery Trade

American Association of Nurserymen.
J. Edward Moon, Morrisville, Pa., President; Lloyd C. Stark, Louisiana, Mo., Vice-President; John Watson, 400 Nassau Street, Princeton, N. J., Secretary; J. W. Hill, Des Moines, Iowa Treasurer.
Forty-fifth annual convention will be held at Chicago, June, 1920.

VISITED CHICAGO: Robt. Chase, of the Chase Nursery Co., Chase, Ala.

HERBERT CHASE and family, of Delta, Colo., will spend Christmas at Huntsville, Ala.

SOME nurserymen are claiming that their stocks available for spring trade, are well sold up.

THE North Shore Landscape Architects announce the opening of their office at 615 Davis street, Evanston, Ill. Benj. E. Gage is landscape advisor; C. Dudley Wagstaff, landscape architect, and Nathaniel F. Webb, manager of the nursery department.

Ass'n Advertising vs. General Publicity.

John Watson, Princeton, N. J., executive secretary of the American Association of Nurserymen, in a recent communication to members of the organization, calling attention to the educational articles distributed by the association which have been printed in 800 publications and which have interested people in trees and plants to the extent that an increased demand has been noticeable in fruit trees and small fruits particularly, presents a number of pertinent facts, among them the following:

"Our publicity matter has suggested what to plant and where and how to plant it, but it is more important to us to tell people where to buy. That means advertising the association.

"There is just as much reason and need for our association to advertise as there is for any individual to advertise.

"Every advertiser must have something to advertise.

"Before you start your catalogue, tell yourself why people should buy your trees in preference to somebody else's. Get the reason why and put it into your catalogue and advertising with all your sincerity and every ounce of your enthusiasm. The 'reason why' is the only thing that can make a book into a selling catalogue or make advertising out of printers' space. Find your 'reason why' and tell it; if you have none, get one—make it—create it—and then holler about it.

"Accurate and even attractive descriptions, handsome pictures and fine printing, make nothing but a book. They are handsome books, but they do not sell goods. They are dead.

"Same way with the association. If we have a 'reason why', let's holler about it. We have it right now.

What can we offer planters that they cannot get elsewhere? We can offer them: Trees true to name, or replace or their money back; trees free from disease, under certificate of a state nursery inspector; trees in good condition when delivered or when shipped, as covered by the terms of sale.

"We can promise every buyer from a member of the association that he will get honest treatment and a square deal. Our constitution and by-laws provide for that now. Our vigilance committee and executive committee will carry it out."

Delphinium Belladonna

A very desirable forcing plant both for potting and growing on the benches.
Strong three year plants.....$15.00 per 100

JACKSON & PERKINS COMPANY, Newark, New York

Ibolium Privet, Natural Habit.

Ibolium THE NEW HYBRID Hardy Privet
(L. Ibota x Ovalifolium)
Now sent out for the first time. Inquire for further information. One-year field-grown plants, $5.00 each. Summer rooted, frame-grown, $3.00 each. Plants in storage for immediate shipment.
Introducers of **Box-Barberry**, well rooted summer frame cuttings, $65.00 per 1000.

The Elm City Nursery Co., Woodmont Nurseries, Inc.
NEW HAVEN, CONN.

Ibolium Privet, When Trimmed

Miscellaneous Plants

Boston Ivy
Clematis Paniculata
Shrubs
Raspberries, Blackberries
Evergreens
Ornamental Trees
Perennials
California Privet Hedge
Japan Barberry

Prices on request.

Peter Bohlender & Sons
Tippecanoe City, Ohio

DAISIES
White and Yellow.

ALYSSUM, Double Giant, 2-in., $2.00 per 100; $18.00 per 1000.
ASPARAGUS Sprengeri, 2½-in., $4.00 per 100.
CALENDULA Orange King, 2-in., $2.00 per 100;
GERANIUM Madame Salleroi, 2-in., $2.50 per 100.
CINERARIA GRANDIFLORA, 3-in., $8.00 per 100.
PRIMULA Malacoides, Lavender, 2-in., $3 per 100.
SMILAX, 2-in., $2.50 per 100.
SNAPDRAGON, Giant White and Yellow, 2-in. pots, $3.00 per 100.
TABLE FERNS, Assorted, 2-in., $4.00 per 100.
VINCA, VARIEGATED, 2-in., $3.00 per 100.

R. C. LIST:

AGERATUM, Gurney and Blue Star, 90c per 100.
VINCA VARIEGATA, $1.50 per 100.
FEVERFEW, Gem, $1.50 per 100
WEEPING LANTANA, $1.00 per 100
GENISTA, $1.50 per 100.
HELIOTROPE, $1.50 per 100.
FUCHSIA, $1.50 per 100.
COLEUS, 10 kinds, $1.00 per 100.
ALTERNANTHERA, red and yellow, $8.00 per 1000.
BRILLIANTISSIMA, $10.00 per 1000.
R. C. DAISIES, Sanders and Giant White, $1.50 per 100; Boston Yellow, $2.00 per 100.
CUPHEA, 90c per 100.
DBL. PETUNIA, as fine a strain as any, $1.50 per 100.
ROSE GERANIUMS, 2-in., $2.50 per 100.

—Cash.—

BYER BROS., Chambersburg, Pa.

Mention the American Florist when writing

HARRISONS' NURSERIES
Fruit Trees Budded from Bearing Orchards. Peach, apple, pear, plum, cherry, quince, grape-vines, strawberry plants, raspberries, blackberries, evergreens and shade trees. Catalog free.
Harrisons' Nurseries, Box 39, Berlin, Md.

SNOW QUEEN CANNA
Awarded Certificate of Merit at S. A. F. & O. H. New York Convention. And 100 other notable kinds. Always ask for
SWASTIKA BRAND CANNAS.
The CONARD & JONES CO. Robert Pyle, Pres.
WEST GROVE PENN'A. Ant. Wintzer, Vice-Pres.

Rosa Multiflora (Polyantha) Seedlings,
4-5 mm., $35.00 per 1000.
E. TURBAT & CO.
Nurserymen, ORLEANS, FRANCE

Hill's Evergreens
BEST FOR OVER HALF A CENTURY
Small, medium and large sizes supplied.
Price list now ready.
The D. Hill Nursery Co.
Evergreen Specialists Largest Growers in America
Box 404, DUNDEE, ILL.

Ready Reference Section.

12 CENTS, NET, PER LINE.

ABELIA

Abelia Grandiflora, per 100, 8 to 12-in., $12.50; 12 to 18-in., $17.50. Field-grown, well branched. THOMASVILLE NURSERIES, Thomasville, Ga.

ALYSSUM.

Alyssum, Double Giant, 2-inch, $2.00 per 100. Elmer Rawlings, Allegany, N. Y.

Alyssum, Double Giant, 2-in., $2.00 per 100; $18.00 per 1,000. Byer Bros., Chambersburg, Pa.

AMARYLLIS.

Amaryllis seedlings in many colors, 2¼ to 2½-in., $20 per 100, $180 per 1,000; 2¾ to 3¼-in. diameter, $30 per 1,000. These bulbs are all 4 to 5 years old and should bloom next spring. No charge for packing. F.O.B. here.

TAIT BROS. Co.,
Box 556 Brunswick, Ga.

ARAUCARIAS.

Arancaria Excelsa, very fine plants, 6-in. tubs, 4 to 5 tiers, $4.00 to $5.00 each. Packing at cost. WM. K. HARRIS, 55th Street and Springfield Ave., Philadelphia, Pa.

ASPARAGUS.

Asparagus plumosus. 1000 extra heavy 4-in., ready for 5-in., $15.00 per 100; 500 not as heavy, 4-in., $12.50 per 100. 8000 2¼-in., $3.50 per 100. 1000 Sprengeri, 2¼-in., $3.00 per 100. Cash please. LOOMIS GREENHOUSES, Loomis, Calif.

Asparagus plumosus, 2¼-in., 3-in., 7½c; 4-in., 12½c. Sprengeri, 3-in., 7c. Cash. L. J. ROWE, Titusville, Pa.

Asparagus Sprengeri, 2½-in., $4.00 per 100. Byer Bros., Chambersburg, Pa.

ASPIDISTRA.

Aspidistra, green, 10-in. tubs, 20 to 24-in. high, $5 to $8; 12-in. tubs, 22 to 28-in. high, $8 to $10 each. Vaughan's Seed Store, Chicago and New York.

BEGONIAS.

Begonia (pink) in bloom. Fine for Xmas, 4-in., 15c. Cash. L. J. ROWE, Titusvlile, Pa.

BOXWOOD.

CHOICE BOXWOOD SPRAYS

Write us today for prices on Fall and Winter deliveries. Best merchantable fancy tips Dwarf variety. Quality guaranteed. Satisfactory delivery assured to all parts of U. S. A. and Canada.

PITTSBURGH CUT FLOWER CO.,
116-118 Seventh St. Pittsburgh, Pa.

BULBS.

Dutch Bulbs. Single and double tulips, hyacinths. For varieties and prices see advertisement on front cover page of this issue. Wm. F. Kasting Co., 568-570 Washington St., Buffalo, N. Y.

Bulbs. Single and double hyacinths. Darwin and single tulips. For prices see display advertisement elsewhere in this issue. J. M. Thorburn & Co., 53 Barclay St., New York.

BULBS.

Dutch Bulbs, for immediate shipment. For varieties and prices see display advertisement elsewhere in this issue. A. Henderson & Co., 166 N. Wabash Ave., Chicago.

Bulbs. Tulips and Lilium Giganteum. For sizes and prices see advertisement on front cover page of this issue. S. S. Skidelsky & Co., 50 Park Place, New York.

Bulbs. Holland and French. Ask for our quotations. General Bulb Co., 110 Water St., New York.

CALENDULAS.

700 2-in. Orange King, $3.25 per 100, packed. Cash. Fine strain, our own saving.

HEITMAN-OESTREICHER CO.,
5630 North Ave. Milwaukee, Wis.

Calendula Orange King, 2-in., $2.00 per 100. Seedlings, $1.00 per 100. Byer Bros., Chambersburg, Pa.

CARNATIONS.

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Vol. LIII. **CHICAGO AND NEW YORK, DECEMBER 27, 1919.** **No. 1647**

THE AMERICAN FLORIST

ESTABLISHED 1885

Copyright 1919 by American Florist Company.

Entered as Second Class Matter Nov. 11, 1891 at the Post Office at Chicago, Illinois, under act of March 3, 1879.

PUBLISHED EVERY SATURDAY BY

AMERICAN FLORIST COMPANY,
440 S. Dearborn St., Chicago.
Long Distance Phone: Harrison 7465.
Registered Cable Address: Ameflo, Chicago.

Subscription, United States and Mexico, $1.50 a year; Canada, $2.00; Europe and Countries in Postal Union, $2.50. Volumes Half Yearly From August 3, 1901. Single Copies, 10 cents.

Address all correspondence, subscriptions, etc., American Florist Co., 440 S. Dearborn St., Chicago

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Miles and Smiles.

Mark your milestones with a smile,
E'en the year has been worth while;
Wondrous led and doubly blessed,
Let your joy be manifest.

Mark your milestones with a smile,
Fleeting years you'll thus beguile,
And the morrow sure will be
E'en a greater joy to thee.

Mark your milestones with a smile
By the roadside—mile on mile,
Then your followers will say:
Life's a smile—smile all the way.

CHARLES A. HEATH.

SUGGESTIONS FOR PLANT GROWERS.

Tulips and Narcissi.

The Dutch bulbs are now in condition to bring into the houses, for they should be well rooted, and will force readily, and from the first of the year on the grower should regulate the culture of these so that there will be a continuous supply. The best way to accomplish this is to have one day in the week which is bulb day—that is, on this day the succeeding lots will be brought from where they are stored and placed in the greenhouses. The demand will, of course, fluctuate to some extent, but by looking back two or three years it will be found that the call for this stock is about in the same proportion every year, and a basis on which to figure about how many pots or boxes should be brought up can be obtained. If it is found that the stock is accumulating at any time, those that are not quite in bloom can be removed to a cooler house and retarded, and those that are almost in bloom, if moved into a shed where it is dark and quite cool, will last in splendid condition for a week or 10 days longer. For the present it will be necessary to put the pans and pots in a shaded position in order to get the proper length of stem. Those forced early if allowed to stand in a warm house in full sunlight, will open their flowers before they have attained good height, so it is well to place them under a bench or provide a place where they can be kept rather dark for a week. In cutting the flowers endeavor to cut them from the pans or boxes that have been in the houses the longest. A thoughtless man will cut into a box that is just opening and which would be good for a week or more, when there are plenty that could be cut that will not last nearly so long. There is always a great waste in growing bulbs and everything that is possible should be done to prevent it. On bulb day when the fresh lot is put on the bench those that were brought up three or four weeks before and are in full flower will be ready to be thrown out. Any flowers that may be on these boxes, if they are well in bloom, should be cut and placed in water. They will last much longer if cut and kept cool than they will if left on the bulbs in the greenhouses.

Geraniums.

After the holiday trade there will be room enough to space out the geraniums and other bedding stock. The cuttings that were placed in flats, and the young stock in 2-inch pots, should be shifted to the 3-inch size and spaced on the benches so that a good growth is encouraged. As soon as well established in these pots, the top can be cut off and another cutting obtained. All the young stock possible should be taken from the plants selected in the fall for propagating purposes, for all the cuttings from which it is expected to produce good sized plants should be in the propagating bench by February 1. Any rooted after March 1 will be small plants for bedding purposes. The best stock for late May and early June planting should be in 4-inch pots by April, that they may be well enough established by the middle of May to begin to flower, and should have at that time three or four good branches so that a succession of bloom is assured.

Poinsettias.

This is a Christmas plant pure and simple. It is to the midwinter holidays what the lily is to Easter and the sale of plants or flowers after the new year is very small and hardly remunerative. The plants that are left should at once be treated for stock plants. It is the custom of some growers to immediately place the pots under a bench and water them no longer. It is much better, however, to block them up closely in a warm house and gradually dry them off until the wood ripens and then store them away where they

will be kept dry. When the plants are treated by the former method the green wood often dies down more than half the length, but by a slower ripening off many more and much better cuttings can be obtained. They can be laid down on their sides under a carnation bench where they will not receive any water, or if the pots are needed they can be heeled-in in such a location, and here they can remain until April, when they should be started for propagation, using either the old growth or starting the plants into growth and making the cuttings from the young shoots as they break from the old wood. With these it is better to make the cuttings with a heel and in a warm location they root quite easily.

Cleaning Up After Christmas.

The Christmas sales will give the plantsman an opportunity to give the houses a thorough overhauling and begin preparations for the Easter stock, and also more room for the plants that are to produce flowers during the winter. The probabilities are that the best plants have been disposed of, and the demand for the balance will slacken up considerably for the next two or three weeks. Any plants that will not be salable in the middle of the next month, especially if they are not of the best quality, had better be thrown away, and not allowed to remain taking up valuable space for a month or more, only to be discarded later. The stock plants should all be selected and preparations for next season's propagation begun. The old favorite Begonia incarnata is still grown by many. The old plants never make good stock for another year, so select enough to produce all the stock wanted, and discard the balance. It will be busy times where many plants are grown, but the quicker and earlier the work is done the better will be the resultant crops. The bulb stock is now ready to be brought in and all the room should be immediately filled up with stock that can be grown into plants that will find ready sale. It sometimes takes courage to throw away plants that look as if they would bring in something, but it is far better to do this, even if a plant is thrown out that might be sold, than to carry along a lot of stock that never turns in a cent to the money drawer.

Montreal Ch istmas Advertising.

Notwithstanding the fact that local growing establishments were practically depleted as far as plant offerings were concerned since December 1, with unusually high prices prevailing in almost every item in the florists' list, the trade in Montreal, Que., showed its strong faith in publicity, an example of which was an attractive full page in the Montreal Standard, December 13, under the heading "Say Merry Christmas With Flowers." Among the firms who occupied space on the page were: McKenna, Ltd., S. J. Denson, Rubin Bros., Mrs. C. M. Smith, Campbell's Florists, Dominion Floral Co., Ed. Gernaey, Chas. J. Hill, John Eddy & Sons and George Hopton's Greenhouses.

WORCESTER, MASS. — The Worcester County Horticultural Society has elected the following officers for 1920: Leonard C. Midgley, president; Albert H. Lange, Herbert A. Cook and David Fiske, vice-presidents; Herbert Kinney, secretary; Burt Greenwood, treasurer.

THE RETAIL TRADE

Conducted by Robt. Kift, Phila., Pa.

New Year's Day.

Away back in the sixties, the first day of January was the greatest floral holiday of the year in New York City. The florists there had all they could possibly do, and drew largely on Philadelphia for camellias, the fashionable flower of those days, and also for assistance. Singular as it may seem, Christmas, in New York, caused little demand for flowers, while in Philadelphia it was their big day, and the New York brethren used to go over and help them out, and a week later, Philadelphia florists would return the favor.

These sectional festivities, as the cities and country have grown in population, have all merged until now, Christmas, the greatest of all holidays, is universal the country over, while the observance of the New Year, with its beautiful custom of open house, is almost, if not quite, a thing of the past. It would appear as if there was a great opportunity here to revive the beautiful custom of sending baskets of flowers to friends, with cards wishing them a happy and prosperous New Year. If properly featured in window displays, and through the reading columns of the newspapers, as well as in store literature to customers, there might be a revival of this expression of love and esteem, through the giving of flowers, which would for this purpose have the field almost to themselves.

This could be helped along by the various receptions of a public character now customary, at the installations of city officials ,and also public and private dinners, at which there are always more or less elaborate decorations. There are quite a number of fancy balls, which call for decorations in the holiday colors of red and green. For this demand, it is always well to set aside a few cases of holly to be drawn on after the holiday rush. Should there be Christmas wreaths left over, they can be used up in work of this kind to good advantage.

For table decorations, cut poinsettias make a gorgeous display ,their brilliant bracts giving the color effect desired. These should be arranged in plateaus or in low bowls, together with sprays on the cloth, all of which should, when cut the desired length, have the ends of the stems seared or scalded in hot water, when they will remain fresh for a number of hours.

Anything in the way of house plants or plant baskets, left over from Christmas, should be freshened up and made to look their best, as there are quite a few who desire something of this kind for friends who were overlooked at the holiday. Primulas obconica, Townsendii and other improved types now coming in, should be featured in many ways. This class of flowering plants includes the most valuable that have been introduced in many years. They can be made to take the place of the present high-priced flowers in table and other decorations.

An up-to-date New Year's card, expressing the compliments of the season, thanking customers for their business of the past, and hoping for a continuance of their valued patronage, should be enclosed with the January 1 bills, and also mailed to all on the list whose accounts are closed.

Next Week in the Flower Shop.

The great excitement is over, and it is hoped that all had a prosperous holiday season. There was a big demand, and those who were prepared, who were early on the job with a store full of bright, fresh staples and up-to-date novelties, should have had all the business they could handle, at a handsome profit.

The Christmas business is one of the most important of the year, and its quota of profits should be correspondingly large. Again and again, we have heard retailers say: "I wish there were no holidays; there is just a lot of slavish work, and when it is all counted up, there is very little compensation." Such a statement reveals the poor business man. The successful Christmas campaign is planned months ahead; in fact, the best time to arrange for the Christmas of 1920 is right now. The

CRESCENT WREATH, CHRYSANTHEMUMS AND SMITHII FERN.

entire experience of the recent trade in all its details is fresh in your mind, and its record should be immediately made in the year book. Every important item should have a place. A list of the various plants, flowering, berried and foliage, their condition, how they sold, those that ran short, and stock, if any left over and why; plant baskets, how filled and decorated, and data about them that will be useful for next season; the cut flowers, varieties of roses, carnations, violets, orchids, small flowers, etc., and how the demand seem to run. Also the wreaths, both for house and cemetery decoration. Note the best sellers, and any ideas brought out that will be useful for next season. Was the holly all right, and enough for the demand?

The arrangement of the store is important as to the window decorations and those of the front of the building. The delivery, extra help and cars for this work, as well as additions to the store force should be recorded. Was the circular out on time, did it pull, and was the result from newspaper ads satisfactory?

With such a record of the business, in black and white, to refresh the mind when preparing time again rolls 'round, mistakes are avoided and a profitable trade assured.

It is the head guiding the hands that makes the money. Take pencil and paper and figure out the profits. If they do not appear on the sheet, no amount of hand work will bring them. Many made up articles are sold at cost, or very little over, because time and material is guessed at and not actually determined.

Everything should be done to eliminate waste; stock left over is waste of the most expensive kind. Too much variety, purchased without regard as to whether there is sure to be a demand for the many items, leads to over stocks, that become shop worn and eventually have to be sold at a loss or thrown out.

Immediately the holidays are over, all decorations and every article of value in prepared material that remains unsold should be carefully laid away to be brought out next season. The entire interior of the store is to be so changed as to turn customers' minds into other channels.

The social season is now on, with balls, dinners and receptions following one another every day. There will be inquiries for new ideas in decorations for the buffet and dinner table, of which there should always be something of interest to show. If possible, a room adjoining the store, in which is kept various cut glass, silver, vases and other receptacles for flowers, and a table on which to display them, properly arranged, will land many an order. An occasional table decoration, as a window feature, will be sure to attract attention. It is a good time to keep made up and display corsages of various flowers. Sweet peas will soon become more plentiful, and there is nothing better that can be sold at a moderate price. They look most attractive, when with ribbons and pin, they are shown on wax paper, partially out of their boxes.

Plants of the Glory fern are good stock to carry. They are useful in all kinds of fine work. A plant or two, with the roots mossed, set in a plateau or basket, will take the place of expensive flowers and add to the grace of the arrangement with their beautiful light green fronds. They will also outlast the flowers. The common maidenhair can be used the same way to advantage. Shake off the soil, wrap a little sphagnum around the roots, and the fronds will not shrivel for several days.

SOLANUM WITH MAT COVER

Are you working or doing your share for the publicity campaign? Just now, there is demand for all the flowers that are grown; greatly helped by the countrywide advertising so intelligently carried out by the S. A. F. publicity committee. This is worthy of your most earnest support. There is not a retailer who could not do at least 20 per cent more business, if he would join in this movement financially, and then back it up with a little more pressure in his own store. The thousands of growers who are casting shadows over their prospects by holding aloof from this movement, should buy a ray or two of this sunshine of publicity. Every dollar they invest will bring them 10 in return.

Flower Scarcity and Sales.

To the great majority of buyers, flowers at this time, seem abnormally high. Like the words in the song, people come in, hear the price, turn round, and "walk right out again." The good salesman will soon get to know these timid buyers, and without at once discouraging their desire for a few flowers by quoting high prices, will endeavor to find out for what purpose they are to be used, and about how much it was expected they would cost. The greatest demand from those who are not frequent customers is for funeral flowers. Designs made entirely of flowers are beyond their reach, but if properly handled, they become satisfied with the magnolia or galax wreath, decorated with a few of the flowers they wanted. Others who are afraid the prepared materials look too artificial, will perhaps compromise on a wreath of crested ferns, which when decorated, is virtually all fresh flowers, the beautiful ferns taking the place of many of the higher priced blossoms and giving a most artistic finish.

Prepared palm leaves vary little in price from one season's end to the other, and can be made to add materially to the size of a large spray, by fastening short stemmed roses or other flowers to almost cover half the length of the leaves, thus continuing out the main body of the cluster, which then appears to be made of all long stemmed flowers.

A dozen roses that sell at $6 will be considered very expensive, while half a dozen of the same buds, and a couple of bunches of stevia for $5, will be quite satisfactory. Three choice roses, and a little green, are to be recommended, rather than a dozen roses of lower grade that cost twice as much. Their use or effect can be demonstrated in a pretty vase, kept handy for the purpose.

If the purchase is found to be cheer for a sick room, suggest a blooming plant, a primrose or begonia, or a nice fern, which may look more for the money, and be nearer the customer's price.

A vase or two of greenhouse foliage, such as croton sprays, leaves of the Begonia Rex, and cut fronds of the fancy crested ferns, can be used to good advantage in lieu of expensive roses in boxes of flowers or arranged baskets. A small vase basket, with a variety of cheaper flowers, such as sweet peas, or all calendulas, tied with suitable ribbon, will make a good showing that is likely to please.

Everyone that enters the store is a prospect; they may be "just looking," but the clever salesman makes it a point to show them just what they are looking for. To bluntly answer, "How much are roses?" by quoting the unvarnished figures, without endeavoring to interest them in other items, is not good salesmanship. There should never be any apologies for seemingly high prices, nor should the tone of voice show any such indication. It is better to immediately say, "Are they not beautiful?" which implies they are fully worth the price asked.

Never hold customers too cheap. The price, while it may seem high to you, is what they expected. In fact, a person who was ready or intended to pay $10 per dozen for roses, will not buy them at $5 even if they look good enough.

Suggestions often make sales. A bunch of stevia, one-half to a dozen mignonette, a bunch of bouvardia, violets, pansies, etc., may be placed in the box, with a dozen roses, if the proposition is made.

Early Christmas in New York Stores.

Few, if any, of the retail stores had received their complete supply of plants, December 20, but enough had arrived to show just about what they will have to offer. The quality of the poinsettias and the Christmas heather is excellent. In azaleas, it was almost a surprise to see so many fairly good ones, when we consider that it is all heldover stock. Solanum capsicastrum are much in evidence, and are being extensively used in combinations. The foliage plants, such as crotons, Pandanus Veitchii and dracænas, are also prominent. A few daisies have been noticed, and more are likely to be seen later. Indications point to a fair supply of cyclamens, begonias of the Mrs. Peterson variety, and other small plants. The stock of Otaheite oranges is fine. At the Dards store there was an excellent display of poinsettias, oranges, heather, exceptionally fine crotons and other foliage plants, and a large assortment of handsome wreaths. Few of the retailers find time or take the trouble to make up baskets of cut flowers for Christmas, but at Ralph Armstrong's store, a number of good features in such baskets were noticed. Small handle containers were filled with pansies, a cypripedium or a cattleya, sweet peas or roses, carnations and yellow narcissus.

The "bulls" of the Christmas tree market got a shock this year, as there was an abundance of trees. However, it is possible to make a stock of such trees look something better than a mere brush fence. That was done by J. H. Small & Sons. They had a most complete stock, from tiny shrubs up to 25 and 30 foot trees, all set and tamped in handsomely painted tubs. This firm had also its usual supply of fine plants.

At the Leikens store, in addition to Christmas preparations, the staff has been kept busy with funeral work and decorations. For December 23, they decorated the ball room of the Hotel Vanderbilt with an artistically arranged stock of poinsettias.

G. E. M. Stumpp had his usual fine display of plants and plant combinations. Heather, azaleas, poinsettias, ardisias and various foliage plant combinations were noteworthy. George Stumpp, the elder, who always shows up at Christmas, was on hand cheerful and smiling as usual. We confess that it is rather late to mention the fact that he is again a benedict.

But a medium supply had reached Kottmiller at the time of our visit, but all were well arranged. A feature was a number of handsomely decorated oblong boxes, filled with foliage combinations.

A. T. Bunyard had an excellent stock of oranges, heather and foliage plant combinations. Another feature was attractive wreaths of hemlock, studded with pine or spruce cones.

In foliage stock, J. W. Hauser had pots and tubs of English ivy trained on wire frames and they were attractive and sold well, but flowering stock was also in evidence.

In weather, December 20 was the fairest day of the week, and plant buyers were out. At practically all the stores here mentioned, many orders were taken.

H. H. Burns had many good features in plants and plant combinations, many of them of a size and price to be attractive to people of moderate means.

Max Schling's display was not completed, but an exceptionally large stock of poinsettias and heather of fine quality was noticed.

A. F. F.

SOMERVILLE, MASS.—William Flint has opened a flower shop on Broadway.

BRAMPTON, ONT.—The collapse of the new boiler house at the range of the Dale estate recently, caused a loss of several thousand dollars and the establishment had a narrow escape from destruction by fire.

Holly Breakers.

Ever since the old saturnalian feasts of ancient Rome, a sprig of holly has been a symbol of sacrifice. Christianity added a new interpretation to the little red berries and the thorny leaves, but still they stood for sacrifice. Every Christmas, wreaths of holly have been hung in the home as nature's reminder of the greatest sacrifice the world has known.

Bud Moore was a holly breaker. Every winter he went into the holly woods of Tennessee to break the branches with the crimson berries and ship them to Chicago. Many a red-ribboned wreath, hung in the boulevard window at Christmas time, has felt the touch of Bud's fingers.

Those who have been lucky enough to obtain a wreath or two this year—for there is an unprecedented shortage—may be interested in Bud's story, as told by a series of telegrams exchanged by him with Vaughan's Seed Store.

"Eighty-one cases of holly shipped today," Bud wired November 27. "Other shipments delayed few days account of floods." Two days later this message: "Eighty-seven cases holly shipped today. Flood still on."

"Let shipments come along as fast as you can," wired Vaughan's Seed Store. The shortage was becoming acute. Four days later the store increased its orders and urged speed.

"Floods stopped all breaking," Bud wired, December 3. "Cars will come as fast as possible.

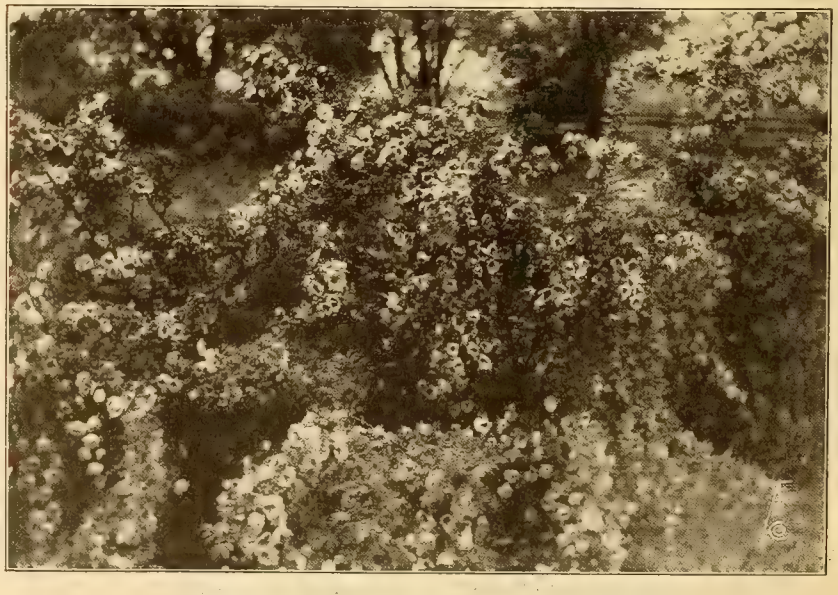
On December 8 came a like message of floods and delays, and a third was received later. More telegrams urging speed were sent by the store, December 10 and 12. No answer came from Bud. December 15 the store wired: "No letter or telegram this Monday morning. We must hear from you. Wire us."

HOLLY—AND SACRIFICE!

"One hundred and eight cases of holly shipped by express from Toone today," came the answer. "Seventy cases shipped to Jackson. Letter will follow explaining delay."—Bud Moore by T. Moore.

Last Tuesday this message was received: "Seventy cases holly shipped prepaid express tonight. On account of flood and bad weather can't get any more holly this season.—Bud Moore."

"Unless you express another hundred," the store wired on Wednesday,



ROSA HUGONIS PLANTED THREE YEARS.

"we shall be in a bad position with our holly customers. We gave you exclusive territory and it is your duty to make extra effort to make good this week."

"Impossible to get any more holly this year," read the answer. "My father died December 11 from pneumonia caused by exposure while getting holly for you. I have done the best I could for you in his place under the circumstances.—Thomas Moore."

ROSA HUGONIS.

And that's one reason for the holly shortage this season.

"Received your telegram with great regret, remembering the long years of pleasant business relations I had with your father," reads a telegram sent by J. C. Vaughan. "Please accept my deepest sympathy. Very sorry we did not know of your troubles. We shall be glad to continue our dealings with you next year."—Chicago Tribune, December 19.

Rosa Hugonis.

Rosa Hugonis, a native of western China, a large shrub with gracefully arching stems, flowers single and about two and one-half inches in diameter; bright, clear yellow petals and very fragrant, which has been one of the most interesting and beautiful plants in the Arnold Arboretum since its introduction, has proven a valuable addition to the few yellow-flowered roses hardy in New England.

For many years the Cinnamon rose, Rosa cinnamomea, was the first in the Arboretum to open its flowers, but in 1915, according to the Arnold Arboretum Bulletin of May 26, that year, two Chinese species, R. Hugonis and R. Omeinsis, began to bloom at the same time. Judged by its appearance in 1917, it was said that no plant sent from China to the northern gardens in the United States equalled this rose in grace and beauty. Its long arching branches were so thickly covered with flowers from end to end that the petals touched and made a continuous band of pale yellow. In 1918, it fulfilled its promise of being a hardy and fast growing shrub, and with R. Ecea, produced the first flowers of the season on the earliest roses.

Fred H. Howard, the well known California rosarian, however, says the old Persian Yellow is equally good.

Foliage Plants at Holiday Season.

ARRANGEMENTS GAIN IN PUBLIC FAVOR.

For many years past there has been more activity in the foliage plant trade during November and December than at almost any time of the year, this being largely due to the growth in public favor of various arrangements of such plants to be used as gifts. These arrangements are in the form of baskets, fancy earthen pots, or sometimes window boxes, and from the fact that the public in general, or at least that part of it which buys such arrangements, requires a finished article rather than something that they need to wait for the development of, there is a crowding of the roots in order to get the receptacle properly effective at the appointed time.

But, even so, these combinations of plants will last much longer in the house than a bunch of cut flowers that may have cost as much, so that on the whole the plants usually give satisfaction. Granted a sufficient variety of plants with which to work, and it is really surprising what numerous variations in these plant combinations may be produced by some of those tasty artists among our retail brethren, and it must be admitted that the artists in question sometimes work under greater disadvantages than a grower does in making up arrangements of this character, for the grower is likely to have a greater number of plants to choose from.

DRACAENAS STRONG FAVORITES.

The draceænas comprise a valuable group for this work, the old reliable D. terminal is showing its bright color to advantage at this season, and being possibly still the most popular of its family for Christmas work. D. Lord Wolseley is also valuable in these combinations, its narrower foliage and rich coloring making it a very effective plant, and at the same time a graceful one. D. deremensis Werneckei is an unhandy title for an attractive plant of peculiar variegation, the rather stiff foliage reminding one in some way of a variegated D. Draco. The general leaf color of D. Warneckei is a gray green, while the edges of the leaves are silvery white, and although the variegation of D. Warneckei is not so sharply defined as that of some other white-marked plants, still it may easily find a place in the trade. D. Massangeana and D. Lindenii are also among the useful members of this extensive family, both these varieties being variegated forms of D. fragrans, and like the latter, are of comparatively easy culture. It will also be remembered by most growers that the chief distinction between these two variegated dracænas lies in the fact that D. Massangeana has its variegation in the centre of the leaves, while D. Lindenii has marginal markings, and this very feature makes D. Massangeana the most enduring house plant of the two, its green margined leaves being less liable to decay than the more delicate foliage of D. Lindenii.

Then there is D. Sanderiana, that slender-growing and well-variegated little plant that is so much used for table ferneries and other small decorations, and finds many admirers in all stages of its development from two-inch pots to six-inch sizes. D. Godseffiana is another very useful species from the tropics, its wiry growth and firm

ROSA HUGONIS ONE YEAR ON THE LAWN.

glossy foliage giving a pleasing variety to many a small plant arrangement. Of course, it will be remembered that all the dracænas here noted are decidedly among the warm house plants, in most cases preferring a night temperature of 65°, with all the sunshine available at this season of the year.

As yet, most of the dracænas are to be had in moderate supply, but what may happen in another year to this stock is problematic, unless the federal horticultural board experiences a change of heart, for the raw material from which the florist gets his dracæna cuttings are the clean, smooth stems of these plants that have been imported from the tropics in former years, but which are now like whiskey and witchcraft, among the forbidden things.

CROTONS AND OTHER GOOD OFFERINGS.

Since crotons have been produced in large quantities and fine quality, there has also been found a ready market for them, and at Christmas time, these splendid plants, clothed with brilliantly colored foliage from top to bottom, meet with an enthusiastic reception. From three-inch pots to seven or eight-inch tubs are the sizes required by the up-to-date store, but for basket work, those of the smaller sizes are most useful. Crotons are essentially tropical plants and should not be exposed to cold draughts while standing around the store, or while in transit to a customer, but if handled with common sense, they are among the richest and most effective decorative material.

Marantas are not plentiful enough to be found in the majority of stores, but some of the leading decorators use them in choice arrangements, and of these plants, two of the best are M. Sanderiana and M. vittata, both of which have foliage of good texture and fine coloring. There are quantities of some other marantas to be found about the country, but most of them are not enduring enough or else have not color enough, and consequently, are little sought for commercially.

The variegated bow-string hemp, Sansevieria zeylanica Laurentii gives a novel touch to some combinations of plants; the erect, sword-like leaves, edged with yellow, make a welcome contrast with some of our old favorites of former seasons. But this plant is not yet very common, and as division seems the accepted method of propagation, it is not likely that the market will soon be overloaded.

Among the low growing plants that are very acceptable, and capable of standing quite a good deal of exposure, are the farfugiums, both the old-fashioned yellow spotted type of F. grande, and also the white variegated form. These farfugiums, or ligularias, as the modern botanists term them, are almost hardy, and thus make useful stock for window boxes.

Peperomia maculosa, nicely grown in three or four-inch pots, is readily disposed of at this season, and combines well with some of the ferns and other foliage material. Pandanus Veitchii, from four, five and six-inch pots; ivies, both green and variegated; some nice short, bushy plants of Vinca variegata and numerous other plants in smaller quantities, all appear in these Christmas foliage effects, some of which are novel, some are very beautiful, and some are merely quaint, but all are likely to be transmuted into precious yellow metal or its equivalent at this joyous and prosperous Christmas season.

W. H. TAPLIN.

Bulb Shipments From Canada Restricted.

BY FEDERAL HORTICULTURAL BOARD.

In what is characterized as particularly noticeable, absolute disregard of national or individual commercial interests by the federal horticultural board in making decisions, McHutchison & Co., well known importers of horticultural supplies, New York, call attention ot the following copies of letters with reference to obtaining a few surplus cases of lily bulbs, through reshipment from Canada, to relieve a temporary shortage:

November 19, 1919.

Federal Horticultural Board,
New York.

Following the visit of our C. B. Knickman, we state the situation in writing, and request that you lay the facts before Washington and advise us of decision as soon as possible. The facts are these:

Owing to the sinking of the S. S. Yoten Maru, off Yokohama, which was bringing our earliest large consignment of lily bulbs to New York, via Panama Canal route, and the holding back of 1000 cases in Seattle, due to lack of refrigerator cars, we are short of lily bulbs here, and the eight or 10 carloads now en route, cannot arrive in time.

You can understand that this will be a big loss to us. But on the other hand, we have a small surplus in London, Ont., which we would like to bring to New York by express, but your regulations prevent this being done—unless you are willing to strain a point to meet the situation.

The Canadian shipment went through in bond from Yokohama to London via Vancouver, and while we have not yet received shipping documents from Japan, we assume that no certificate of inspection is attached to the documents, nor health certificates or sterilization certificates on the cases, as these are not required by Canadian laws. This, of course, is merely conjecture on our part, but we must assume there are none. What we would like to bring from London are the following lots: 50 cases lilium giganteum, 7-9 inches; 10 cases lilium giganteum, 8-10 inches; 25 cases lilium giganteum, 9-10 inches.

As the soil in which these are packed comes from the side of a mountain taken many feet from the surface, there can be no danger of insect pests or plant diseases being introduced through this medium; but we are willing to confine shipments to points around New York, so that you can arrange for the disposition of the soil used as packing material, if you so desire.

Kindly take up this matter promptly with Washington, for we expect to receive at least 1,500 cases within three weeks, so that there would be no advantage in getting this small lot from Canada, unless we could get them in by express ahead of the freight shipments en route. Thanking you in advance for your decision, we remain,

McHUTCHISON & Co.

FEDERAL HORTICULTURAL BOARD.

November 25, 1919.

McHutchison & Co.,
New York.

Reference is made to your letter of the 19th instant, in regard to shipments of lily bulbs from Japan which have been routed to a Canadian point, and which you surmised to have been packed in unsterilized soil, because the shipper was under the impression that they were intended for the Canadian market and not for that of the United States. In reply to your query as to whether the board will allow such bulbs to be shipped into the United States, I have to advise you that the board considers it impossible to permit the entry of such bulbs into this country, and that strict compliance with the soil sterilization requirements must be insisted upon. Doubtless you will be able to dispose of the bulbs in Canada.

HARRY B. SHAW,
Pathological Inspector in Charge.

The Human Appeal.

We have been talking about the benefits of our national publicity compaign so long, without getting the response to which our slogan, "Say it With Flowers," is so justly entitled, that the following story, taken from the N. C. R. News, is rather pertinent:

"Travelling Salesmen: I've sold this medicine for over 30 years, and I've never had a single complaint. What does this prove

"Voice in the crowd: That dead men tell no tales."

While many of us appreciate there are no dead ones connected with the development or sale of flowers, yet occasionally we would like to hear from the silent ones who have as yet not contributed. Your committees have labored well, and if we have accomplished with the slogan, "Say it With Flowers," with its four words expressing so much, in so short a time, it must remind you of how much your committees have accomplished with so little funds. Our endeavors can be broadened, and the results proven greater, were the florists to awaken to the vast good all would receive, if all gave who could. Our campaign has attracted many who have never placed flowers in their proper plane, but by a vigorous campaign, nationally and locally, you are compelling attention to the end that all benefit in its distribution. The florists are peculiarly well situated in a national campaign, in the fact that the retailers who advertise locally, are also their own distributors, thus getting the double advantage of any other campaign, which compels manufacturers or others to create a middle-man as its agency for reaching the retailer, whilst the florists who tie up to our campaign, each enjoy the full benefits.

Flowers are getting more and more in popular favor as is evidenced by the increased sales reported everywhere. But the service is only begun if your campaign fund can get the proper support. One of the wise minds of our country said that it was better to save a little each week out of a small salary, than to earn a big salary and spend it all. If everyone who is interested in the development of flowers commercially, would subscribe a little every year, we would have sufficient to do what we would like to do, and your committees would feel more encouraged in producing greater results than what have already been shown.

If our appeal is consistent, then the answer is—Subscribe and you will then only be helping yourself after all.

HENRY PENN,
Chairman National Pub. Campaign.

National Publicity for Flowers.

The florists throughout the land have, probably without exception, in the past few days, been—to use a common expression—doing a "land office business." The magazine advertising of our publicity campaign was timely for this season, and was calculated to arouse inter-

est in flowers and plants as Christmas gifts. A page carrying a beautiful group of flowers, painted from nature and reproduced in actual colors, appeared in "World's Work, Munsey's, Review of Reviews, Scribner's, Atlantic Monthly, Century and Harper's." A well-arranged panel of text conveyed the message:

"For the Christmas and New Year Greetings, let the heart speak through flowers. Radiantly, lovely and alive with the holiday spirit—they convey every thought and sentiment with a sweetness surpassing mere words."

In the Metropolitan, for December, was a whole page advertisement in colors, and located facing a solid page of editorial matter, the design, suggested by a famous illustration, including a beautiful girl of the Mary Pickford order, whose countenance gave unmistakable evidence of pleasure in the possession of gifts of flowers and plants. The text panel in this case suggested: "Say it With Flowers." The Gift of all Gifts. "Merry Christmas" has a new and richer meaning when you say it with flowers. More gracious than words—more personal than material tokens—flowers convey your Christmas greeting with a sincerity that speaks to the heart. Courtesy, custom, correctness—and a nice sense of thoughtfulness—are characteristic of the holiday wish expressed with flowers."

In all the advertisements was the paragraph:

"Your local florist, within a few hours, can deliver fresh flowers in any city or town in the United States and Canada through the Florists' Telegraph Delivery Service."

There is little room for doubt that this publicity has caused a greater demand for flowers and plants at this festive season than ever before. Before the war, we always counted upon extra business at Christmas, but never such a volume as this year. Many days before this trade paper went to press with its issue of today, plantsmen generally were entirely sold out of salable stock—evidence that the public intended to 'Say it With Flowers."

Our publicity committee is in urgent need of more funds to carry along the campaign during the spring months. St. Valentine's day and Mothers' day are to be featured very strongly in the magazine advertising, and contracts for space in the periodicals of large circulation must be quickly completed. It is hoped that the large body of florists who have not yet subscribed to the fund will see the desirability of helping themselves by helping the campaign. The response made by the public to our slogan, "Say it With Flowers," is surprisingly large. Help us to make it larger, help us to perpetuate it. We can, with the help we believe to be owing to us, make the slogan more popular than any yet established—it means more and has greater applicability than any phrse ever adapted to trade purposes.

Begin the New Year well, and see that your name goes on the honor roll of the campaign.

The following subscriptions have been received and are in addition to those previously announced, annually for four years, unless otherwise stated:

F. T. D. Ass'n., Buffalo (1 year).....$	700.00
Bohn Fl. Co., Wernersville, Pa. (1 yr.)	5.00
E. W. Judge, Tyler, Tex. (1 yr.)....	10.00
J. A. Johnson, Effingham, Ill. (1 yr.).	5.00
John A. Salzer, La Crosse, Wis. (1 yr.)	25.00
Mrs. Lord, Topeka, Kan. (1 year)....	5.00
Anthony Ruzicka, Madison, N. J. (1 yr.)	5.00
Coronado Nur., Coronado, Calif. (1 yr.)	5.00
F. T. D. Ass'n., Detroit (1 year).....	2,000.00
E. B. Gallivan, Meridan, Conn. (1 yr.)	2.00
	$2,762.00
Previously reported	$51,347.88
Total	$54,109.88

JOHN YOUNG, Sec'y.

Pittsburgh, Pa,

SLOW WEEK BEFORE THE RUSH.

The usual lull in business before Christmas is on, and the retail stores report things slow in general, but the supply of cut flowers is such that everything is cleaned up daily at good prices. Some of the shops seem to think that the public will not buy cut flowers this year at the high prices that are going to prevail, but on an average, prices are no higher than last year, with no larger supply to draw from, and we all know that it costs more to produce stock this year than it did last year, so why should the prices be lower? More and more growers every year are turning over their plants to winter vegetables, as they claim they can realize more from these crops than they can from flowers. American Beauties and roses are in fair supply, and the quality is good. Other stock is short, carnations in particular being scarce, and it looks as though there would be a shortage of them for Christmas.

NOTES.

Randolph & McClements have one of the prettiest window displays in town, the color scheme is carried out in green and white. Everything used is artificial or prepared plants and flowers.

The A. W. Smith Flower Stores Co. is specializing on blooming plants this year ,and has a fine display of poinsettias, begonias, cyclemans and primroses.

The McCallum Co. clan is beginning to gather for the annual love feast, which is held during the week between Christmas and New Year's.

Frank Zack, formerly employed by the A. W. Smith Flower Stores Co., is now in the employ of Randolph & McClements.

Mrs. E. A. Williams, as usual, has one of the finest displays of specimen plants and combination plant baskets in town.

Wm. Usinger, Charlie Edgar and Henry Blend are now on the scene, with about eight more road men to be heard from. M.

Baltimore.

LIMITED STOCK AT HIGH PRICES.

The condition of the local market remains practically unchanged, with no item in plentiful supply, while carnations are almost unobtainable. The outlook for even a moderate quantity of this flower after Christmas is far from encouraging, as most of the growers, for various reasons, have not made the usual plantings. All kinds of miscellaneous stock, such as calendulas, snapdragons and early sweet peas, are eagerly sought, as there is nothing else available for table decoration. In the retail stores, the 6-inch fernery is the popular substitute at this time when the price of flowers is so high. A headline in the daily papers is not necessary to let the frequent buyer know of the existing advanced prices, as they would be disappointed if the price of luxuries had not kept pace with the necessities of life. A dull week is always in order just before Christmas, and this week ran true to form.

NOTES.

The Leo Niessen Co. handled 3,000 paper frames this season, wire being coarse and very expensive.

Stevenson Bros., of Towson, had some very fine 36-inch Shawyer roses in this market during the week.

Lehr Bros. are shipping some excellent Premier roses, which are moving freely at 40 cents.

Visitor: F. E. Cremer, Hanover, Pa.

G., JR.

Lancaster County Florists' Association.

As is customary with this club, the December meeting is advanced to the second instead of the third Thursday of the month, and the meeting is quickly adjourned into a social evening. The meeting resulted in the following nominations for the officers to serve this club the next year, beginning January 1: M. J. Brinton, Christiana, Pa., president; B. F. Barr, vice-president; Albert M. Herr, secretary, and Harry K. Rohrer, treasurer.

The programme committee reported an illustrated lecture on Holland by P. W. DeHertogh for the January meeting. The social committee, H. K. Rohrer, L. Landis and A. F. Strickler, reported that they were ready with their plans and the meeting adjourned to partake, first of the refreshments prepared, and then to bowl, play cards, billiards and pool. Mesdames Elmer Weaver, B. F. Barr, A. F. Strickler and A. M. Herr won prizes in the card playing, and Messrs. B. F. Barr and Lewis Dyer won the high score bowling prizes. The billiard and pool experts were content with winning their respective games, without any prizes. Mr. Hoehl, of S. S. Skidelsky & Co., was duly initiated as a bowler, and after trying both sides of the alley, without getting any pins, he decided that the middle was the place to roll, and ran up a very creditable score.

The size of the party was somewhat of a disappointment, but there was no lack of enjoyment in the pleasures of the evening, and the stay-at-homes had the sympathy of the crowd.

ALBERT M. HERR.

The Late George T Schuneman.

George T. Schuneman, a violet and sweet pea specialist, died at his home in Rockville Center, N. Y., December 22, of pneumonia, age 62 years. He was a native of Germany and had been in this country for 35 years, 21 years of which he was a resident of the above city. He was for a time in business at Baldwin, N. Y., but retired a few years ago. He was a member of the New York Florists' Club and kindred organizations. A widow survives. A. F. F.

FRAMINGHAM, MASS.—J. A. Nelson has purchased 12 acres of land adjoining his range.

FLUSHING, N. Y.—Max D. Ulrich, of Astoria, is said to have purchased two acres of land here and will commence flower growing in the spring.

MONTICELLO, FLA.—H. F. Banks, formerly of Newtown, Pa., has located here, and intends to grow bulbs of various kinds for the wholesale trade.

WASHINGTON, PA.—The Washington Floral Co., Inc., has applied for a decree of dissolution, a hearing on which will be held December 29, at 10 a. m.

SMITHVILLE, N. Y.—A. J. Maier, of Douglastown, Long Island, has purchased the range of Wm. J. Enters, comprising 8,000 feet of glass and six acres of land.

NEWPORT, R. I.—The feature of the meeting of the Newport Horticultural Society, January 13, will be a lecture by Professor Jack, of Arnold Arboretum, on "New Plants."

FARMINGTON, UTAH.—The Miller Floral Co. has named four new roses grown at its range here as follows: Utah and Olivia, red, and Peace and Edith Cavell, white.

TEWKESBURY, MASS.—At a recent meeting of creditors of the Ames Plow Co., a 20 per cent dividend was authorized by the referee in bankruptcy and James A. Proctor, Jr., was elected trustee.

LOWELL, MASS.—J. J. McManmon has returned from a visit of several months in England and Ireland, during which time he inspected a number of the leading nurseries and growing establishments there.

THE AMERICAN FLORIST

ESTABLISHED 1885.

Subscription, United States and Mexico, $1.50 a year; Canada $2.00; Europe and Countries in Postal Union, $2.50.

When sending us change of address always send the old address at the same time.

Advertising rates on application.

From the first issue THE AMERICAN FLORIST has accepted only trade advertisements.

Advertisements must reach us Tuesday (earlier if possible) as we go to press Wednesday.

We do not assume any responsibility for the opinions of our correspondents.

THE AMERICAN FLORIST,
440 S. Dearborn St., CHICAGO

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I have finished another year, said God,
In grey, green, white and brown;
I've strewed the leaf upon the sod,
Sealed up the worm within the clod,
And let the last sun down.

THE date of Easter in 1920 is April 4, sixteen days earlier than last Easter.

THE railroad bill will require a long threshing out in conference, and for this reason, it is expected that April 1, 1920, will be a more accurate approximation of the date of the roads' return, than January 1.

HIGH PRICES for Christmas plants and flowers, and their substitutes, are reported from many points, and the public is paying with little grumbling. The growers and dealers are entitled to more money for their products on account of the constantly increasing cost of production, but great care should be exercised to make the charges always fair and reasonable.

ANOTHER HOLIDAY.

On account of the holiday next week, advertisers and correspondents would confer a favor by mailing copy one day earlier than usual.

Plant Quarantine Extends.

The state of Ohio, according to recent reports, has established quarantine against Christmas trees from Illinois, Michigan and the eastern states. It seems to be coming about gradually, and before very long, if matters keep up in the same way, there will be no interstate commerce in nursery stock.

Mistletoe Scarce.

St. Louis, Mo., December 18.—Now comes the high cost of kissing. Under the mistletoe it may be taboo this Christmas, for mistletoe is 60 cents a pound, with virtually none to be had. According to tradesmen this city has received only two barrels of mistletoe. This was sold to two retailers, who in turn sold out before night. The twigs were placed on the market at 25 cents a pound, but the price went to 40 when the demand made itself felt, and no more can be obtained. Holly sold at 15 to 25 cents a pound and wreaths at 25 cents.—New York World.

Lumber Policy Problems.

In an address before the American Lumber Congress at Chicago, Henry S. Graves of the forest service, told the members early action was urgent in solving the problems of a national lumber and forest policy. Among other things he suggested the consideration of special measures as required by different regions with conservative financing and public co-operation, the adjustment of international relations, permanent mills and steady employment, placing timber on the market only as needed and protecting the present resources. At the present time, he said, the mixed character of ownership tends to prevent an orderly development that builds up and sustains communities.

Chrysanthemum Society of America.

REPORTS OF EXAMINING COMMITTEES.

New York, December 13.—December Beauty, light pink Japanese incurved, scored 88 points commercial; exhibited by Elmer D. Smith & Co., Adrian, Mich.

Philadelphia, Pa., Dec. 12.—December Beauty, light pink Japanese incurved, scored 90 points commercial; exhibited by Elmer D. Smith & Co., Adrian, Mich.

Chicago, December 13.—December Beauty, light pink Japanese incurved, scored 92 points commercial; exhibited by Elmer D. Smith & Co., Adrian, Mich.

Cincinnati, O., December 16.—December Beauty ,light pink Japanese incurved, scored 95 points commercial; exhibited by Elmer D. Smith & Co., Adrian, Mich.

C. W. JOHNSON, Secy.

Coal.

President Guthrie, of the Hillman Coal & Coke Co., testifying before the senate committee inquiring into the administration coal strike settlement, said: "About 20 per cent of the miners are idle all the time, according to our experience with 23 mines. That is, we have to have 120 miners on the payroll in order to get 100 men on the job as a constant factor. Miners like to celebrate all American holidays, and a lot of the foreign ones. Then they have a 'Mitchell day,' April 1, in honor of the late John Mitchell. They have a 'rabbit day,' November 10, when everybody adjourns to shoot a rabbit." President Guthrie read a record of one miner, who in 187 days of the present year, earned $3,070, or an average of $15.50 per day. The miner paid $72 for rent of a company house during the period and his fuel bill was $5. Other records showed earnings during the first nine months of 1919, ranging from $1,400 to $2,100 for pick and machine miners.

The loss to the United States on account of the coal strike, estimated by Secretary McKinney, of the Southern Ohio Coal Exchange, was about $126,000,000. The loss to operators he places at $26,000,000; loss to miners in wages, curtailed service, $40,000,000.

Christmas, 1919.

At this anniversary of the rising of that star, so beautifully described in a line by Heber as:

"Star of the East, the horizon adorning," we may with satisfaction to our inner consciousness, pause and consider what the rising of that star has done for us.

Through the long dark night of centuries, the people lived in spiritual darkness. Tyrants and war-lords oppressed, ravaged and enslaved. Slowly, it may seem, the light has spread. But the fact that it is yet spreading should cause us to thank God, and take fresh courage. Within the past few years, there has been much national as well as personal mourning, but considering the leading actors in the world's great and melancholy drama, our griefs have been the lightest. Therefore, at this glad season, let us all highly resolve to stand with unswerving firmness for the institutions and form of government that have made us what we are, and while keeping in mind improvements and increase in our business, let us heed the calls for good government, good citizenship and good morals.

Mass. Agri. College Winter Course.

The winter course at the Massachusetts Agricultural College, Amherst, begins December 30 and continues for a period of 10 weeks. The course offered in floriculture is designed to furnish those who have not the time to devote to a longer course, with the theoretical and practical considerations essential to success in floricultural work. The course covers as thoroughly as time will permit, those aspects of the work which are of especial interest to the commercial florist. Some of the topics considered are greenhouse construction, greenhouse management, and methods used in growing important commercial crops. A portion of the course will also be devoted to a consideration of gardening and garden flowers. Special trips are taken to study floricultural establishments in the state. Courses in soils, plant diseases and insect pests accompany the work in floriculture.

Further information concerning the course may be obtained by writing for an announcement, either to the department of floriculture or the short course office, Massachusetts Agricultural College, Amherst, Mass.

Club Meetings Next Week.

[Secretaries of clubs and societies are requested to send change in time, date and place of meetings.]

Buffalo, N. Y., December 30, 8:30 p. m.—Buffalo Florists' Club at General Electric building. William Legg, secretary, 889 West Delavan avenue, Buffalo.

San Francisco, Calif., January 3, 8 p. m.—Pacific Coast Horticultural Society at Redmen's building, 240 Golden Gate avenue. John R. Walsh, secretary, 417 Montgomery street, San Francisco.

Tacoma, Wash., January 2, 8 p. m.—Tacoma Florists' Association at Maccabees' hall. J. L. Simpson, secretary, 516 East 50th street, Tacoma.

Terre Haute, Ind., January 1, 8 p. m.—Terre Haute Florists' Association, quarterly meeting. M. B. Stover, secretary, 118 South Sixth street, Terre Haute.

Wants, For Sale, Etc.

Small Type, 12 Cents Per Line, Each Insertion. Display, $1.50 Per Single Column Inch, Each Insertion. These prices are net, cash with order. For Plant Advs., See Ready Reference Section.

Where answers are to be mailed from this office enclose 10 cents extra to cover postage, etc.

Situation Wanted.—By an experienced, all around grower; single. Please state wages and particulars. Address,
Key 430, care American Florist.

Situation Wanted—As salesman in first-class flower shop; New York experience selling to the finest trade. Address
Key 438, care American Florist.

Help Wanted—Girl to work in loop flower store. Apply
M. E. Poletsos,
35 E. Adams St., Chicago.

Help Wanted—Florist for municipal greenhouses and lawns. Address **E. F. A. Reinisch,** Superintendent of Parks, Topeka, Kan.

Help Wanted—Grower for general greenhouse stock; $30.00 per week. Address
F. V. BROWN, Lapeer, Mich.

Help Wanted—Experienced florist, designer and decorator; one who has had experience in large city preferred; give details in first letter, stating salary expected, experience, age, etc.; also furnish name of former employer and give other references. **Tucson Seed & Floral Co., Tucson, Ariz.**

For Sale—Store and two flats opposite hospital in Chicago. Two greenhouses, winter supply of coal on premises. Good money-maker. Chance of life time. Address
Key 436, care American Florist.

For Sale—3½-in. flue expander, like new, price $5.00; 5000 fire-bricks, 100 ft. of 6-in. pipe, glass, smaller size, all at half price. Address
2138 N. Kedzie Ave., Phone Belmont 7766.

For Sale—A flourishing retail business established in 1900 and located in an Illinois town of 40,000. Net profits for the last year amounted to $13,000; will stand the closest investigation. Owner wants to go south. This is a unique opportunity for a man with $12,000 cash. Address
Key 444, care American Florist.

Wanted—Party with $4000 to $6000 to take interest in greenhouse and store in Chicago; high-class residence district; money secured by property; good chance. Address
Key 443, care American Florist.

Nurseryman Wanted — Nurseryman desirous to become independent can enter new but well established firm as partner or work on shares for a landscape architect of note in one of Chicago's finest suburbs. Should know how to raise shrubs, evergreens, perennials, etc. References exchanged. Address,
Key 445, care American Florist.

HELP WANTED
Good Storeman
For a leading establishment in the Chicago loop.
Key 440, care American Florist.

Help Wanted
Growers, Helpers, Etc.
For place in Chicago. Good wages. Apply at once.
Key 441, care American Florist.

Help Wanted

Florist for all around greenhouse work. Wages $30 per week. Apply

JOHN A. MICHAL
7045 Stony Island Ave., CHICAGO

HELP WANTED

Two experienced potters,
$4.50 per day. Apply

BASSETT & WASHBURN
178 N. Wabash Ave., CHICAGO

FOR SALE

A good wholesale and retail florist business with 20,000 square feet of glass, well stocked; 35 acres of land, 8-room house, good barns; all in good condition. In New England States. Price $35,000. Address
Key 431, care American Florist.

BOILERS = BOILERS

ALL SIZES.

Selected Boiler Tubes, all sizes, for greenhouse piping and **Retubing Boilers.** Thoroughly cleaned like **New** and trimmed. Complete stock of **New** and **Second Hand** Pipe, Valves, Fittings, etc.

LEVINE & CO.
3738 South Halsted Street, CHICAGO, ILL.
Phone Boulevard 9354.

FOR SALE

Three ranges of glass near Chicago. One planted with carnations and the other two with roses. Each range is separate and located in different localities. Do not answer this if you have not $50,000 for each or can place $20,000 down. These are bargains.
Key 416, care American Florist.

OFFICIAL S. A. F.

Shipping Labels

Actual size of leaf 2¾x5¼ inches

FOR CUT FLOWERS: in two colors, gummed paper; your card, etc., in black and leaf adopted by the S. A. F. in red. Prices: Per 500, $3.35; per 1000, $5.00. Samples on request. Electro of leaf, postpaid, $2.00. Cash with order.

AMERICAN FLORIST CO.
440 S. Dearborn St., CHICAGO

For Sale

$50,000 buys a modern carnation range near Chicago, including fine residence and several acres of land. Possession now or in the spring. $10,000 cash and balance on easy terms. Address

Key 446, care American Florist.

PLANT STOCK

OF ALL KINDS

Needed Promptly

TO FILL THE

VACANT BENCHES

CLEARED OF CHRYSANTHEMUMS AND HOLIDAY PLANTS

MAIL YOUR AD TODAY

AMERICAN FLORIST CO., 440 S. Dearborn St., Chicago

For Florists' Supplies, Baskets, Chiffons and Novelties

Write or wire your orders to us. Will ship same day order is received. Quality and service is our slogan.

Our new catalogue should be in your hands. If you have failed to receive it, send us a postal.

PITTSBURGH CUT FLOWER CO., 116-118 Seventh St., **Pittsburgh, Pa.**

San Francisco.

MARKET MAINTAINS FIRM TONE.

Trade has been keeping up steadily all week. The extremely cold spell, which we are now experiencing is shortening up the supply to some extent. Funeral work keeps the stores busy, while decorations of every description are calling for Christmas stock. The rose supply is well maintained. There is a heavy call for all varieties, both from the local market and outside trade. American Beauties are coming in more freely, but there is no really high grade stock offered. Russells are not equal to requirements. Ophelia, Columbia and Shawyer are in much favor, and are bringing high prices. There is a fine lot of red roses available, chiefly Hadley and Red Radiance. We noted quite a few Ulrich Brunners during the week. There are hardly any baby roses in the market at all. Irish Elegance is seen in nearly all the stores. The heavy frosts have curtailed the supply of chrysanthemums to a great extent. Growers who have grown their stock in locations which are free from frost are now receiving fine prices for their cut. The only varieties to be had are Bonnaffon, Appleton, Helen Frick and Jennie Nonin. The supply of Frick is very good, and the quality excellent. The violet supply has been shortened up considerably by the cold weather, and the arrivals are cleaned up early in the day. The supply of gardenias has increased considerably and there seems to be enough stock at present to go around. There is no change in the orchid situation. Stock remains scarce, and the daily arrivals do not last long. Cypripediums are being used more frequently now that the supply has increased. Some very good sweet peas are coming in, but not enough to supply the demand. They are bringing excellent prices. The first daffodils of the season arrived during the week. There was only a limited supply of them, but they sold on sight. Just now, there is a grand lot of pink azaleas being shown in all the leading stores. The cyclamen supply promises to be as large and varied as last season. It is expected that the popular demand will run to medium priced stock, at least this has been the case the last two years. Begonias, in variety, will be largely featured. The stock of pot grown ericas also promises to be large. Ferns and asparagus are in much demand, with not enough stock to supply all requirements.

NOTES.

The many friends of Andrew Lagomarsino will learn with the deepest regret of his death, which occurred December 5, at his home at Colma. He was one of the pioneer violet growers of this state, and for years has been one of the largest shippers of this flower. He is survived by a widow and five children. The funeral was largely attended by the trade, and there was a lavish display of floral offerings from his friends. The business will be conducted as heretofore, by his son, Joseph, who for some time has been managing the affairs of his father.

Everything indicates record holiday business with the E. W. McLellan Co., according to Henry Avensino, manager of the wholesale store. Both ranges of the firm are now in full crop. The San Lorenzo range is cutting heavily of American Beauties and Russells, while the main establishment at Burlingame is sending in large quantities of all the other standard roses. They report the call for violets for out of town shipping to be heavier than in previous years.

The California highway commission has recommended that something be done to regulate the activities of the flower peddlers on the highway leaing to this city. The authorities of San Mateo county are sponsoring the passage of an ordinance to this effect. It is not intended to stop them entirely, as the authorities do not desire to take the means of support from these itinerant merchants.

The MacRorie-McLaren Co., on Powell street, created quite a stir with their exhibit of daffodils last week. This firm made great preparations to handle its Christmas trade. Flowering plants from the greenhouses at San Mateo were shown in great profusion.

Podesta & Baldocchi were prepared to handle the heaviest trade in their history. They gathered together a grand lot of flowering plants of the finest grade obtainable. They also offered Cattleya Trianæ plants in full bloom.

The amount of business being transacted by J. A. Axell, on Bush street, has greatly exceeded his expectations. He is handling a fine lot of roses from his growers, but says the supply is not equal to the demand.

The Hillsborough Nurseries had a fine lot of Russell and Columbia roses, for which they received the highest market prices. Henry Maier, the manager, reports the plant trade as being in splendid shape.

H. Plath, proprietor of the Ferneries, says the demand for foliage plants is in excess of former years. He has a grand stock and at present is shipping to all large points in the state.

At B. M. Joseph's, on Grant avenue, many new features were seen this Christmas. Novelty work was much in evidence at this store.

JAMES T. LYNCH.

LINDLEY PAPER BOXES

Write us for prices or see list of sizes and prices in The American Florist issues of December 6th and 13th. Prices advance soon. Do not delay in placing orders.

LINDLEY FLOWER BOX CO., - Marion, Indiana

New York Notes.

If the slogan, "Say it With Flowers," is ever amended, one may hope that it will read, "Say it With Natural Flowers." Never in the writer's long experience, has so much artificial stock been seen in the retail stores—not in all of them, but in many. Even one Fifth avenue store is well stocked with it. In certain sections of the city, there is some excuse for it, but that does not include Fifth avenue. As a commentary on the artificial flower business, we give the following testimony given, December 18, in a court case, involving the custody of a child: "Mrs. Lisa's story was taken down by one of the Children's Society stenographers. She said that she had found it almost impossible to support herself and her two children on the $12 a week she received as a maker of artificial flowers, and decided to turn the younger child over to Miss Bly: Because she could not afford to miss a day at work, Mrs. Lisa said, she asked a neighbor to take the child to the writer."

We have received from Edward C. Vick, secretary of the American Dahlia Society, its bulletin for January, 1920. A foreword states that: "The printers' strike in New York made it impossible to issue the last number of the Bulletin." It contains a "pastoral" letter from the veteran president of the society, Richard Vincent, Jr., of White Marsh, Md., and short articles by himself, Geo. L. Stillman and James B. Morton. It is announced that Mrs. Charles H. Stout, Short Hills, N. J., who is one of the mainstays of the Short Hills Garden Club, will give illustrated lectures before several garden clubs this winter. Mrs. Stout originated the J. Harrison Dick dahlia and presented the entire stock to the American Dahlia Society.

David Clarke's Sons had a fine Christmas stock of plants, including azaleas, camellias, poinsettias, heather and begonias of different varieties. Of the latter, one that is not often seen in stores, is well flowered specimens of B. Haageana. They have many fine combinations in foliage plants.

For Christmas, Malandre Brothers feature flowering orchid plants, poinsettias and Araucaria excelsa, of which they have a fine stock. In combinations, many small azaleas and heathers were judiciously arranged with Pandanus Veitchii, dracænas and Cocos Weddellianas.

The next meeting of the florists' club will be held in its hall in the Engineering building, 33 West 39th street, on the

OUR hearty thanks are cordially and sincerely extended to the Trade for the business given us. During the coming year, we will do our best to earn your increased patronage by giving you

Superior Merchandise, Prompt and Courteous Service and Genuine Business Cooperation.

¶We believe 1920 will be a big year for all of us. We wish you unbounded success and prosperity.

THE OVE GNATT CO., Inc.

Preservers of Natural Foliage. **La Porte, Ind.**

Manufacturers and Importers of Baskets, Florists' Supplies and Decorators' Novelties.

night of January 12, 1920. The officers-elect will be installed, and other business will come before the meeting.

Frank Lorraine, formerly in the retail business on East 28th street, this city, was in the wholesale district the first of this week. He is now well established in the growing and retail lines at Westwood, N. J.

C. F. Curtiss, a plant grower of Plantsville, Conn., came in early in the week with a big auto truck load of exceptionally large and well flowered cyclamens for William Kessler, 113 West 28th street.

In addition to other good features, Joseph A. Millang had a fine stock for Christmas of the Briarcliff American Beauty roses.

Hentz & Nash, Inc., are receiving a fine stock of iris. A. F. F.

Nassau County Horticultural Society.

The annual meeting of the Nassau County orticultural Society was held in Pembroke hall, Glen Cove, N. Y., December 10. President Joseph Adler occupied the chair. James Barlow, James Allison, Simon Garden, Oscar Olson and John Henderson were elected to active membership, and five petitions for membership were received. President Adler appointed Henry Gaut, James McDonald and William Preston to judge the monthly exhibits and their awards were as follows: Pot of Paper White narcissi, James McCarthy, 1st; three heads of celery, James McCarthy, 1st; 25 brussels sprouts, Thos. Henderson, 1st.

Since the last meeting, F. S. Smithers, an honorary member, died, and the secretary was directed to write a letter of sympathy to Mrs. Smithers.

The treasurer read his annual report, which shows the society to be in a strong financial condition.

The president appointed John F. Johnston as chairman in charge of elections and Henry Gaut and Ernest Westlake as tellers. Thos. Twigg was elected president and Wm. Millstead vice-president. Edward Harris was re-elected secretary, and C. J. Brown, treasurer. Joseph Adler was elected trustee for three years, and Arthur S. Cook, corresponding secretary. Messrs. Westlake, Watson, Henderson, Young, Frampton and Carter were elected as executive committee. Jack Everett acted as marshal at the installation of officers.

P. W. Popp made a few remarks on "The Assistant Gardener," and offered a prize for the best decorated basket of flowers to be competed for by assistant gardeners at the June meeting. Maurice Fuld gave a very interesting talk on the work the Garden Club of America has planned to do in the coming year.

There was a record attendance at this meeting, and a motion was made and carried, that the secretary put in the minutes the attendance of each meeting. Exhibits for the January meeting will be 12 carnations, 25 freesias and three poinsettias.

ARTHUR S. COOK, Cor. Sec'y.

Michigan State Florists' Association.

Florists from every part of the state met at Grand Rapids, Mich., December 9, and organized the Michigan State Florists' Association, with 22 charter members. Much enthusiasm was manifested, and an effort will be made to enroll every florist in the state before the annual meeting to be held at Lansing early in March. The following officers were elected: Herbert Goetz, Saginaw, president; Henry Smith, Grand Rapids, vice-president; L. Plumb, Detroit, secretary; W. C. Wells, Ann Arbor, treasurer.

The Meyer Green Smilax Thread

is **$2.00** per lb. and the **SILKALINE** is **$2.25** per lb, net 30 days. We allow a discount in case lots of 500 lbs. and upwards. We also manufacture all kinds of twists and can put up the silk in any color you might desire, such as violet, pink, red, green, etc. We guarantee 16 oz. of actual thread to the lb. Be sure that you get the **Meyer** threads as this thread is for the florists who desire honest dealings and good goods.

Manufactured by the

JOHN C. MEYER FLORIST THREAD WORKS
LOWELL, MASS.

Mention the American Florist when writing

Artificial Holly

A perfect imitation of natural holly, with green foliage and red berries.
(Four sprays to bunch.)
Per dozen bunches.....$ 1.50
Per carton, 9 dozen bunches... 12.00

Geo. H. Angermueller Co.
1324 Pine St., ST. LOUIS, MO.

Mention the American Florist when writing

New Year's Prices

Our prices for the holidays show the advantage of buying direct of the grower. Compare the quality, length of stem and freshness with other stock you may purchase and then see the advantage of becoming a regular customer of ours. No orders from any but our regular customers are accepted by us as we divide all our flowers amongst our regular buyers, giving each their share of our cut.

CURRENT PRICE LIST

RUSSELLS, COLUMBIA AND HOOSIER BEAUTY

Fancy long, per 100	$30.00
Long, per 100	$20.00 to 25.00
Medium, per 100	12.00 to 15.00
Short, per 100	10.00

OPHELIA AND SUNBURST

Long, per 100	$15.00 to $20.00
Medium, per 100	10.00 to 12.00
Good short, per 100	8.00

WHITE KILLARNEY

Long, per 100	12.00
Medium, per 100	8.00 to 10.00
Short, per 100	5.00 to 6.00

ASSORTED ROSES—OUR SELECTION

Including some Russell and Columbia, lots of 300 or more, per 100, $8.00 to $10.00.

RED CARNATIONS	$15.00
CARNATIONS, Assorted, per 100	$10.00 to $12.00
NEW FANCY FERNS, per 1,000	3.50

Adiantum	per 100	$1.00 to $1.50
Galax, bronze, new	per 1000	1.50
Asp. Sprays	per 100	3.00 to 4.00
Sprengerii	per 100	2.00 to 3.00

All seasonable flowers not grown by us will be procured for our customers. A trial order solicited.

In buying direct of the grower you are assured of fresh stock at all times and the most even run of quality possible.

BASSETT & WASHBURN

LONG DISTANCE PHONE: CENTRAL 1457

Greenhouses: Hinsdale, Ill., and Greggs Station, Ill.

OFFICE AND STORE

178 N. Wabash Ave., CHICAGO, ILL.

NOTICE:—We close at 5 o'clock week days. Closed all day Sundays.

Chicago.

HEAVY CHRISTMAS DEMAND.

The demand for stock for Christmas this year is heavy and from all reports the total sales will show a great increase over those of other years. The market is pretty well cleaned up at this writing, Tuesday, December 23, with stock moving at the high advertised quotations. There was a heavy call for stock, December 20, for the Campanini funeral, which took a large number of flowers intended for the early Christmas orders. Orchids are selling at $4 to $5 each. American Beauty roses in the fancy grades are bringing $18 per dozen and extra choice Mrs. Chas. Russell, Columbia and Premier in some instances $10 to $12 per dozen. Carnations are being sold at prices ranging from $12 to $25 per 100, according to quality and variety, with very few obtainable. Sweet peas are cleaning up quickly at $4 to $5 per 100, and lily of the valley at $20 to $25 per 100. Violets are being disposed of at the advertised quotations and poinsettias at $3 to $6 per dozen. Stevia, mignonette, calendulas, daisies, sweet alyssum, chrysanthemums, pompons, snapdragons, Paper White narcissi, yellow narcissi and other miscellaneous seasonable flowers are being disposed of at the prices advertised and from present indications it appears as if the market will clean up completely in all items although some of the buyers are looking for a break in the fancier grades of roses which the dealers do not appear to be taking seriously. The call was particularly heavy for short and medium stemmed roses which are cleaning up quickly at high prices. Killarney Brilliant, White Killarney, Ophelia, Killarney, Richmond, Sunburst, Ward, Montrose, Champ Weiland, Hoosier Beauty, Maryland, Shawyer and the other varieties of roses are in heavy demand and cleaning up nicely. Red winterberries, holly and mistletoe are quickly disposed of and large quantities of boxwood are being sold. Greens are selling nicely and, taking everything into consideration, the Christmas sales to date are greater than expected and the returns the growers will realize will offset to some extent the high cost of production. The retail stores are featuring cut flowers, plants and made-up wreaths everywhere and are anticipating the heaviest Christmas demand in years if the weather is at all favorable.

RUSH PERISHABLE

Keep from Heat and Frost

H. A. COOK, Florist

Oberlin Flower Store

63 S. Main St. Phone 359

OBERLIN, OHIO

To _____

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No. 110 R. B. GUMMED LABEL.

500.....$1.50 1000.....$2.75 3000.....$7.25

Choice of Red, Blue or Green Ink.

The John Henry Co., Lansing, Mich.

Mention the American Florist when writing

CHICAGO'S FIRST-QUALITY HOUSE

The Chicago Flower Growers Association

WHOLESALE GROWERS of CUT FLOWERS and PLANTS

182 North Wabash Avenue L. D. Phone, Randolph 631 CHICAGO

Positively the Greatest and Finest Assortment of Cut Flowers in the Chicago Market--Bar None.

Happy New Year

It is with pleasure that we take this opportunity in thanking our many customers for their valued patronage in the past, and will endeavor at all times to maintain the high standard of service that has placed this house in the front rank of the wholesale cut flower dealers. We are busy as bees at this writing, but gladly take a few minutes' time to wish each and every one of our Customers, Growers, Friends and Everyone Else in the Trade a Happy and Prosperous New Year.

PETER REINBERG

Wholesale Florist

30 East Randolph St., LONG DISTANCE PHONES CENTRAL 601 and 2846 **CHICAGO**

GOOD SUPPLY

ROSES--CARNATIONS

Everything Else Listed

Buy Direct from the Grower. CURRENT PRICE LIST Subject to Change Without Notice.

	Per 100
MRS. CHAS. RUSSELL	
Extra Special	$40.00 to $60.00
Specials	30.00 to 35.00
Select	25.00
Medium	15.00 to 20.00
Short	12.00 to 15.00
COLUMBIA	
Specials	30.00 to 35.00
Select	25.00
Medium	15.00 to 20.00
Short	12.00
MILADY	
Specials	25.00 to 35.00
Select	20.00
Medium	15.00 to 18.00
Short	10.00 to 12.00
Champ Weiland, Killarney, Killarney Brilliant, White Killarney, My Maryland	Per 100
Specials	$25.00
Select	$15.00 to 20.00
Medium	10.00 to 12.00
Short	8.00

	Per 100
SUNBURST, OPHELIA	
Special	$25.00 to $30.00
Select	20.00
Medium	15.00 to 18.00
Short	10.00 to 12.00
PREMIER	
Specials	$30.00 to $35.00
Select	25.00
Medium	15.00 to 20.00
Short	12.00
ROSES, OUR SELECTION	10.00
Carnations	12.00 to 15.00
Sweet Peas	3.00
Adiantum	2.00
Asparagus, per bunch	50 to 75c
Boxwood	per bunch, 35c
Ferns	per 1,000, $4.00
Galax, bronze and green, per 1,000, $2.00	
Leucothoe Sprays	1.00
Smilax	per doz. strings, $3.00

EXTRA SPECIAL STOCK BILLED ACCORDINGLY

EXCELLENT CROP OF

Roses and Carnations

For New Year

NEW YEAR'S PRICE LIST—Subject to Change Without Notice.

RUSSELL and PREMIER.	Per 100
Select	$35.00
Fancy	25.00
Medium	20.00
Short	15.00

COLUMBIA and RICHMOND.	Per 100
Select	$30.00
Fancy	20.00
Medium	15.00
Short	12.00

SUNBURST and OPHELIA, KILLARNEY BRILLIANT	Per 100
Select	$20.00
Fancy	15.00
Medium	12.00
Short	10.00

WHITE and PINK KILLARNEY.	Per 100
Select	$15.00
Fancy	12.00
Medium	10.00
Short	8.00
ROSES, OUR SELECTION	$8.00

CARNATIONS.	Per 100
Long Fancy Mrs. C. W. Ward.	$12.00
Long Fancy Red	12.00
White and Light Pink	10.00
Assorted all colors shorter stem	8.00

MISCELLANEOUS.	
Calla Lilies, per doz	$2.50
Ferns, per 1,000	4.00
Smilax, per doz	3.00
Galax, per 1,000	2.00
Sprengeri, bunch	.50

Other Greens at Market Prices.

WIETOR BROS.

30 East Randolph St., L. D. Phone Randolph 2081 CHICAGO

Mention the American Florist when writing

CAMPANINI FUNERAL FLOWERS.

The Campanini funeral caused a heavy demand for stock the past week, which helped considerably to clean up the market almost completely, December 20, when most of the work was made up and delivered the following day to the Auditorium theatre, where special services were held. Thousands who packed the theatre scarcely breathed as the velvet curtains of the stage were slowly raised, revealing the casket containing the body of the maestro lying in state beneath a blanket of violets, orchids and lily of the valley. The setting was that of an old Roman basilica. At either end of the casket, a waxen flambeau burned. There were flowers everywhere, tributes from friends and admirers of the director-general of the Chicago Grand Opera Association. On three sides of the casket, they were banked, filling most of the spare space on the stage. The orchestra pit was filled with them. Large designs and bouquets filled the maestro's private box, and overflowed into four adjacent boxes. There were from $8,000 to $10,000 in flowers there, including the decorations and casket cover representing $3,000 by Victor Bergman, who had charge of the arrangement. The casket covers (through some error there were two) were by Ernst Wienhoeber and Victor Bergman, one of violets and carnations by the first mentioned firm, and the other by Mr. Bergman, of orchids, violets and lily of the valley. Mangel had several pieces, including a $600 wreath of Killarney Brilliant roses. George Wienhoeber's order represented a considerable amount and included several fancy baskets of white chrysanthemums and red roses. A. Lange, Friedman, Fleischman, Samuelson, Schiller, Alpha Floral Co., Harry C. Rowe, George Perdikas and several others also had some orders for the occasion. The funeral services were held at the Holy Name cathedral, December 22, Reverend John A. Cavanaugh officiating. The body was placed in the vault in Calvary cemetery and later will be taken to Italy.

O & L A A Tonner Wholesale Florists Dealers in Supplies Chicago Ill.

30 East Randolph St. L. D. Phone: Central 6284

Mention the American Florist when writing

NOTES.

Joseph Kohout, president of the Commercial Flower Growers of Chicago, is a firm believer in publicity and greatly favors some good plan of advertising. He sums up the situation like this: "One great advantage of advertising properly directed is that it reduces the selling cost of the retail dealer in creating an increased demand without a proportionate increase in overhead or a selling expense. The grower, because of the increased demand of the retailer under the law of supply and demand, creates a higher wholesale price in which the grower is directly benefited. To illustrate this statement, suppose the grower's average on roses is $9.01 per 100 blooms or $1.37 per plant for the year. If the grower would appropriate 10 cents per plant in advertising to stimulate further the demand and the

Percy Jones INC.

Wholesale Florists

30 E. Randolph St., CHICAGO, ILL

Mention the American Florist when writing

Your

Protection

Always Ready—

CHICAGO, at any moment, is ALWAYS READY to assist the RETAIL FLORIST to do MORE BUSINESS.

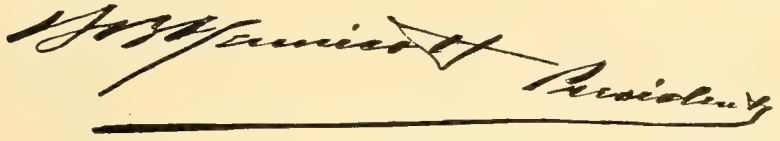
THE CHICAGO MARKET feeds the country in ALL DIRECTIONS—**ALWAYS READY** to fill up the deficiencies of the RETAILERS' OWN GREENHOUSES or even keep up the RESERVE SUPPLY of competitive wholesale growers and wholesale dealers.

ALL THE ROSES, in their distinctive popularity, are grown here under the most favorable conditions, every stage of their developmen requiring the most efficient cultural methods from growers who have achieved their success by GETTING RESULTS.

THE VAST AREA OF GLASS around CHICAGO, with our own direct connections, opens to YOU the greatest opportunities of GOOD SERVICE from us.

We Do

As We Say



KENNICOTT BROS. CO., Chicago,
Wholesale Dealers in
CUT FLOWERS Since 1881

For the New Year's Demand We Will Have a Fine Supply

Roses, Carnations

Violets, Daisies, Sweet Peas, Stevia, Calendulas, Paper White Narcissus, Yellow Narcissus, Snapdragons, All Other Flowers in Season and Greens.

We wish everyone a Happy New Year and sincerely hope that the year 1920 will be the most prosperous one the Trade has ever enjoyed.

A. L. VAUGHAN & Co.

NOT INC.

PHONES:
CENTRAL 2571 - AUTOMATIC 48-734 - CENTRAL 2572
161 North Wabash Ave. Chicago

A Happy and Prosperous New Year to Everyone in the Trade.

JOSEPH FOERSTER CO.

WHOLESALE FLORISTS

160 N. Wabash Avenue, CHICAGO, ILL.

Mention the American Florist when writing

prices realized thereby would average 12 cents per bloom wholesale or $1.80 per plant, the grower would make 33 cents extra per plant per season without an increase in production. On 10,000 rose plants the sum of $3,300 is not to be sneezed at." Mr. Kohout has the right idea and it is the general opinion of all the growers that everyone should join in the publicity movement. One grower who keeps pretty close tab on the cost of production says that it takes nearly $1.60 to grow one rose plant per season under the existing conditions and that if each plant averaged around $2 per season the profit on same would not be any too large considering the great risk he is taking compared to many of the other lines of business.

Greenhouse users of coal in quantity have been advised of an advance in its cost above contract, one concern claiming an increase of 26 cents per ton in the cost of production, because of the payment of a 14 per cent advance to their laborers, and they are passing this on to the consumer, notwithstanding the firm's contracts to the buyers. They pass on the further information, that if the arbitration commission to be appointed by the government, grants a further increase to the miners in excess of the 14 per cent, such increase will also be passed on to the consumer.

Allie Zech, of Zech & Mann, was answering a long distance telephone call at the time General John J. Pershing passed the store in the parade, December 20, so he missed getting a glimpse of the famous leader. Jack Byers of this firm, who went through almost every fight of any importance on the French front, was one of the spectators and was probably the "fellow" the big chief waved his hand at as he went by.

N. J. Wietor is more than pleased with the Christmas demand so far at Wietor Bros.' store, which exceeds that of all other years. This firm is cutting a fine line of stock, including some of the best grown Premier seen in this vicinity. Mr. Wietor's son, Harry, who is attending college at Milwaukee, Wis., is giving his father a lift at the store during the holidays.

A hearing has been called in the bankruptcy proceedings of Aaron S. Pyfer and Peter M. Olsem, February 2, at 10 a. m., in the United States court rooms in the Federal building, at which time all creditors and other persons interested may appear and show cause, if any, why the petition of the defendants for discharge should not be granted.

The special mid-winter flower show at the Garfield park conservatory is open, and will continue until January 4. The conservatory is open to visitors daily from 8 a. m. to 10 p. m. The exhibit is composed of flowering plants, principally poinsettias, while some bulbous stock is also on display.

Charles Drissler, of the Wietor Bros.' force, is the proud father of a baby boy who arrived at his home, December 18. As this is the first boy in the family, naturally the proud father is strutting around the place as proud as a peacock over his early Christmas present.

Poehlmann Bros. had a heavy call for stock for the Campanini funeral this week, which included an order for 100 cattleyas for $400. This firm's Christmas business is exceedingly heavy, and the entire force is being kept on the jump in filling all the orders.

The Chicago Flower Growers' Association filled an order this week for 100 orchids for $400 for the Campanini funeral. The Christmas demand at this establishment is exceptionally heavy, with the sales running ahead of last year.

The Fleischman Floral Co.'s Christmas advertisement in the leading daily this week was of particular interest to the trade this year, owing to the absence of prices. It shows good judgment under the existing market conditions.

Mangel reports the early Christmas demand brisk, with a heavy call for plants. Funeral work, on top of the holiday business, is keeping the increased force working overtime.

A. T. Pyfer & Co. never had such a splendid Christmas business as this year and cleaned up completely in cut flowers. Bill Timme gave the regular force a lift during the rush.

The shipment of California heather to this city has been a great disappointment to the buyers. Some of the stock arrived in such poor condition that it was immediately dumped.

William Wolf, proprietor of the Wabash Flower Market, East Monroe street, who was on the sick list for over a week, recovered in time to attend to his Christmas business.

The E. C. Amling Co. is having a heavy call for stock of all kinds, which means that John Michelsen and his force are working like beavers to handle all the orders.

A. L. Vaughan & Co. report a heavy Christmas trade, with a strong call for roses. Mr. Vaughan is planning on making a business trip to California early in January.

Bassett & Washburn had a fine cut of roses for Christmas, but are cleaning up everything they have to offer at this writing, with a heavy call from out-of-town points.

Kennicott Bros. Co.'s sales for Christmas this year, up to the time of this writing, were the largest in the history of the firm's 38 years in business.

James Henderson, son of Alex. Henderson, attending the Massachusetts School of Technology, at Boston, is home for the Christmas holidays.

The J. A. Budlong Co. had a splendid supply of stock to offer for Christmas, especially roses and carnations, which cleaned up early at this store.

George Wienhoeber reports a heavy call for funeral flowers this week in addition to what promises to be the heaviest Christmas on record.

Herman Schiller, who has been seriously ill with pneumonia, is better at this writing, and his friends are hoping for his early recovery.

Peter Reinberg reports a heavy out-of-town call for stock, especially roses, and everything points to a cleanup at this writing.

P. L. McKee, of the American Greenhouse Manufacturing Co., returned this week from a business trip to New York.

The Joseph Foerster Co. is busy as can be this week, and everything points to the "best ever" Christmas business.

Vaughan's Seed Store reports colored lily bulbs from Japan, and lily of the valley pips arrived in good condition.

Erne & Co. are having their share of the Christmas business, and report a heavy out-of-town call for stock.

The Alpha Floral Co. had one of the finest showings of plants in the city for Christmas.

The American Bulb Co. received a large importation of Japanese baskets this week.

Visitors: Al. Barber, of the Park Flower Shop, Cleveland, O.; Edw. Amerpohl, Janesville, Wis.; W. G. Matthews, Dayton, O.; L. S. Elder, of Hartje & Elder, Indianapolis, Ind.; H. M. Burt, Jackson, Mich.

BEST QUALITY TO BE HAD IN

Roses and Carnations

Columbia, Russell, Premier, Milady, Ophelia, Ward,
Weiland, Brilliant, Double White and Pink Killarney,
Sunburst, Hearst, Nesbit, Brunner and Richmond
NONE BETTER ON THE CHICAGO MARKET

All colors==CARNATIONS==Good quality

We are now in heavy crop with Carnations; hence we can take good care of you on this item as well as Roses.

Choice stock of Valley, Sweet Peas, Yellow Narcissus, White Narcissus, Calendulas, Violets, Stevia, Daisies, Mignonette, Pansies and all other Seasonable Stock.

Don't Forget Us on GREENS, as We Have Mexican Ivy, Sprengeri, Ferns, Adiantum, Etc.

If you want good stock and good treatment, buy of
Chicago's most up-to-date and best located Wholesale Cut Flower House.

We will be open Sunday, December 28th.

You can increase your profits and business by sending all orders direct to

J. A. Budlong Co.

Quality Speaks Louder Than Prices.

Wholesale Cut Flowers and Greens

184-186 North Wabash Ave., Corner Lake St., CHICAGO

Roses, Valley and Carnations Our Specialty

Prices As Low As Others.

SHIPPING ORDERS GIVEN CAREFUL ATTENTION.

We are in daily touch with market conditions, and when a decline takes place you can rely upon orders sent us receiving such benefits.

WE ARE CLOSED ALL DAY SUNDAY.

Cincinnati.

RECORD CHRISTMAS BUSINESS INDICATED.

At the time these notes were written, the Christmas rush was just starting, but if the business up to this time is any criterion, the florists of this country will experience the greatest business, not only in volume, but in the record prices that prevailed. The unprecedented demand for out-of-town deliveries is keeping the mail and Florist's Telegraph Delivery service constantly on the go. In plants, cyclamens were about equal to the local demand, but many out-of-town buyers were disappointed in not placing their orders soon enough. The same held good with begonias of the Peterson types. Solanums were of good quality and were in brisk demand. Poinsettias, both cut and pot, were sold out early, the low pans for table use selling on sight. In the medium and large size plants, sales were equally brisk. The loss of azaleas as a Christmas seller is a sad blow. Lack of this unexcelled blooming plant has caused the public to appreciate them, and most any price asked, would easily be forthcoming were they obtainable. In cut flowers, American Beauties shipped from outside points arrived in good condition and brought remarkably good returns. Premier, Columbia and Russell all sold well; the shorter grades to meet the demand of people of moderate means, and also used for corsage work, were in supply unequal to the demand. In fact, the above holds good for Ophelia, Ward, Brilliant, Double White and Pink Killarney and Sunburst. In strictly corsage roses, Baby Doll, Nesbit and Brunner were largely sought, and in arrangements with violets and sweet peas, were universally used. Sweet peas at unheard-of prices sold out clean, the best being quoted at $3 per bunch of 25, at retail. Yellow and white narcissi held their own, being a great filler in assorted boxes where the purse strings are tight. The same holds good for stevia. Calendulas are great favorites with flower buyers of this city and sold at $2 per dozen, retail, and unequal to the demand. The violet problem was the worst in the history of the business. Even California broke all records and had heavy frosts 10 days before Christmas, which sent the hopes of some who looked to that market skyward, but at the last some very nice shipments arrived. Orchids and lily of the valley, the favorites of critical buyers, were the cause of many apologies and many trying moments for the salesforces. Both were of inferior quality, the one at $5 each, the other at $5 per dozen. Suffice to say, everybody was prepared for the unusual conditions, and present appearances foretell when the last telephone kick has been appeased on Christmas afternoon, the verdict will be "best ever." K.

AKRON, O.—Joseph Cannon, formerly of Buffalo, N. Y., is now with the Heepe Co.

CLEVELAND, O.—The J. M. Gasser Co. will open a retail store in the downtown section of Euclid avenue in the near future.

HANNIBAL, MO.—A. J. Kroner, proprietor of the Kroner Floral Co., at Quincy, Ill., has bought the League Greenhouses here.

DENVER, COLO. — Fire caused by an overheated chimney, resulted in a loss of $300 at the grenhouse of A. S. Kornecny, 3120 West 20th avenue, December 9.

Start The New Year Right

WITH

Pyfer's Flowers

Fancy Russell, Columbia, Premier and All The Other Leading Roses, Carnations, Sweet Peas and Everything Else Seasonable in This Market.

We are strong on **Greens** particularly **BOXWOOD.**

A. T. PYFER & COMPANY

164 North Wabash Avenue, **L. D. Phone, Central 3373.** **CHICAGO, ILL.**

Detroit, Mich.

CLUB MEETING OF INTEREST.

The club meeting, December 16, was only fairly well attended, though an interesting programme well paid those who braved the cold and were present. Prof. C. P. Halligan, chief of horticulture, at the Michigan Agricultural College, Lansing, was the speaker of the evening, addressing the members on "Plant Feeding and Elements of Plant Growth." The address was very interesting and highly instructive, and after its delivery, the speaker invited and received many inquiries, further explanatory of the subject treated. By a resolution, unanimously adopted, the address will be printed in the trade papers, and thus extend the benefit of it to florists generally. Mr. Halligan gave some data respecting the institution he represented horticulturally, that surprised his hearers as to the extent and value of the work the college is devoted to, and he urged the florists to refer their growing problems to the departments of the institution that are at all times prepared and most willing to give the assistance asked.

Elmer D. Smith, Adrian, Mich., was an interested visitor, and he had on display two varieties of his late blooming chrysanthemums, Sunbeam and December Beauty. The former is a clear yellow of Bonnaffon shade, and quite as large as that popular variety is ever seen. Philip Breitmeyer was so well pleased with it that he placed an advance order for 500 blooms for Thanksgiving day, next year. December Beauty is a large white flower, showing a shade of pink that adds materially to its attractiveness. Of both these varieties, Mr. Smith will cut several hundred blooms for Christmas, which establishes their great value commercially. He also showed some blooms of a very small type of anemones, these to meet the requirements of some growers and dealers who see a distinct demand for this type. Mr. Smith gave a short, but interesting, talk on the growing popularity of chrysanthemums as their season is being extended throughout December by the development of these late novelties. The William F. Kasting Co., Buffalo, N. Y., also had on exhibition specimen blooms of their Hamburg Late Pink chrysanthemums that easily bore out the reputation of this variety, now so popular.

A committee consisting of E. A. Fetters, Harry Taylor and William Dilger, was appointed to draw up resolutions upon the death of Sidney Beard, one of our most popular members. The resolutions of deep regret were unanimously adopted, and copies of the same ordered sent to the widow and mother of the deceased.

Charles Plumb was the victim this week of three accidents, involving much loss and anxiety. His large delivery auto, while on a journey to Ann Arbor, fell over in a ditch by the roadside, as a result of the driver's attempt to avoid a collision with a machine recklessly driven towards him. The day following, his commercial auto was burned up by the ignitioin of the gasoline by an overheated exhaust pipe. December 15, the elbow on the blow-off pipe of one of his boilers sprung a leak, which required quick work to repair before threatened injury to his stock. This was only possible by the use of an auxiliary boiler.

M. Bloy, who, with Robert Plumb, attended from here the organization meeting of the Michigan State Florists' Association, at Grand Rapids, December 12, gave a report of that meeting, outlining the purposes of the association, which will include an annual exhibition. The next meeting of the new society will be held at Lansing, March 16 next.

Edmund Beard, uncle of the late Sidney Beard, has taken charge of the business of Beard Bros. Repairs have been made to the chimney and office, destroyed by the wind storm of November 29. J. F. S.

Rochester, N. Y.

SEASONABLE WEATHER BRINGS GOOD TRADE.

Clear, cold weather has put considerable snap into the business during the past two weeks, with a brisk demand for all kinds of flowers, decorations and holiday novelties. There is a scarcity of cut stock, however, as the result of low temperatures caused by coal restrictions at the time of zero weather. Some of the shipments which have been consigned to this market from a distance have been badly frozen. There will be a large supply of poinsettias and flowering plants for the holiday period. Holly is good in quality but the receipts are limited.

NOTES.

George B. Hart's force has been unusually busy getting out the large number of holiday orders.

Local growers are still cutting good Maud Dean chrysanthemums.

Miss Dean, of Peterborough, Ont., has joined the H. E. Wilson force.

J. B. Keller Sons are busy with many decorations. CHESTER.

Nashville, Tenn.

CHRISTMAS TRADE OPENS STRONG.

On December 20, the holiday business opened in earnest with a promise of most voluminous sales notwithstanding the necessarily high prices. Orders are pouring in, with the greater part of the call for prepared wreaths and cemetery decorations, of which there is a splendid assortment. Immortelle wreaths are high priced and scarce, but there are some chenille arrangements at more reasonable figures, although in no great quantity. Wreaths made of green, with pine cones, frosted and plain, are in good demand when arranged with sprayed dried flowers. The street supply of holly and native greens is unprecedented, and the stock is beautiful. There has also been a gorgeous array of large and small Christmas trees of cedar. This material is also made up into wreaths, as is the native spruce pine. Carnations are becoming scarce and are quite high in price. The little stevia finds a ready place in many a box of cut flowers, and Paper Whites are available in small quantities. A brisk trade in plants is anticipated. Poinsettias, primulas, the old standby, cyclamens in good quantity, solanums and ferns make up the offerings.

NOTES.

Geny Bros. will have a limited cut of carnations, but will show some of the finest Christmas roses ever offered in this market. Their plant supply is also unusually good and in large variety. Attractive baskets and birch boxes are a splendid feature at their establishment. An explosion of ammonia in their refrigerating system recently caused a loss of several hundred dollars.

The Joy Floral Co. will have quite a showing of carnations with roses also quite plentiful and of excellent quality. They have a generous supply of prepared wreaths, which have been featured in window displays. A wonderful assortment of poinsettia plants is moved as fast as they come from the greenhouses, finding quick buyers.

The McIntyre Floral Co. has been somewhat handicapped by damage to their establishment by an adjoining fertilizer plant, but nevertheless will have a good supply of roses and carnations. They also have an excellent offering of plants, including poinsettias, solanums, primulas, cyclamens and white and yellow narcissi.

Charles Tritschler is bringing in his usual offering of fine plants, of which he makes a specialty.

M. C. D.

YOU CAN ALWAYS RELY UPON US FOR YOUR SUPPLY OF

CUT FLOWERS

Remember when ordering that our line is so complete that it includes every item offered in the Great Chicago Market.

ZECH & MANN

30 E. Randolph St.

CHICAGO

Long Distance Phones { Central 3283 / Central 3284

Our Offerings Include:

ROSES.

COLUMBIA

RUSSELL

White Killarney

Pink Killarney

Milady Sunburst

Killarney Brilliant

Ward Ophelia

Premier

MINIATURE ROSES

Cecile Brunner

CARNATIONS

MISCELLANEOUS

Valley Cattleyas

Stevia

Paper Whites Violets

GREENS.

Plumosus Sprengeri

Galax, bronze. Galax, green

Ferns

Adiantum Smilax

Boxwood

Cleveland.

CHRISTMAS SHORTAGE ANTICIPATED.

As usual the week before Christmas found the market rather short of cut stock, due to the general scarcity, and growers holding back for the holiday demand. The wholesale houses, however, have been busy with sales of boxwood, laurel, ground pine roping and other items in strong demand. Cold weather has ruined several shipments of plants, and cut flowers also showed the effect of the drop in temperature. Prices have made strong advances over those of former years, but everything cleans up daily. Cut stock, from present indications, will fall short of Christmas requirements. Narcissi and stevia are quite plentiful. Carnations are at a premium. Sweet peas are a short item, due to cloudy weather.

NOTES.

A recent visit to John Kirchner's store and greenhouses showed his establishment to be in excellent shape. The store force, numbering 15 to 20 persons, were busy making wreaths. At the greenhouses there was a wonderful array of plants, among the best being about 3,000 cyclamens in 8-inch pans, which readily bring $5 wholesale.

The Sunday papers contained Christmas advertising from almost every retailer in town, many of the spaces being quite large, and the slogan, "Say It with Flowers," was freely used.

C. F. B.

Montreal Gardeners' and Florists' Club.

The third annual dinner of the Montreal Gardeners' and Florists' Club, held at Lachine, December 11, was a great success, about 100 being present on this highly enjoyable occasion. C. A. Smith acted as toastmaster. There were numerous speakers, responses being made for king, country, craft, sister societies, private gardeners, seedsmen and the ladies. A topic of much interest to the retail trade was ably handled by Frank McKenna, who said it was very discouraging to create a good trade, advertise and educate the buying public to "Say It With Flowers," and then discover that the flowers to carry out the idea were not to be had, and the few that were available priced so exorbitantly that customers would be frightened away. He urged every member of the club who could do so, especially the private gardeners, to grow stock to help meet the demand, the increase being largely attributed to the work of the Florists' Telegraph Delivery Association and the publicity campaign of the Society of American Florists. Wm. C. Hall, who had charge of the decorations for the occasion, responded to the toast, "The Ladies," saying that the best toast to the ladies was to "Say It With Flowers," after which he distributed wonderfully fine roses by the handful. Miss McQueston rendered the song "Say It With Flowers," which has scored signal success throughout the country as mentioned in previous issues of THE AMERICAN FLORIST. She scored a hit and her number on the programme added to the evening's enjoyment.

At the business meeting of the club, R. Burrows, of St. Anne de Bellevue, was elected president for the ensuing year.

J. L.

Columbus, O.

SUPPLY IS LIMITED.

The market during the past week has been active in every way. As the Christmas holidays approached there was an increasing demand for flowers of all kinds and florists began to feel the shortage in supplies which became more marked as the holiday season approached. Stocks of all flowers are of high quality and readily sell at good figures; in fact, the holiday advance is already upon us, and the people are paying the increased prices without complaint. Roses are still the headliner in the local trade. They sell from $3 to $8 per dozen, which will be increased to from $8 to $15. The offerings are mostly Columbia, Premier, Ophelia and Hoosier Beauty. Violets are coming into the market, and the quality is exceedingly good. There is also a fair supply of narcissi. Carnations are quite scarce, and none of the local dealers have been able to get sufficient supplies to take care of the trade. They sell in the neighborhood of $2.50 per dozen. Sweet peas are quite scarce, and only a few are on the market. They find ready sale, as the demand is extra strong. It is believed that the dark weather is holding back all of the flowers. Plants are plentiful, and a lot of the usual business in flowers will be shifted to plants during the present holiday season. There is a good supply of begonias and cyclamen, while primroses will be quite scarce.

J. W. L.

Iowa State Horticultural Society.

At the convention of the Iowa State Horticultural Society, held at Des Moines, December 9, it was decided to hold the 1920 exhibition of the society at Council Bluffs, the show at Des Moines this year proving a losing venture.

Wesley Green, of Des Moines, after 21 years continuous service as secretary, retired and was made president emeritus in recognition of his work in the society's interest. He was succeeded by R. S. Herrick of Ames. S. A. Beach, of Ames, was re-elected president; F. O. Harrington, of Williamsburg, was chosen vice-president and C. M. Kinney, of Mitchellville, was elected treasurer.

CHARLESTON, S. C.—The Art Floral Co., recently incorporated, has begun business at 219 King street under the management of Miss Emma T. Britton and Robert S. Kelly.

ERNE & COMPANY

—WHOLESALE FLORISTS—

30 E. Randolph Street, L. D. Phone, Randolph 6578. **CHICAGO, ILL.**

E. F. WINTERSON CO. 166 N. Wabash Ave. Chicago

L. D. Phone, Central 6004
Established 1892

hipments of the finest stock in Roses, Carnations, Violets and Chrysanthemums. Headquarters Wild Smilax, Fancy Ferns, Adiantum and all Green Goods. Don't forget, our Supply Department is omplete—Ribbons, Chiffons, Boxes, Crepe Paper and Wire Designs.

Washington D. C.

NORMAL BUSINESS DESPITE ZERO WEATHER.

In spite of the thermometer holding close to the zero mark, and flowers freezing as a result, business holds up to standard. Prices are high, with American Beauty leading at $9 to $16 per dozen. Mock, Richmond, Columbia, Premier, Russell, the Killarneys, Hoosier Beauty, Hadley and Ophelia range from 25 to 75 cents each. Carnations vary from eight to 12 cents. Calendulas are offered at $4 and $5 per 100 and poinsettias are bringing $35 to $75. Other offerings include callas at $3 to $4 per dozen, sweet peas, $5 to $6 per 100 and stevia, which is extra fine, at $4 per 100. There are quantities of flowering plants, but not enough, however, to supply the demand. Cyclamens are selling at from $2 to $4, wholesale; poinsettia pans, $2 to $6 each; begonias, $1.50 to $6; primroses, 50 cents to $1 and extra fine araucarias, $4 and $5. Prospects are bright for a good Christmas trade. Locally, the crops of carnations and roses are fair, but there will not be enough flowers to satisfy all requirements.

NOTES.

The feature of the week was the singing of the already popular song, "Say it With Flowers" at Keith's theater by Vernon Stiles. The act was made more effective by the throwing of flowers to the audience during the rendition of the number. Thousands of blooms were distributed to the audiences in this way. On December 19, at an entertainment of the local Rotary Club, Mr. Stiles sang the selection to about 500 persons present. On this occasion, he presented red roses to every lady in attendance during his part of the programme. This is effective advertising and should be encouraged in every city where the song is presented. Florists should in every possible way lend assistance in the donation of flowers. The artists will do the rest.

Gude Bros. Co. has been exceptionally busy the past week with orders for some elaborate dinner decorations as well as for a number of weddings and debutante parties. The firm is installing a water-grate-culm-burning apparatus at its northeast range at a cost of nearly $3,000. Wm. F. Gude, who has been serving on the grand jury, was agreeably surprised at the adjournment for Christmas, when he was presented by other members of that body with a magnificent token in the shape of a gold penknife, which he holds in high appreciation.

With the removal of the coal restrictions, the trade in this vicinity is relieved and happy.

Visitors: J. W. Grandy and Elliott W. Morris, Norfolk, Va.; Robert Pyle, West Grove, Pa.; Paul Berkowitz, Philadelphia, Pa.; J. W. Snyder and G. H. Gangerbaum, Cumberland, Md., and G. B. Gouldman, Fredericksburg, Va.

Ferns--Galax--Leucothoe

DIRECT FROM THE WOODS TO THE DEALER

New Crop Ready for Immediate Shipment.

	1,000	Per case of 10,000
Green Galax, 3 to 3½-in.	$1.25	$ 7.50
Green Galax, 3½ to 5 in.	1.50	8.50
Bronze Galax, 3 to 3½-in.	1.25	7.50
Bronze Galax, 3½ to 5-in.	1.50	8.50
	1,000	Per case of 5,000
Fancy Ferns, 12-in. and up	$2.00	$ 7.50
Dagger Ferns, 12-in. and up	2.00	7.50
Long Green Leucothoe	4.00	
Medium Green Leucothoe	3.00	
Short Green Leucothoe	1.50	

Above prices on galax apply to lots of 10 cases and up. Remember that we are the RETAILERS' friend, and solicit the RETAILERS' business.
Member of the BLUE RIDGE DECORATIVE EVERGREEN ASSOCIATION.
Wire us at Elk Park, N. C. Terms, Cash with order.

ELK GALAX & FERN CO., Banners Elk, N. C.

Mention the American Florist when writing

GOLDFISH 1,500,000 (Fancy and Plain)

Ready for market at rock bottom prices. Ship anywhere in U. S. or Canada. Write for our illustrated catalogue.

ORIENTAL GOLDFISH & SUPPLY CO.
3757 to 3761 Cottage Grove Ave., CHICAGO, ILL.

Mention the American Florist when writing

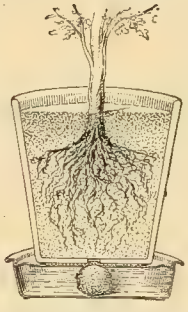
Montreal, Que.

CHRISTMAS OUTLOOK VERY DISCOURAGING.

If present indications count for anything, this year's Christmas trade, as far as the local retailers are concerned, will be one of the lightest in history. Buyers have been so eager that as early as December 1, the supply of flowering plants, and in most cases arrived from the growing establishments. The quality of the stock is well above the average. Azaleas are well-grown, bushy plants, are in most cases arrived from Belgium in good condition, but very late. Cyclamens, which have taken the place of azaleas for the past five years, are better than ever. The improvement in the culture of these plants in recent years has been marvelous, and if the azaleas could not be imported at all, we should miss them very little. Begonias in variety are as usual offered in all their shades of pink and floriferous habit and they prove good sellers—but poor keepers. Poinsettias are not quite as good as usual, nor so plentiful, the trouble seeming to be a shortage of stock plants. Solanums are good but the quantity is limited. There are no bulbous plants to mention with the exception of a few freesias. Ferns are sold out but there is a fine supply of palms on hand, recently arrived from Belgium. Greens have been scarce and high in price, but there is considerable local grown stock to take care of this demand.

J. L.

Sell More Potted Plants



You can easily double your plant trade by showing your customers how easy it is to grow potted plants with a

Little Wonder Plant Irrigator

They keep your plants watered just right. Wholesale price, $20.00 per 100.

If your supply house does not carry them send us their name with your order.

Sample by mail, 35c

The Wonder Plant Irrigator Co.
2918 N. Clark St., CHICAGO

GOLDFISH

BUY FROM THE BREEDER.
41 Acres of Ponds This Season.
Write for big new catalogue.
Globes, Aquariums, Aquarium Supplies, Etc.

BERT J. PUTNAM, Scientific Aquarist
Dept. F, 490 Washington St., BUFFALO, N. Y

Mention the American Florist when writing

John Kruchten Co.

30 East Randolph Street, WHOLESALE FLORISTS L. D. Phone Central 8016-8017. CHICAGO, ILL.

Mention the American Florist when writing

E. C. AMLING CO.

The Largest, Best Equipped, Most Centrally Located

WHOLESALE

CUT FLOWER HOUSE

IN CHICAGO

169-75 N. Wabash Ave., CHICAGO

L. D. Phones CENTRAL 1977 and 1978

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MILLER & MUSSER

Wholesale Florists

211 North State Street CHICAGO

Mention the American Florist when writing

A. L. Randall Co.,

RANDO BRAND Wabash Ave., and Lake St. CHICAGO, ILL. RANDO BRAND

Wholesale Cut Flowers, Florists' Supplies.

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WEILAND-RISCH CO.

FLOWER GROWERS

TELEPHONE CENTRAL 6179 154 N. WABASH AVE. CHICAGO ILLINOIS

Mention the American Florist when writing

George Reinberg

WHOLESALE FLORIST

Extra fancy Ophelia, Sunburst, Columbia, Russell, Milady, White Killarney and Killarney Brilliant Roses. All orders given prompt attention. Try us.

162 N. Wabash Av., CHICAGO

Mention the American Florist when writing

Wire Hanging Baskets

Price List, 1919. Plain Wire Hanging Baskets.

10-inch	$1.75	14-inch	$3.00
12-inch	2.25	16-inch	4.50

SHEET MOSS in bags, per bag, $2.00

Our Sheet Moss is the best value for the money in the market.

Michigan Cut Flower Exchange, 264-266 Randolph St., DETROIT, MICH.

Mention the American Florist when writing

Wholesale Flower Markets

Chicago.

NEW YEAR'S PRICE LIST.

		Dozen
Roses, Beauty		$ 3.00@$18.00
		Per 100
"	Mrs. Chas. Russell	15.00@100.00
"	Columbia	10.00@ 75.00
"	Premier	10.00@ 75.00
"	Hoosier Beauty	10.00@ 65.00
"	Killarney Brilliant	8.00@ 50.00
"	Killarney	8.00@ 35.00
"	White Killarney	8.00@ 35.00
"	Richmond	10.00@ 40.00
"	My Maryland	8.00@ 35.00
"	Mrs. Geo. Shawyer	8.00@ 35.00
"	Milady	10.00@ 65.00
"	Sunburst	8.00@ 35.00
"	Mrs. Aaron Ward	8.00@ 35.00
"	Ophelia	8.00@ 35.00
"	Double W. Killarney	8.00@ 35.00
"	Champ Weiland	8.00@ 35.00
"	Stanley	8.00@ 35.00
"	Bayard Thayer	12.00@ 50.00
"	Cecile Brunner	4.00@ 8.00
"	George Elgar	4.00@ 8.00
"	Baby Doll	4.00@ 8.00
"	Nesbit	4.00@ 8.00
"	Our selection	10.00@ 12.00
Carnations		10.00@ 25.00
Cattleyas	per doz.	36.00
Cypripedium	per doz.	9.00
Mignonette		6.00@ 8.00
Yellow Narcissus		10.00@ 12.00
Poinsettias		25.00@ 75.00
Snapdragons	per doz.	1.00@ 1.50
Daisies		2.00
Valley		20.00@ 25.00
Calendulas		4.00@ 6.00
Gardenias	per doz.	6.00@ 9.00
Paper White	per 100	6.00@ 8.00
Callas		25.00
Sweet Peas	per 100	2.00@ 4.00
Violets		3.00@ 4.00
Ferns	per 1,000	3.50@ 4.00
Galax	per 1,000	1.50@ 2.00
Leucothoe		1.00@ 1.25
Mexican Ivy	per 1,000	5.00@ 6.00
Plumosus Strings	each	.60@ .75
Smilax	per doz.	2.50@ 3.00
Sprengeri, Plumosus, Sprays		3.00
Boxwood, 35c per lb., per case		9.00

ZECH & MANN

WHOLESALE FLORISTS

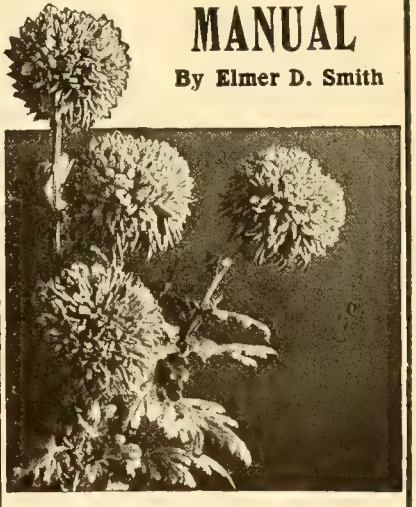
30 E. Randolph St., CHICAGO

Telephone Central 3284

Mention the American Florist when writing

THE CHRYSANTHEMUM MANUAL

By Elmer D. Smith



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Price 60 Cents. Cash with Order.

American Florist Co.

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BASKETS

Write for Catalog Now

RAEDLEIN BASKET CO.

713 Milwaukee Ave. CHICAGO, ILL.

REFRIGERATORS

COMPLETE FIXTURES

CENTRAL REFRIGERATOR & EQUIPMENT CO.

Estimates Submitted.

155 No. Clark Street, CHICAGO

Rooted Carnation Cuttings

C. W. Ward, Matchless, Alice, Washburn, Beacon, Theo, White Enchantress, $50.00 per 1000. White Perfection, $40.00 per 1000.

now can be filled in January. We guarantee all cuttings to be in the best condition at the time of shipment.

THE LEO NIESSEN CO., 1201 Race St., Philadelphia, Pa.

Philadelphia.

ZERO WEATHER STOPS SHIPPING.

The feature of the past week has been the severe weather, the temperature dropping to the zero point. There were several days of cloudy weather and a considerable fall of snow. Such conditions were a great handicap to the plant men, interfering with their out-of-town orders, as shipping in such weather was out of the question. The last two days moderated considerably, but there was little sunshine, and the outlook for cut flowers is not promising. There was no surplus the past week; shipments were very light, as they always are the week before Christmas. The business in the stores was dull, which condition gave them a chance to finish their wreaths and other Christmas stock, nearly all working at night in their hurry to get through. Prices have ruled so high, that very little cut flower stock was purchased, except to get out orders. The retailers' ice boxes were, for the most part, full of fancy wreaths, baskets of green and holly and other Christmas material, with cut flowers on the side, as it were, for the time being. For the past two weeks, there has been an embargo in Florida against shipments of asparagus sprays by express, and what has come through, arrived by parcel post, which was as satisfctory, except that no ice could be used as when sent by express.

NOTES.

As a rule, what is displayed well, will sell, which should be true of Christmas wreaths, as all the stores, large and small, have featured them this year to the limit. H. H. Battles has a great line, both in his main store and that of his Century Flower Shop, next door. Many of these have prepared magnolia foundations, elaborately decorated with cones, red and silvered ruscus and other materials. His window wreaths for house decoration are of boxwood, with a wired red ribbon bow. A striking Century Shop wreath, crescent in form, was of whitened or silvered lycopodium, dotted with large red berried decoration. These were displayed, suspended either side of squares of white paper, which made the wreaths stand out conspicuously.

John C. Gracey introduced a new idea which is most effective and answers the question as to what to do with the old auto tires when they have outlived their usefulness. The answer is wrap them with red chenille, and decorate them as best you know how. Mr. Gracey placed a large spray of extra size cones and green ruscus diagonally across one side, and placed the finished piece in the window. It was immediately sold for what it looked to be worth, showing a profit of at least 10 times its cost. Mr. Gracey has turned his 26th street place into a public auto garage, and will in the future devote his time to his Columbia avenue store. A new Dodge delivery car has just been added to his fleet.

Referring to publicity, a prominent and successful retailer declared that the public did not need to be educated to buy flowers half as much as the great majority of retailers required lessons in store management and salesmanship, and how to display their wares to the best advantage. He thought the trade papers should have a good share of the publicity fund to be used in educating storekeepers in up-to-date store management and all the details that go to make up a successful business.

In speaking of holiday prices and prospects, a large wholesale dealer stated there are always flowers to be had at a price. Those who speak quick enough, and are willing to pay, gener-

Roses, Extra Fine Lilac

Carnations, Violets, Stevia In all popular varieties, best quality, direct from grower to you.

PHILADELPHIA CUT FLOWER COMPANY

Wholesale Florists

1517 SANSOM ST., George Acugle, Proprietor, PHILADELPHIA, PA.

EDWARD REID

Roses, Carnations, Snapdragon, Violets. All Seasonable Flowers.

This is the exclusive shop, only one block from Express Depots.

1619-1621 Ranstead Street, PHILADELPHIA, PA.

Wholesale Flower Markets

BOSTON, Dec. 23. Per 100

Roses, American Beauty	25.00@	100.00
" Shawyer, Russell	8.00@	30.00
" Killarney	8.00@	30.00
" Milady, Miller	8.00@	30.00
" Francis Scott Key, Radiance	8.00@	30.00
" White Killarney	8.00@	30.00
" Killarney Brilliant	8.00@	30.00
" Mrs. Aaron Ward, Sunburst	8.00@	30.00
" Hadley	15.00@	100.00
" Ophelia	15.00@	30.00
" Premier	8.00@	30.00
" Columbia	8.00@	30.00
" Maryland, Hoosier Beauty	8.00@	30.00
Cattleyas, per doz	24.00@	36.00
Cypridediums, per doz	12.00@	36.00
Sweet Peas	3.50@	4.00
Carnations	10.00@	14.00
Longiflorum Lilies	20.00@	25.00
Pompons, per bu, $0.50@$1.00		
Chrysanthemums, per doz	3.00@	4.00
Violets		3.00
Marguerites		3.00
Calendulas	6.00@	8.00
Bouvardia, per doz, $2@$4.00		
Paper White Narcissi	4.00@	6.00
Rouvardia, per doz	1.50@	3.00
Callas	16.00@	25.00

BUFFALO, Dec. 23. Per 100

Roses, Beauty, Special	60.00@	75.00
" Fancy	40.00@	50.00
" Extra	25.00@	30.00
" 1st	10.00@	15.00
" Killarney	6.00@	15.00
" My Maryland	6.00@	15.00
" Sunburst	6.00@	15.00
" Ward	6.00@	8.00
" Columbia	8.00@	35.00
" Ophelia	6.00@	20.00
" Russell	10.00@	20.00
" Shawyer	8.00@	15.00
" Bon Silene	4.00@	6.00
Cattleyas	100.00@	125.00
Chrysanthemums	8.00@	40.00
Pompons, per bunch	.50@	1.00
Violets	2.00@	2.50
Valley	15.00@	20.00
Calla Lilies	25.00@	35.00
Paper Whites	6.00@	8.00
Carnations	4.00@	8.00
Snapdragons	6.00@	8.00
Sweet Peas	2.00@	3.00
Asparagus Sprengeri	.35@	.50
Ferns, per 1,000		3.00
Calendulas	2.00@	3.00
Smilax		25.00
Japan Lilies	8.00@	10.00

Write For Our

Price List On Cut Flowers

H. G. BERNING

1402-4 Pine St., St. Louis, Mo.

BERGER BROS.

Roses, Carnations, Violets, Stevia.

1225 Race St. Philadelphia, Pa.

Pittsburgh Cut Flower Co.

WHOLESALE FLORISTS

116-118 Seventh Street, PITTSBURGH, - PA.

Growers of Quality Flowers.

CINCINNATI, Dec. 23. Per 100

Roses, Premier	10.00@	50.00
" Columbia	10.00@	50.00
" Butterfly	8.00@	25.00
" Golden Rule	8.00@	25.00
" White Killarney	8.00@	20.00
" Pink Killarney	8.00@	20.00
" Sunburst	8.00@	20.00
" Mrs. Aaron Ward	8.00@	20.00
" Ophelia	8.00@	25.00
" Celcile Brunner	4.00@	4.00
" Baby Doll	4.00@	4.00
Carnations	8.00@	15.00
Calendulas	4.00@	6.00
Paper White Narcissus	4.00@	6.00
Sweet Peas	2.00@	3.00
Violets (California)	1.00@	1.50
Ferns, per 1000		3.50
Leucothoe, per 1000	6.00@	7.50
Galax, per 1000	1.50@	2.00
Mexican Ivy, per 1000		6.00
Smilax, per string	.20@	.25
Plumosus (southern), per bunch	.25@	.35
Stevia	2.00@	3.00

C. C. POLLWORTH CO.

EVERYTHING in the line of Cut Flowers, Plants and Florists' Supplies.

MILWAUKEE, WIS.

HOLTON & HUNKEL CO.

462 Milwaukee St., Milwaukee, Wis.

Wholesalers and Growers of
Choice Cut Flowers and Greens

Fancy Chiffons

(About 35 to 40 yards to bolt.)	Per yd.
Dotted effect, 4 in. wide	$0.09
Lily of the Valley effect, 4 in. wide	.09
"Blue" Valley, cut edge, 6 in. wide	.09
Dotted effect, 6 in. wide	.12
Lace effect, 6 in. wide	.12
Lily of the Valley effect, 6 in. wide	.12
"Gold" Valley effect, 6 in. wide	.14
Silk, with Satin Borders, 6 in. wide	.15
Silk, with Satin Borders, 8 in. wide	.20
Maline, 27 in. wide	.30
Silk Gauze (or netting), 6 in. wide	.12
Silk Gauze (or netting), 14 in. wide	.22

Special Xmas list of many other useful items sent free.

Geo. H. Angermueller Co.
1324 Pine St., ST. LOUIS, MO.

H. Bayersdorfer & Co.

The Wholesale Supply House of America . . .

EVERYTHING THE BEST IN FLORISTS' SUPPLIES

1127 Arch St., Philadelphia, Pa.

FANCY (Special Picked) FERNS — Leave us your order for regular shipments.

C. A. Kuehn, WHOLESALE **Florist**

All Seasonable Cut Flowers | Mfr. and Dealer in "Florists" (Brand) Supplies

1312 Pine Street, ST. LOUIS, MO.

ally get what they want. While they are turning down orders for medium grade of roses, they can still furnish $35 to $50 per hundred stock.

Charles Henry Fox had a splendid line of wreaths, made of spruce bough clippings stuck into mossed frames. The center of the frame had triple rows of cones, illuminated with red alder and white cedar berries. This combination, artistically arranged as they were, made one of the best wreath offerings of the season.

J. J. Habermehl's Sons had a large greenhouse filled with made-up baskets of foliage and flowering plants. The quality and arrangement was fine. The Glory fern figured largely in nearly all of them. There was also a fine lot of Mme. Petrick azaleas nicely in flower.

Alfred M. Campbell is cutting a fine lot of Premier roses from his 10,000 plants. It was quite a plunge on a new thing, but results appear to show that he made no mistake. His 10,000 Laddie carnation plants are also doing well, but are not so free as he would like.

The miniature boxwood trees made by T. Nelson Geiger were a distinct success. They sold at handsome profit prices as fast as he could get them up. Beautiful variegated Oregon holly was a feature here.

GUST. RUSCH & CO.

Wholesale Florists
Jobbers in
FLORISTS' SUPPLIES.
Phone Main 1245. P. O. Box 206
444-446 Milwaukee St., Milwaukee, Wis.

Wholesale Flower Markets

PHILADELPHIA, Dec. 23. Per 100

Roses, Beauty, special	100.00@125.00
" " fancy	75.00@100.00
" Mrs. Chas. Russell	25.00@ 75.00
" Killarney	12.00@ 25.00
" Hadley	75.00@100.00
" Sunburst	15.00@ 30.00
" Wards	15.00@ 30.00
" Ophelia	20.00@ 40.00
" Columbia	20.00@ 50.00
Snapdragons	12.00@ 25.00
Calendulas	4.00@ 8.00
Adiantum	1.00@ 1.50
Smilax	.25
Asparagus Strings	.50@ .75
Asparagus bunches	.50
Dagger and Fancy Ferns, per 1,000	3.00@ 4.00
Chrysanthemums, large, per doz.	1.00@ 3.00
" Pompons, bunch	.50@ .75
Violets	2.00@ 3.50
Cattleyas	2.00@ 2.50
Stevia	.35@ .50
Lilac, bunch	2.00
Poinsettias, dozen	4.00@ 5.00
Narcissus	4.00@ 6.00
Mignonette	8.00@ 10.00
Gardenias	9.00@ 12.00
Cypridediums	25.00
Carnations	12.00@ 18.00

MILWAUKEE, Dec. 23. Per 100

Rose, Killarney, W. Killarney	10.00@ 25.00
" Ward	10.00@ 30.00
" Mrs. Chas. Russell	20.00@ 60.00
" Ophelia	10.00@ 30.00
" Columbia	25.00@ 65.00
" Hoosier Beauty	15.00@ 50.00
Carnations, assorted	14.00
Cattleyas, per doz.	24.00@ 30.00
Bouvardia, per bunch	.75@ 1.00
Stevia	2.00@ 3.00

PITTSBURGH, Dec. 23. Per 100

Roses, Beauty, special	50.00@ 60.00
" " fancy	30.00@ 40.00
" " extra	15.00@ 25.00
" " No. 1	8.00@ 10.00
" Hadley	6.00@ 25.00
" Killarney	6.00@ 20.00
" Maryland	6.00@ 20.00
" Scott Key	12.00@ 35.00
" Sunburst	6.00@ 20.00
" Mrs. Aaron Ward	6.00@ 15.00
" Russell	10.00@ 35.00
" Columbia	10.00@ 30.00
" Ophelia	6.00@ 25.00
" Hilda	5.00@ 15.00
Carnations	4.00@ 6.00
Cattleyas	150.00
Ferns, per 1,000	3.00
Sweet Peas	1.50@ 4.00
Daisies	1.50@ 4.00
Chrysanthemums, per doz.	2.50@ 5.00
Galax	1.50@ 2.00
Plumosus	.35@ .50
Sprengeri	.35@ .50
Smilax, per doz.	3.00
Mexican Ivy, per doz.	1.00@ 7.50
Calendulas	2.00
Pompons, per bunch	.50@ .75

Wholesale Florists' Supplies

THE HOUSE OF MERIT

Staple Baskets and Seasonable Novelties in Quantity.
Send for Our Catalogue.

JOS. G. NEIDINGER CO.
1309-1311 N. 2nd St., Phila., Pa.

WHY NOT TRY THE

McCALLUM CO.

For Real Service in FLORISTS' SUPPLIES?
We are manufacturers and importers—not merely jobbers. Send for Our New Catalog and be convinced.
The McCallum Co., Pittsburgh, Pa.

Philadelphia Wholesale Florists' Exchange

CHRYSANTHEMUMS, ROSES, VIOLETS, CARNATIONS.

Up-to-the-Minute Service. Satisfaction Guaranteed.

1615 Ranstead St., Philadelphia, Pa.

MINNEAPOLIS, MINN.

RICE BROTHERS

Wholesale Florists and Supplies

218 North Fifth St.

Send list in for quotations.

ST. LOUIS, Dec. 23. Per 100

Roses, Hadley	3.00@ 20.00
" Killarney	4.00@ 8.00
" White Killarney	5.00@ 12.50
" Hoosier Beauty	8.00@ 25.00
" Russell	6.00@ 40.00
" Ward	5.00@ 10.00
" Sunburst	6.00@ 25.00
Ferns	3.00
Carnations	8.00@ 12.50
Orchids, each	1.00@ 2.00
Stevia	.35@ .60
Sweet peas	1.50@ 2.50
Narcissus	5.00@ 6.00
Chrysanthemums, pink, doz.	.08@ 2.00
Chrysanthemums, yellow, doz.	.05@ 2.00
Ruscus, per lb.	1.00

The Robert Craig Co. has had a wonderful shipping trade, getting orders out in good time until the cold spell held them up. Everything salable in Christmas stock was cleaned up.

Edward Reid expects to have a fine lot of double violets, roses and carnations. "Those who will pay the price, and speak first, will get the goods," is the way he puts it.

The Leo Niessen Co. had an unusual call for cut flowers in all lines and grades of stock. Great preparations have been made for a record breaking business.

Berger Bros. handled a fine grade of holly. They were also strong on holly wreaths. Carnations will be a feature with them immediately after the holidays.

George Aeugle, of the Philadelphia Cut Flower Co., will have a good Christmas crop of roses from his Morton greenhouses.

The Joseph Heacock Co. says it was never so low in stock for Christmas as this season. They expect to cut heavily in January. K.

New York.

COLD WEATHER THREATENS SHORTAGE.

With a cold wave that sent the mercury down to zero on the morning of December 18, with a light supply of stock, and in proportion a lighter demand, the wholesale district was not a particularly cheerful locality during the past week. The plant growers were as busy as could be expected under the weather conditions, in moving their stock to the retail stores, where preparations for the Christmas trade were active, but all branches of the trade were, to some extent, hampered by the cold. The entire east was in the grip of "J. Frost." The first snow of the season fell early in the week. In this city, the fall of the mercury was gradual, reaching zero at 4 a. m., December 18. It dallied around zero till 8 a. m., and was only seven above at noon. It is a safe enough guess that this will not increase the supply of flowers for Christmas. One prominent rose grower, when asked early in the week if the then moderate cold, would reduce the supply, replied: "It is a question, if it can be reduced any lower than it now is." A carnation grower spoke in the same vein. But we expect to "muddle through" in some way, and there have been times when before Santa Claus arrived, a predicted shortage had developed into a surplus. But such a denouement is hardly to be expected for this Christmas. With these indications of a scarcity, it was to be expected that prices would advance. By December 19, special American Beauties wholesaled at the rate of $150 per 100, Premier $75, Columbia $35, with prospects of higher prices; Enchantress types of carnations $10 and $12 and Mrs. Ward $15. But it may be added that the highest priced stock will move slowly until the actual Christmas buying begins, when if the predicted shortage develops, another strong advance in prices may be expected. A feature of the market, December 19, was a stock of irises that reached one firm, and were held at $12 per dozen sprays. Cattleyas ranged from $12 per dozen for the small ones, to $24 for the best. The best gardenias were quoted at $12 per dozen in our issue of December 13, and they are holding to that, with prospects of a raise. It has been bad weather for violets, with no unusual movement, prices ranging from $1 to $2 per 100. In the minor stocks, such as stevia, calendulas, bouvardia, pansies, etc., there is a fair movement. Scattering lots of chrysanthemums continue to arrive. By December 20, the temperature was well above zero, but still cold. With a whole week of cold, and practically no sunshine, the supply of stock was necessarily light and prices kept pushing up. Orders were booked for American Beauty roses for December 22 at the rate of $200 per 100. As yet, there had been no great demand for red carnations, and with the Enchantress, they were wholesaling at $12 per 100, Mrs. Ward and Benora, $15. Anything in the way of good No. 1 roses brought $15 per 100, as they were more in demand than specials. No. 2's were so scarce as to be hardly worth mention. The small stock of the carnation, Laddie, that was on the market, went at the rate of $25 per 100. There did not seem to be much call for violets, but $2.50 and $3.00 per 100 was asked for the best. Poinsettias brought $4 to $9 per dozen, according to quality; Callas, per dozen, $4 to $6. In orchids and gardenias, the movement was slow. There was a strong demand for holly, all kinds of wreaths, and green in general.

December 22.—The outlook is favorable for good Christmas business. Plants are going fast, with orders coming in for cut flowers.

NOTES.

This city has experienced zero weather in past years, but that makes no difference. When a cold snap comes, people must talk and write about it. The evening Sun prints an editorial entitled, "Zero," and quotes a country schoolmaster, and a Mr. McAndrews—a Scotchman, we guess—as follows:

O Winter! ruler of the inverted year!
I wish to gosh you wasn't here;

McAndrews's cautious comment:

Snow, ice and cold that serve the Lord,
I've seen them at their work,
And wished I had another berth or they
another kirk.

If a vote was taken among the florists they would probably give unanimous consent to the above.

It appears that the west, as well as the east, is suffering from cold. Read this item from a Kansas paper: "The Rev. January returned home Saturday from a trip to Leavenworth and Kansas City." Taking time by the forelock, so to speak. But cold as it is, here is an encouraging editorial note from our own Tribune: "Zero weather in New York, and at the Bowery Mission only one man applied Wednesday night for a bed. The municipal lodging house, with a capacity for 918 men and women, had 64 guests. Bread lines no longer string out their queues of shivering men with shuffling feet."

In addition to a good general stock, William P. Ford, 107 West 28th street, is now receiving a fine quality of cut lilac.

The United Cut Flower Co., 111 West 28th street, is receiving good stock of the roses, Pilgrim and Crusader.

J. J. Coan, 115 West 28th street, is handling excellent stock of the carnation, Laddie. A. F. F.

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Gardenias, per doz.	8.00@ 12.00
Callas, per doz.	4.00@ 6.00
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Cut Poinsettias, per doz.	6.00@ 9.00
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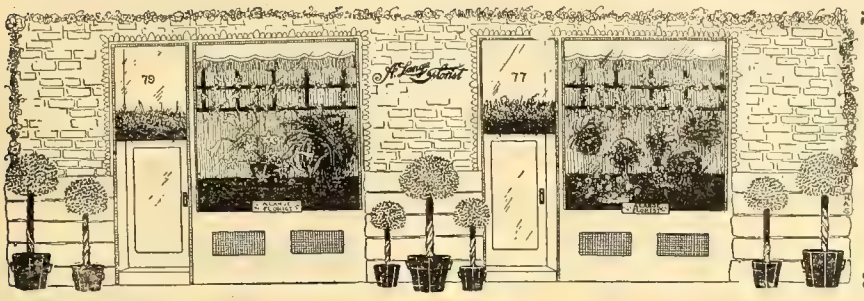

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Saxonia, Cunard-Anchor, (Southampton).
FROM PHILADELPHIA, Vallavia, Cunard-Anchor, (Liverpool).

December 26.

FROM PHILADELPHIA, Regina, American Line (Liverpool).
Vindelia, Cunard-Anchor Line, (Londonderry-Glasgow).

December 27.

Defiance, Atlantic Transport Line, (London).
Rotterdam, Holland-America Line, (Rotterdam).
Orduna, Cunard-Anchor Line, (Liverpool).
Anglo-Egyptian, Cunard-Anchor, (Rotterdam).

December 28.

FROM BALTIMORE, Copenhagen, Cunard-Anchor Line, (London).
FROM PORTLAND, ME., Valumnia, Cunard-Anchor Line, (London).

December 30.

FROM PHILADELPHIA, Wathena, Atlantic Transport Line, (London).
FROM PORTLAND, ME., Venusia, Cunard-Anchor Line, (London).

December 31.

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HARDESTY & CO.
150 East Fourth Street
THE BEST THAT GROWS.
EXPERTS TO ARRANGE THEM.

Rochester, N. Y.
J. B. KELLER SONS,
FLORISTS
25 Clinton Avenue N
Rochester Phone 506. Long Dist. Bell ph. 2180
Members of Florists' Telegraph Delivery.

Toledo, O.
Mrs. J. B. Freeman
(Successor to Geo. A. Heinl.)
336 Superior St., Toledo, O.
Both Phones, 527.
Special attention to mail and telegraph orders.
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Los Angeles, Calif.
Wolfskill Bros. and Morris Goldenson
Cut Flower Merchants
We solici. telegraph orders. Regular trade disct.
229 WEST THIRD STREET.

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S. A. ANDERSON
440 Main Street
Anderson service means fresh, sturdy stock and prompt deliveries in Buffalo, Lockport Niagara Falls and Western New York
Members of Florists' Telegraph Delivery.

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W. J. Barnes FLORIST, KC, MO
Kansas and Western Missouri.
Up-to-date Service.
F. T. D. Est. 1890.

Mention the American Florist when writing

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Elks' Building,
4 South Jefferson Street, Dayton, O.
Telegraph orders for Dayton will receive our immediate and careful attention.

Alpha Floral Company
CHICAGO
146 S. WABASH AVE.
No order for less than $3.00 accepted for delivery. All orders for less than this amount will be absolutely refused.
Send your telegraph orders to us for delivery in Chicago and vicinity.
Member of F. T. D.

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EDWARD SCEERY
Passaic, N. J. F. T. D. Paterson, N. J.

Send your Orders for Chicago and Suburbs to
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All orders carefully filled under the supervision of
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Member of Florists' Telegraph Delivery.

New York.
BROADWAY FLORIST
2094 Broadway, S. E. cor. 72d St.
Phone Columbus 5468.
Branch: 840 Westchester Ave., Bronx.
Phone: Intervale 4990.

Washington, D. C.
Louise Flower Shop
Connecticut Ave at N. St., N. W.
Miss Louise W. Daugherty, Proprietress
Phones—Franklin 3579, 3841, 3842.
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EYRES
FLOWERS OR DESIGN WORK
Delivered in Albany and vicinity on telegraphic order.
106 STATE STREET

E. W. PEARSON
38 State Street, Newburyport, Mass.
Covers All New England Points

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California Florists
will take care of all telegraphic orders.

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Madison Ave. and 76 St.
NEW YORK
Quality Flowers
TWO GREENHOUSES
ON PREMISES
Plant Specialists Phones 107 420 775 Lenox
Member of Florists' Telegraph Delivery.

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Orders Carefully Executed
Pikes Peak Floral Co.
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JULIUS BAER
FLOWERS
Mail and Telegraph orders carefully filled.
138-140 Fourth St., East

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B. E. GILLIS, President.
E. P. NEIMAN, Secretary.

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J. M. Fox & Son, Inc.
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48 Atlantic Street
Prompt Delivery
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New Orleans, La.
Members F.T.D.
— The —
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Miller Floral Co.
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250,000 Square Feet of Modern Glass.
First-Class Stock and Service. Usual Discount.
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N. E. Cor. Taylor and Olive Sts.
Flowers delivered in City and State on short notice.
Member of Florists' Telegraph Delivery.

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FLORIST
324 Fulton St. cor. Pierrepont
Telegraph orders receive our usual good care and prompt attention. Phones, 270 271 Main.

Michigan. Orders will be carefully cared for by
HENRY SMITH
Wholesale and Retail Florists of Grand Rapids.
Member of Florists' Telegraph Delivery.

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200 miles in any direction. We are the center of the great Northwest. Daily deliveries to Superior, Wis. DULUTH, MINN.

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J. J. HABERMEHL'S SONS
Flowers and Service
THE BELLEVUE-STRATFORD BROAD AT WALNUT STS.
Conservatories, Diamond St. at 22nd.
Mention the American Florist when writing

Name Index to Retail Florists Filling Telegraph Orders.

Alpha Floral Co., 146 S. Wabash Ave., Chicago.
Anderson, S. A., 440 Main, Buffalo, N. Y.
Aphrodite Co., The, New York.
Astoria Florist, 2188 Broadway, New York.
Avenue Floral Co., The, New Orleans, La.
Baer, Julius, Cincinnati, O.
Barnes, W. J., Kansas City, Mo.
Baumer, August R., Louisville, Ky.
Bergerow's, 746 Broad St., Newark, N. J.
Bramley & Sons, Cleveland, O.
Breitmeyer's Sons, John, Detroit, Mich.
Buckbee, H. W., Rockford, Ill.
Bunyard, A. T., 413 Madison Ave., New York.
Burns, H. H., 509 Madison Ave., New York.
California Florist, Tacoma, Wash.
Central Floral Co., 132 N. State St., Chicago.
Central Floral Co., 35 Broadway, Detroit, Mich.
Clarke's Sons, David, New York.
Cooke, Geo. H., Conn. Ave. and L., Washington.
Craig, J. C., 120 S. Wabash Ave., Chicago.
Danker's, Albany, N. Y.
Dard's, 44th and Madison Ave., New York.
Dominion Floral Co., The, Montreal, Que., Can.
Duluth Floral Co., Duluth, Minn.
Dunlop's, 8 and 10 W. Adelaide St., Toronto.
Eble, Chas., New Orleans, La.
Evans, A. W. B., Wilkes-Barre, Pa.
Eyres, 106 State St., Albany, N. Y.
Fallon, Florist, Roanoke, Va.
Fleischman, Chicago.
Fox, J. M. & Son, Inc., Milwaukee, Wis.
Frauenfelder, C., Chicago.
Freeman, Mrs. J. B., Toledo, O.
Frey, C. H., 1133 O St., Lincoln, Neb.
Frey & Frey, 1338 O St., Lincoln, Neb.
Friedman, 522 S. Michigan Blvd., Chicago.
Galvin, Thos. F., Inc., New York and Boston.
Gasser Co., J. M., Cleveland, O.
Grakelow, Charles H., Philadelphia, Pa.
Grand Rapids Floral Co., Grand Rapids, Mich.
Green, The Florist, San Antonio, Tex.
Grimm & Gorly, St. Louis, Mo.
Gude Bros., Washington, D. C.
Guido, Inc., 595 Lexington Ave., New York.
Habermehl's Sons, J. J., Philadelphia, Pa.
Hardesty & Co., Cincinnati, O.
Hart, Henry, Inc., 1000 Madison Ave., N. Y.
Heinl & Sons, J. G., Terre Haute, Ind.
Henderson, Lewis, Omaha, Neb.
Hess & Swoboda, Omaha, Neb.
Hession, Madison Ave. and 76th St., New York.
Hollywood Gardens, Seattle, Wash.
Holm & Olson, St. Paul, Minn.
Idlewild Greenhouses, Memphis, Tenn.
Jahn, Hugo H., Brooklyn, N. Y.
Joy Floral Co., Nashville, Tenn.
Keller Sons, J. R., Rochester, N. Y.
Kottmiller, 426 Madison Ave., New York.
Lang Floral & Nursery Co., Dallas, Tex.
Lange, A., 77-79 E. Madison St., Chicago.
Littlefield Florist, Worcester, Mass.
Long Island Floral Co., Brooklyn, N. Y.
Louise Flower Shop, Washington, D. C.
McClunie, Geo. G., Hartford, Conn.
Melandre Bros., New York.
Mangel, 17 E. Monroe St., Chicago.
Matthews, The Florist, Dayton, O.
Matthewson, J. E., Sheboygan, Wis.
Metairie Ridge Nursery Co., New Orleans, La.
Miller Floral Co., Salt Lake City, Utah.
Murray, Samuel, Kansas City, Mo.
Newell, A., Kansas City, Mo.
New York Floral Co., Yonkers, N. Y.
North Shore Floral Co., Chicago.
Papadem, J. G. Co., 2953 Broadway, New York.
Park Floral Co., The, Denver, Colo.
Pearson, E. W., Newburyport, Mass.
Penn, The Florist, Boston, Mass.
Philips Bros., 938 Broad St., Newark, N. J.
Pikes Peak Flo. Co., Colorado Springs, Colo.
Podesta & Baldocchi, San Francisco.
Potter Floral Co., El Paso, Tex.
Quality Flower Shop, Stamford, Conn.
Randall's Flower Shop, Worcester, Mass.
Randolph & McClements, Pittsburgh, Pa.
Rock, Wm. L., Flower Co., Kansas City.
Rodgers, J. W., Dayton, O.
Rosery Floral Co., The, Newark, N. J.
Rosaia Bros., Seattle, Wash.
Saake, O. C., Los Angeles, Cal.
Salzer Seed Co., John A., La Crosse, Wis.
Schiller, The Florist, 2221 W. Madison, Chicago.
Schling, Max, 785 Fifth Ave., New York.
Sceery, Edward, Passaic, N. Y.
Sceery, Edward, Paterson, N. J.
Schlatter, Wm. & Son, Springfield, Mass.
Schmidt, Chas. L., Harrisburg, Pa.
Shaffer, Geo. C., Washington, D. C.
Sheppard, Henry W., Cincinnati, O.
Smith & Fetters Co., Cleveland, O.
Smith Co., A. W., Pittsburgh, Pa.
Smith, Henry, Grand Rapids, Mich.
Stumpp, G. E. M., New York.
Trepel, Joseph, Brooklyn, N. Y.
Walker Co., The F., Louisville, Ky.
Weber, F. H., St. Louis, Mo.
Weir, James, Inc., Brooklyn, N. Y.
Williams, Mrs. E. A., Pittsburgh, Pa.
Wittbold Co., G., 745 Buckingham Pl., Chgo.
Wolfskill Bros. & M. Goldenson, Los Angeles.

Albany, N. Y.
Danker FLORIST
The Best Service MEMBER
Mention the American Florist when writing

Kansas City, Mo.
A. Newell FLORIST
Established over 30 years.
1122 Grand Avenue.
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Lang Floral & Nursery Co.
1214 Main Street, Dallas, Texas.
Write or wire headquarters for flowers for Texas, Oklahoma, Louisiana, New Mexico. No orders too large, none too small.
Member of Florists' Telegraph Delivery.
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FREY & FREY,
1338 O Street, LINCOLN, NEB.
Wholesale and Retail
Members of Florists' Telegraph Delivery.
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Rockford, Ill.
H. W. BUCKBEE.
Mention the American Florist when writing

LITTLEFIELD, Florist
WORCESTER, MASS.
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El Paso, Texas
Potter Floral Co.
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"SAY IT WITH FLOWERS"

Max Schling Flowers

Schling Service Nothing Better

785 Fifth Avenue
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Yonkers, N. Y.

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Cor. Manor House Square and North Broadway

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Friedman

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522 SO. MICHIGAN BLVD., Auditorium Annex, CHICAGO

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HENRY W. SHEPPARD
532-534 RACE STREET
Successor to the HILL FLORAL CO.
Good Stock and Good Service.

Mention the American Florist when writing

Cleveland, O., and Vicinity.

BRAMLEY & SON

1181 E. 71st. St.

The Largest Growers of Flowers in the City.

Mention the American Florist when writing

Pittsburgh, Pa.

MRS. E. A. WILLIAMS
621 Penn Ave.

Member of Florists' Telegraph Delivery.

Mention the American Florist when writing

CHARLES L. SCHMIDT

313 Market St., Harrisburg, Pa.

Night and day service in all Central Pennsylvania.

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CHICAGO

Central Floral Co.

DETROIT

132 N. State St., CHICAGO, ILL.
35 Broadway, DETROIT, MICH.

Best service in both cities and adjoining territory. Member of Florists' Telegraph Delivery.

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Boston, Mass.

Penn The Florist

"Penn, The Telegraph Florist"
Member of Florists' Telegraph Delivery Ass'n.

124 TREMONT STREET

Worcester, Mass.

Randall's Flower Shop

Member of Florists' Telegraph Delivery.

Orders in or around WASHINGTON, D. C.

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FLORIST
900 Fourteenth Street

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Podesta & Baldocchi

224-226 Grand Avenue

Mail or telegraphic orders promptly and most carefully executed.

WASHINGTON, D. C.

GEO. H. COOKE

Florist

Connecticut Avenue and L Street

Washington, D. C.

BLACKISTONE, Inc.

14th and H Streets, N. W.

Exceptional Service

Los Angeles, Calif.

O. C. SAAKE

FLORIST

We Solicit Telegraph Orders.
Regular Trade Discount.

215 W. FOURTH STREET

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GRAND RAPIDS FLORAL CO.

ALFRED HANNA & SONS will fill your orders for Designs and Cut Flowers in Michigan.

New York

Malandre Brothers

2077 Broadway, near 72nd St.

'Phone, Columbus 6883

The name "Malandre Brothers" on a box of flowers is a Guarantee of Quality.

Orders from other cities receive our personal attention.

La Crosse, Wis.

Send your orders for flowers for delivery in this city and vicinity to

John A. Salzer Seed Co.

Quality and Service Assured.

LOUISVILLE, KY.

AUGUST R. BAUMER,

MASONIC TEMPLE

Member of Florists' Telegraph Delivery.

IN THE HEART OF Newark, N. J.

The Rosery Floral Co.,
167 Market St., at Broad St.

Everything in Flowers

Prompt Deliveries to any town or city within 150 miles of Newark. Telephone Market 494

"WE NEVER SLEEP"

IDLEWILD GREENHOUSES Memphis, Tenn.

89 South Main St.

"Up-to-the-Minute" Service and Execution.

Every Flower in Season

Kansas City, Mo.

Samuel Murray,

1017 Grand Avenue

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CHICAGO

Mangel The Palmer House Florist

17 E. MONROE ST.

Member of Florists' Telegraph Delivery.

For St. Louis.

WIRE

Grimm & Gorly

The Seed Trade

American Seed Trade Association.

E. C. Dungan, Philadelphia, Pa., President; Wm. G. Scarlett, Baltimore, Md., First Vice-President; David Burpee, Philadelphia, Pa., Second Vice-President; C. E. Kendel, 216 Prospect Avenue, S. E., Cleveland, O., Secretary-Treasurer.

The thirty-eighth annual meeting will be held at Milwaukee, Wis., June 22-24, 1920.

VEGETABLE SEEDS are in good supply, peas excepted.

THE price of bags at Chicago, December 23, was $60.

KNUD GUNDERSTRUP, for some years engaged in the Chicago onion set business, died December 18.

CATALOGUE houses will be interested in the advance of news print paper to the record price of 7½ cents per pound.

CHARLES L. ATLEE, for 29 years with the W. Atlee Burpee Co., has joined the staff of the John A. Salzer Seed Co., La Crosse, Wis.

THAT lost, strayed or stolen carload of Joss lily bulbs arrived at Chicago last week in a common box car, completely frozen.

NEW YORK.—Frederick S. Radway, of the I. L. Radwaner Seed Co., has returned from Europe, having been absent 10 weeks, glad to be back after an eventful trip.

ONION SETS in the Chicago district continue in strong demand with prices about the same as last week's, namely, $3.00 for colors and $3.50 for whites, prompt shipment.

R. & J. FARQUHAR & Co., Boston, Mass., has been incorporated under the laws of that state as R. & J. Farquhar Co., the business having been conducted 37 years as a partnership.

A CHICAGO banker says: "While money is close, no particular concern is expressd. Money should be in better supply by the middle of January. It is becoming close with us, and our loans are very high."

DISSOLUTION suits are now pending, according to the United States department of justice, against M. Plowaty & Sons, onion dealers in Massachusetts, and the Western Cantaloupe Exchange, melon dealers in the west.

TOLEDO, O.—Cash clover opened slightly higher and December and January holding firm, December 22, with cash offered at $30.75. Timothy was steady, cash being offered at $5.52½, December $5.70, March $5.85, April $5.85 and May, $5.87½.

CARL CROPP, of Vaughan's Seed Store, Chicago and New York, says flower seeds are coming forward very slowly, domestic as well as foreign. Pansy and many other European items are extremely scarce, also named varieties of home-grown sweet peas.

EUGENE SCHAETTEL, of Vilmorin-Andrieux & Co., Paris, France, who intended sailing for home on the S. S. France, December 27, as reported in our issue of December 20, is now scheduled to leave January 6, the sailing of the steamer having been delayed until that date; his address in the meantime is in care of John Munroe & Co., 30 Pine street, New York. Mr. Schaettel celebrates the sixty-first anniversary of his birthday this week.

Grass Seed.

Prices for grass seed on the Chicago Board of Trade, December 23 were as follows: Timothy, $9.50 to $12.50 per 100 pounds; March, $12.80 sold; $12.30 bid for year. Red clover, $40 to $48 per 100 pounds.

At Paris, Ky., December 23, new crop Kentucky blue grass was quoted in car lots, 19-pound test, at $24.65; 17-pound test, $12.20; less than car lots, 35 cents per 100 pounds higher.

Farmers' Seed Loans.

Washington, D. C.—An appropriation of $4,000,000 for loans to farmers in drought-stricken sections of the United States, for the purchase of seed for next spring's planting, is proposed in a bill which has just been introduced in Congress by Representative Riddick, of Montana. The loans will be limited to not more than $300 to any one farmer, and it is provided that they shall be made through national or state banks, and be secured by a first lien on the crop planted with the seed so secured. The bill has been referred to the committe on agriculture.

B. F. L.

Japanese Lily Bulb Production and Exports

Consular information from Japan gives the following statistics regarding the production and exportation of lily bulbs in that country:

PRODUCTION.

Year	Number of Bulbs	Value
1913	61,586,687	
1914	79,890,164	
1915	56,659,358	$335,021
1916	28,444,939	189,356
1917	25,554,415	306,962
1918 Estimate)	19,148,895	129,494

EXPORTS.

Year	Number of Bulbs	Value
1916	22,521,932	$346,432
1917	16,643,994	339,625
1918	582,994	12,081
1919 (First eight months) to Sept. 1, 1919	2,131,674	118,526

HOME OF THE CLIPPER CLEANERS.

Pieters-Wheeler Seed Company

Growers of High Grade SEED

Gilroy, California

Beet, Carrot, Lettuce, Onion, Radish.

Correspondence Solicited.

Mention the American Florist when writing

THE W. C. PRESSING SEED COMPANY

NORWALK, OHIO.

Growers Exclusively of

Sweet Corn Seed

Mention the American Florist when writing

Alfred J. Brown Seed Co.

Growers of

Peas and Beans

Grand Rapids, Mich.

The Best Color Chart

PRICE $1.00 POSTPAID.

AMERICAN FLORIST CO.

440 S. Dearborn St., CHICAGO

Braslan Seed Growers Company

Grower for the Wholesale Trade Only. ONION, LETTUCE, CARROT, PARSNIP, PARSLEY, CELERY, ENDIVE, SALSIFY, NAMED AND MIXED GRANDIFLORA AND SPENCER SWEET PEAS AND SUNFLOWER.

SAN JOSE, CALIFORNIA

Mention the American Florist when writing

—— We are headquarters for the BEST OF EVERYTHING in ——

VEGETABLE SEEDS

With our Stock Seed Farms at Grass Lake, Mich., and our growing stations in every part of the United States where seeds are grown successfully, all in charge of capable and experienced men, we are equipped for and are producing

PEAS, BEANS, CORN and VEGETABLE SEEDS

of all kinds in quantity and of highest quality.

Glad to quote for present delivery or on growing contract for future delivery.

JEROME B. RICE SEED CO., CAMBRIDGE, N. Y.

JUST OUT

BOLGIANO'S 1919 SUMMER AND FALL CATALOG OF 'BIG CROP" SEEDS

Special prices for Florists and Market Gardeners. Write for a copy at once—It will save you money.

J. BOLGIANO & SON, Baltimore, Md.

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Western Seed & Irrigation Co.

WHOLESALE SEED GROWERS

SPECIALTIES:
Cucumber, Muskmelon and Watermelon, Pumpkin, Summer and Winter Squash, Sweet, Flint and Dent Seed Corn.

Write for Special Contract and Spot Prices.

Office and Warehouse, FREMONT, NEB. Growing Station, ROCKY FORD, COLO.

Mention the American Florist when writing

THE

J. C. ROBINSON SEED CO.

WATERLOO, NEBRASKA

ROCKY FORD, COLORADO.

Contract growers of Cucumbers, Cantaloupe, Watermelon, Squash and Pumpkin Seed; Sugar, Flint and Field Seed Corn.

Mention the American Florist when writing

I. N. Simon & Son

Garden Seeds

438 MARKET STREET

Philadelphia - - Pa.

Mention the American Florist when writing

Ohio Valley Seed Co. Evansville, Indiana.

Announcement was made a few days ago of the intention of the Ohio Valley Seed Company to build a five story mill and grain elevator. The building will be erected at the corner of Indiana and R. W. Rowley streets, and plans for the same have been drawn and the contract will be let in a short time. The company already has a warehouse, 48x125 feet on the site. This building will be given additional stories and used for storage, while the elevator part will be erected on the remainder of the lot, which is 100x125 feet. The Southern and Chicago and Eastern Illinois railroads will furnish switching facilities. Capital stock of the company has been increased from $25,000 to $100,000. "Our growing business demands more room," said Louis J. Graf, the secretary and treasurer of the company.

Quality Seed

FOR THE

MARKET GARDENERS

OF

AMERICA

EVERETTE R. PEACOCK CO.

4013 Milwaukee Ave., (Near Irving Park Blvd.) CHICAGO

Salvia or Scarlet Sage

We have just completed harvesting our own Bloomsdale Farm Grown, crop 1919, Salvia or Scarlet Sage. We offer you this exceptionally good strain, and high vitality seed, of the following varieties:

Salvia Splendens or Clara Bedman, Salvia Bonfire, 1 lb., $30.00 per lb.; 5 lbs. and over, $25.00 per lb.

Net, 60 days, 2% off 10, f. o. b. Bristol, Pa., if unsold on receipt of order, as we did not have a large crop.

D. Landreth Seed Company, Business Established 1784 **Bristol, Pa.**

Mention the American Florist when writing

C. C. MORSE & CO. Seed Growers San Francisco, Calif.

GROWERS OF SELECTED STOCKS OF

Onion, Lettuce, Radish, Carrot, Sweet Peas, Etc.

FOR

Vaughan's Flower Seeds

FOR EARLY SOWING

See Page 1175, American Florist, December 20.

Our 1920 Wholesale Bulb List

Is ready. Ask for a copy.

The General Bulb Company

Established 1883

Vogelenzang, Holland.

AMERICAN BRANCH:

110 Water Street, New York City.

Waldo Rohnert

GILROY, CAL.

WHOLESALE SEED GROWER

Specialties:

Beet, Carrot, Endive, Lettuce, Onion and Radish.

Correspondence Solicited.

Mention the American Florist when writing

BURPEE'S SEEDS

Philadelphia

Wholesale Price List for Florists and Market Gardeners.

Mention the American Florist when writing

BULBS

Paper Whites and Dutch Stock

Write for Prices

Try Us for Quick Supply.

The W. W. BARNARD CO.

231-235 W. Madison St., Chicago

Mention the American Florist when writing

Seed Packets

FLOWER SEED SIZES TO CATALOGUE

ENVELOPES—RETURN ENVELOPES

Brown Bag Filling Machine Co.

FITCHBURG, MASS., U. S. A.

TOMATO SEED

Grown for the Wholesale Seed Trade

HAVEN SEED CO.

SANTA ANA, CALIFORNIA

R. & M. GODINEAU

SEED GROWERS

Angers, - - France

Specialties: Beets, Mangoes, Carrots, Cabbages, Celeries, Parsleys, Parsnips, Turnips.

Growing Crops Given Personal Attention.

Michell's Flower Seeds

ASPARAGUS PLUMOSUS NANUS SEED

GREENHOUSE GROWN

1000 seeds	$ 3.50	10,000 seeds	$30.00
5000 seeds	16.25	25,000 seeds	68.75

ASPARAGUS SPRENGERI SEED

1000 seeds	$0.75	10,000 seeds	$ 5.50
5000 seeds	3.00	25,000 seeds	12.50

LOBELIA	Tr. pkt.	Oz.
Crystal Palace Compacta, dwarf blue	$0.30	$2.00
Barnard's Perpetual (Trailing)	.30	1.75
Crystal Palace Speciosa (Trailing)	.20	.75
Sapphire (Trailing), deep blue	.40	

CENTAUREA	Per 1000 seeds	Oz.
Candidissima	$0.40	$2.00
Gymnocarpa	.15	.50

PETUNIA	½ tr. pkt.	Tr. pkt.
Grandiflora, fringed	$0.30	$0 50
Ruffled Giants	.30	.50
California Giants	.30	.50
Monstrosus (Michell's)	.60	1.00

SALVIA	Tr. pkt.	Oz.
America or Globe of Fire	$0.50	$4.00
Bonfire	.40	2.5
Zurich	.50	4.00
Splendens	.25	1.50

VERBENAS	Tr pkt.	Oz.
Mammoth Fancy Blue	$0.30	$1.25
Mammoth Fancy Pink	.30	1.25
Mammoth Fancy Scarlet	.30	1.25
Mammoth Fancy Striped	.30	1.25
Mammoth Fancy White	.30	1.25
Mammoth Fancy Mixed	.30	1.00

VINCA		
Alba	.15	.75
Alba Pura	.15	.75
Rosea	.15	.75
Mixed	.15	.60

Also all other Seasonable Seeds, Bulbs and Supplies.

Send for Our Handy Flower Seed Order Sheet, if you haven't a copy.

HENRY F. MICHELL CO., 518 Market St., **Philadelphia, Pa.**

Wait for **KELWAY'S** Wholesale

SEED CATALOGUE FOR 1920

before placing your order.

The most favorable prices of the year. If not received wire or write

KELWAY & SON, Wholesale Seed Growers, **Langport, England**

R. C. McGILL & CO.

WHOLESALE SEED GROWERS

SPECIALTIES IN VARIETY

ONION - CARROT - BEET - RADISH - PARSNIP

CONTRACT PRICES MAILED ON REQUEST

SAN FRANCISCO CABLE ADDRESS "McGILL-SEED" SAN FRANCISCO CALIFORNIA

For SEEDS

Flower, Vegetable and Farm

Send your inquiries to

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152 Houndsditch

LONDON, - - ENGLAND

The Premier British Wholesale and Exporting Seed House.

75 YEARS UNRIVALLED REPUTATION

Single and Double

HYACINTHS

	Per 1000
Top bulbs, named	$80.00
First size, bedding to color	45.00
Darwin Tulips, named sorts	25.50
Single Early Tulips, named sorts	22.50
Single Late Tulips, named sorts	17.50

Subject to Sale.

J. M. THORBURN & CO.

53 Barclay Street, thru to 54 Park Place

NEW YORK CITY

ANNOUNCEMENT

HAVING dissolved partnership with Messrs. Van Zonneveld & Co., I wish to thank all those who showed their confidence by favoring me with their order and those who showed their kindness by giving me a few minutes of their time during my annual visits in the past twelve years.

I intend to continue the bulb business from now on under my own name, and hope that I may receive the same liberal treatment and support as in the past.

JOHN PEREBOOM, Sassenheim, Holland.

All who are interested in high grade bulbs at competing prices, apply for our special quotation.

Hyacinths, Tulips, Narcissus.

We agreed with Van Zonneveld & Co. not to sell this year in the States of New York, New Jersey, Pennsylvania, Ohio, New Hampshire, Vermont, Maine, and Eastern Canada. For all the other territory we are in the market.

PEREBOOM & COMPANY, 470 Greenwich Street, New York

Mention the American Florist when writing

ABUNDANCE OF STOCK

	Per 100	Per 1000
2¼-inch Smilax plants	$ 2.75	$25.00
2¼-inch Snapdragons, white, pink and yellow	5.00	48.00
4-inch Marguerites, white and yellow	15.00	
25,000 Vincas, field grown	8.00	75.00

10,000 Bench Ferns, 5 varieties, $25.00 and $30.00 per 100.

Packing free of charge. Liberal extras.

Alonzo J. Bryan
Wholesale Florist
Washington, New Jersey

Mention the American Florist when writing

Yokohama Nursery Co.
LTD.
Woolworth Building,
NEW YORK CITY
IMPORTERS
Japanese Bulbs, Plants and Seeds

Mention the American Florist when writing

GARDEN SEED

Beet, Sweet Corn, Garden Beans, Onion Sets and Sweet Potatoes in variety. Also other items of the short crop of this past season, as well as a full line of Garden Seeds, will be quoted you upon application to

S. D. WOODRUFF & SONS, 82 Dey St., NEW YORK
and ORANGE, CONN.

Mention the American Florist when writing

SMILAX

Extra Good, Well-Rooted Plants.
From 2-in. pots, $2.00 per 100; $18.00 per 1000.

BOSTON YELLOW DAISIES.
A special good strain; from 2-in. pots, $3.50 per 100.

LETTUCE, Grand Rapids Forcing, $1.00 per 1000; $8.50 per 10,000.

Elmer Rawlings, Wholesale Grower, ALLEGANY, N. Y.

Mention the American Florist when writing

BULBS, ETC.

JAP. LILIES, Giganteum, Auratum, Rubrum, Melpomene, Roseum, Album.

VALLEY PIPS, forcing grade, Dutch or German.

T. R. BEGONIAS, single, separate colors or mixed, two sizes.

Write for prices specifically stating requirements.

McHUTCHISON & CO., THE IMPORT HOUSE.
95 Chambers Street, NEW YORK

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Hogewoning & Sons, Inc.

Wholesale Bulb Growers and Importers
32 Broadway, New York

EDGAR F. HURFF
SWEDESBORO, N. J.

Grower of High-Grade Seed.

TOMATO, Pepper, Eggplant, Squash, Pumpkin, Cucumber and Watermelon Seed and Field Corn on contract.

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ROUTZAHN SEED CO.

Arroyo Grande, Calif.
Sweet Pea and Nasturtium Specialists.
Wholesale Growers of full list of
FLOWER and GARDEN SEEDS

THE C. HERBERT COY SEED CO.

VALLEY, Douglas County, NEB.
Contract Growers of
HIGH GRADE SEEDS
Cucumber, Muskmelon, Squash and Pumpkin, Sweet, Flint and Dent Seed Corn.

The Everett B. Clark Seed Co.

GROWERS FOR THE TRADE
Beans, Peas, Sweet Corn, Onion, Turnip, Radish, Beet, Carrot, Spinach, Etc.

Branches: Wisconsin, Colorado, Montana, Idaho, Washington. Milford, Conn

Market Gardeners

Vegetable Growers' Association of America.

E. A. Dunbar, Ashtabula, O., President; Louis F. Miller, Toledo, O., Vice-President; S. W. Severance, Loui ville, Ky., Secretary; H. J. Cheney, Grand Rapids Mich., Treas. Next annual convention September 1920.

Prices of Indoor Fruits and Vegetables.

Chicago, Dec. 23.—Cucumbers, 2-dozen box, $5.50 to $7.00; celery, Michigan, square box, $1.50 to $2.00; leaf lettuce, per tomato box, 35 to 40 cents; radishes, per dozen bunches, 90 cents; tomatoes, per lug, $1.50 to $2.00.

New York, Dec. 22.—Celery, per doz. roots, 15 to 75 cents; cucumbers, basket or crate, $4.00 to $7.00; mushrooms, 60 cents to $2.00 per three pound basket; tomatoes, per pound, 15 to 45 cents; lettuce, per dozen, 50 cents to $1.00; radishes, per 100 bunches, $2.00 to $400.

Mulching Tomatoes Increases Yield.

According to reports received by the Missouri College of Agriculture, Columbia, from tomato growers in St. Louis county, a straw mulch increased the yield of fruit from tomatoes very strikingly, during the latter half of the past season, when the effects of the dry weather were harmful to unmulched plants. Besides yielding more fruit, the mulched plots yielded smoother, sounder and cleaner fruits than did the unmulched plots. These factors would be especially desirable where tomatoes are grown for a fancy retail trade. The mulching material used was wheat straw of last year's crop, applied five or six inches deep around the plants, a few weeks after they were set in the field. The mulch should be applied before the soil is dried out by summer heat, and it is much better to have the surface completely covered with the mulching material before the plants begin to branch and spread over the ground. The chief value of the mulch seems to be in the case of dry weather, yet in wet weather, it keeps the fruit and vines from coming in contact with the ground, thereby keeping them clean and healthy. It would seem that wherever straw, grass, or leaves are available for mulching purposes, that the mulch will be quite beneficial to tomatoes. This is especially true of home garden plantings, and small areas grown for market. The cost of the mulching material and the labor of application would probably prevent this practice from being profitable on an extensive scale.

Potato Crop Report for December.

The bureau of crop estimates of the United States department of agriculture in its report of the late or winter potato crop based on conditions December 1, has the following comments:

"The states in the following table include all those producing late potatoes in considerable commercial quantity for other than local market. The carload movement this year is now estimated at 133,124 cars as compared with an estimate of 129,466 cars on October 1. Reduced to bushels, the commercial crop of late potatoes this year is about 93,186,000 bushels as compared with 106,608,600 bushels last year, or 87 per cent of last year's crop. The yield this year is also about nine per cent less than the average. In the heavy producing states of Michigan, Wisconsin and Minnesota, the production promises to be 56,465 cars, compared with 63,510 cars last year, or 89 per cent of last year's crop. In Colorado, the only important state in the Rocky Mountain district, there was about 31 per cent of the potato crop still in the hands of the growers December 1.

"Conditions in the northwest have not differed much since October 1. Idaho, Washington and Oregon promise to ship 10,430 cars as compared with 13,205 last year. Thirty per cent, or 3,129 cars, were still in the hands of the growers of the northwest, December 1. Maine, New York and Pennsylvania indicate a production of 45,599 cars as compared with 43,522 cars last year. On December 1, it was estimated that 55 per cent of the crop in these states was still in the hands of the growers and growers' organizations.

"The loss after harvest was not particularly heavy, amounting to 5.8 per cent for the entire country. The northwest had some loss from frost injury while the potatoes were still in the ground, while rot caused considerable loss through the middlewestern and eastern districts.

"The average yield per acre for the entire commercial potato acreage of the United States amounts to 144 bushels, the highest—260 bushel average being in Maine, the leading state in production, and the lowest—63 bushels, being in North Dakota. Other states which ran high in average yield were California, Idaho, Utah, Nevada, and some districts of Colorado."

	Estimated Commercial Production.		Per cent of crop in hands of growers.
State.	1919. Carloads.	1918. Carloads.	Per cent.
Maine	27,499	26,922	65
New York	11,500	10,650	42
Pennsylvania	6,600	5,950	36
Michigan	10,460	12,000	44
Wisconsin	20,900	25,510	34
Minnesota	25,105	26,000	26
Iowa	229	950	20
North Dakota	2,000	2,950	11
Nebraska	2,211	5,000	33
Montana	450	946	25
Colorado	10,000	14,800	31
Utah	450	490	14
Nevada	790	725	15
Idaho	6,830	7,725	28
Washington	2,400	3,100	18
Oregon	1,200	2,350	62
California	4,500	8,200	17
U. S.	133,124	152,298	39

Carload figures are based on cars loaded 700 bushels.

Mushroom Growing

By B. M. Duggar

Presenting accurately the requirements for success.

260 pages, cloth, fully illustrated. Price, $1.50.

American Florist Co.
440 S. Dearborn St., CHICAGO

Safepack
more than waterproof

Keeps Moisture In.

The Ideal Protection for Roots and Shrubs.

Delivers them moist and alive, ready to grow again. Cheaper and better than burlap.

For Seedsmen:

Keeps Moisture Out.
Delivers seeds dry. Prevents sprouting, mildew—all damage. Rat and vermin proof.

Safepack Mills
Boston U S A

Mention the American Florist when writing

Seasonable Plant Stock

2¼-inch Pot Plants, Except Noted.

Asparagus Plumosus and **Sprengerii**, $5.00 per 100, $45.00 per 1,000.

Fern Dish Ferns—Pteris, Mayi, Victoria Variegata, Critica Alba, Wimmsetti, etc., $6.00 per 100, $50.00 per 1,000. (very heavy.)

Thumbergia Erecta—Splendid plants from 3-in. pots, $35.00 per 100.

Bougainvillea—Heavy 4-in. pot plants, $4.50 per doz., $35.00 per 100.

Euonymus Japonica, "Silver Edged," 3-in. pot plants, $15.00 per 100, 4-in. pot plants, $30.00 per 100; 5-in. bushy, 15 to 18 inches high, $60.00 per 100.

Lantanas, Dwarf—Two wonderful varieties in red, Jacob Schulz and Michiel Schmidt, $5.00 per 100; $45.00 per 1,000.

Kentia Forsteriana—Decorating Palms of good value, well rooted single specimen plants, 42 inches high, $7.50 each; 48 inches high, $8.50 each, 54 inches high, $10.00 each.

Phoenix Canariensis, Heavy plants, 48 inches high, $10.00 each.

The Storrs & Harrison Co.
PAINESVILLE, O.

BARGAIN PRICES IN

Narcissus Bulbs

Single Narcissus

	Per 100	Per 1000
Empress, double nose bulbs	$4.00	$35.00
Golden Spur, double nose bulbs	4.00	35.00
Golden Spur, round bulbs	3.00	25.00

Double Narcissus

	Per 100	Per 1000
Von Sion, round bulbs, 1st size	$2.75	$25.00

A. HENDERSON & CO.
166 N. Wabash Ave, CHICAGO

GRASS SEEDS

H. A. PETERSEN, Ltd.
SEED MERCHANTS
Brisbane, Queensland, Australia

are Exporters of Rhodes Grass, Paspalum Grass, Soudan Grass, Couch, Prairie Grass, Red Top Grass. Correspondence invited.

Mention the American Florist when writing

GEORGE R. PEDRICK & SON
PEDRICKTOWN, N. J.

Pepper, Egg Plant, Tomato, Okra, Asparagus, Rhubarb, Celery, Spinach, Beet, Onion, Beans, Cabbage, Cauliflower, Sweet Corn and Vine Seeds.

Correspondence Solicited.

WHOLESALE SEED GROWERS

Mention the American Florist when writing

Before Placing Orders for
SWEET PEAS, Spencers, Grandifloras, etc., ASTERS and FLOWER SEEDS in general; TOMATO, LIMA and POLE BEANS, write
JOHN BODGER & SONS CO.,
Contract Seed Growers
LOS ANGELES, CALIFORNIA

Robert Craig Co...
High Class **PALMS**
and Novelties in Decorative Plants.
Market and 49th Sts., Philadelphia, Pa.

Mention the American Florist when writing

Geraniums Rooted Cuttings.

December Cuttings All Sold.

S. A. Nutt and Buchner....$20.00 per 1000
Ricard and Poitevine..... 25.00 per 1000
Orders for Ricard alone, at 30.00 per 1000

ALBERT M. HERR, LANCASTER, PA.

JAMES VICK'S SONS
Growers of
Flower and Vegetable Seeds

Get the benefit of our 69 years' experience.
All Seasonable Varieties.
Our stocks are very complete.
ROCHESTER, N. Y. The Flower City

Special Prepared

Hyacinths for Christmas Flowering

Order your next year's supply now, from

Segers Brothers, Ltd., WHOLESALE BULB GROWERS **Lisse, Holland**

Prices on application

Just Arrived **Lily of the Valley Pips** Finest Quality

Ready for immediate delivery. For prices write

Van Meeuwen & Tegelaar, 1133 Broadway, NEW YORK (Corner 26th Street)

GLADIOLI

Send for our "Special Offer" of new and exquisite hybrids and varieties recently introduced to the trade.

P. VOS & SON, Mt. Clemens, Mich.

☞ Our varieties are the cream of Holland stock. From last spring on, grown in America.

CHAS. H. TOTTY
MADISON, NEW JERSEY
WHOLESALE FLORIST
Chrysanthemum Novelties My Specialty

If you are interested in
POINSETTIAS
and four and five inch
BOSTON FERNS
for immediate delivery, write
GEO. A. KUHL, Wholesale Grower PEKIN, ILL.

Mention the American Florist when writing

Carnation Laddie

R. C., Feby. and March Delivery.
$10.00 per 100; $90.00 per 1000.

The demand for this Carnation will far exceed the supply.

F. DORNER & SONS CO., Lafayette, Ind.

Mention the American Florist when writing

Chrysanthemum Novelties For 1920

Preliminary list now ready.
Free by mail.

Elmer D. Smith & Co.
Adrian, Michigan

Carnation Laddie

Rooted Cuttings, Jan. 1st, 1920, Delivery.
$10.00 per 100; $90.00 per 1000. Order now

A. F. LONGREN
4249 West Monroe St., CHICAGO, ILL

The Nursery Trade

American Association of Nurserymen.
J. Edward Moon, Morrisville, Pa., President; Lloyd C. Stark, Louisiana, Mo., Vice-President; John Watson, 400 Nassau Street, Princeton, N. J., Secretary; J. W. Hill, Des Moines, Iowa, Treasurer.
Forty-fifth annual convention will be held at Chicago, June, 1920.

SALEM, ORE.—Every available walnut tree is being planted in this section. The acreage devoted to prune trees will also be increased at least 10 per cent.

ACCORDING to Manager J. E. Miswander of the California Peach Growers, the surplus on hand this season after filling all orders will not exceed 1,000 tons.

EUGENE, ORE.—The Eugene Fruit Growers' Association shipped during the past season, 1,723,000 pounds of apples, five times the quantity moved last year.

TORONTO, ONT.—The park commissioner of this city favors a plan which will be sent to the city council to purchase, at a cost of $35,000, a number of acres of land to be used for a civic nursery.

DINUBA, CALIF.—Fig growers of Tulare county at a recent meeting here, effected a temporary organization with a view to forming a marketing association. The officers are W. Sam Clark, president, and W. R. Van Noy, secretary.

DETROIT, MICH.—At the recent meeting of the state horticultural society in this city, that body went on record as being opposed to public warehouses as being impracticable from an operating standpoint, and the fact that it would require many millions of dollars because of the varied number of products requiring storage.

Painesville, O.

Herman P. Knoble, president of the Friedley Co., Cleveland, O., accompanied by Shep Norris, greenhouse superintendent of the firm, were welcome visitors, recently.

Kallay Bros. have made improvements at their establishment, including an addition to the seed house and a cellar and packing houses for nursery purposes.

T. R. Norman & Sons will conduct their nursery on a profit-sharing basis after January 1, all employes in their service for two years or more participating.

The Storrs & Harrison Co. has closed a very prosperous fall season, with sales of trees, shrubs and plants probably greater than in any previous year.

C. C. Hallinan reports exceptionally good demand in shrubs and perennials during the past season.

T. J. M.

Private Forestry.

Henry S. Graves, of the United States forest service, at a meeting of the New England Forestry Conference, held at Boston, Mass., called attention to the importance of private forests in offsetting the failing supplies of virgin timber and the fact that New England is no longer self-supporting in lumber resources and that private forestry must supplement public timberlands. He urged a constructive programme that will require public participation, assistance and direction, which will include compulsory fire protection, organized and under state supervision. The public in its own protection should prohibit destructive methods of cutting that injure the community at large, care against premature and wasteful cutting and the adoption of a state policy of taxation that would encourage the practice of forestry, and further the co-operation in problems of labor and the liberal assistance of the public to the farmer and small owner.

Delphinium Belladonna

A very desirable forcing plant both for potting and growing on the benches.
Strong three year plants.....$15.00 per 100

JACKSON & PERKINS COMPANY, Newark, New York

Ibolium Privet, Natural Habit.

Ibolium THE NEW HYBRID Hardy Privet
(L. Ibota x Ovalifolium)
Now sent out for the first time. Inquire for further information. One-year field-grown plants. $5.00 each. Summer rooted, frame-grown, $3.00 each. Plants in storage for immediate shipment.
Introducers of **Box-Barberry,** well rooted summer frame cuttings, $65.00 per 1000.

The Elm City Nursery Co., Woodmont Nurseries, Inc.
NEW HAVEN, CONN.

Ibolium Privet, When Trimmed

Miscellaneous Plants

Boston Ivy
Clematis Paniculata
Shrubs
Raspberries, Blackberries
Evergreens
Ornamental Trees
Perennials
California Privet Hedge
Japan Barberry

Prices on request.

Peter Bohlender & Sons
Tippecanoe City, Ohio

Mention the American Florist when writing

HARRISONS' NURSERIES
Fruit Trees Budded from Bearing Orchards. Peach, apple, pear, plum, cherry, quince, grape-vines, strawberry plants, raspberries, blackberries, evergreens and shade trees. Catalog free.
Harrisons' Nurseries, Box 39, Berlin, Md.

Mention the American Florist when writing

DAISIES
White and Yellow.

ALYSSUM, Double Giant, 2-in., $2.00 per 100; $18.00 per 1000.
ASPARAGUS Sprengeri, 2½-in., $4.00 per 100.
CALENDULA Orange King, 2-in., $2.00 per 100;
GERANIUM Madame Salleroi, 2-in., $2.50 per 100.
CINERARIA GRANDIFLORA, 3-in., $8.00 per 100.
PRIMULA Malacoides, Lavender, 2-in., $3 per 100.
SMILAX, 2-in., $2.50 per 100.
SNAPDRAGON, Giant White and Yellow, 2-in. pots, $3.00 per 100.
TABLE FERNS, Assorted, 2-in., $4.00 per 100.
VINCA, VARIEGATED, 2-in., $3.00 per 100.

R. C. LIST:

AGERATUM, Gurney and Blue Star, 90c per 100.
VINCA VARIEGATA, $1.50 per 100.
FEVERFEW, Gem, $1.50 per 100
WEEPING LANTANA, $1.00 per 100
GENISTA, $1.50 per 100.
HELIOTROPE, $1.50 per 100.
FUCHSIA, $1.50 per 100.
COLEUS, 10 kinds, $1.00 per 100.
ALTERNANTHERA, red and yellow, $8.00 per 1000.
BRILLIANTISSIMA, $10.00 per 1000.
R. C. DAISIES, Sanders and Giant White, $1.50 per 100; Boston Yellow, $2.00 per 100.
CUPHEA, 90c per 100.
DBL. PETUNIA, as fine a strain as any, $1.50 per 100.
ROSE GERANIUMS, 2-in., $2.50 per 100.

—Cash.—

BYER BROS., Chambersburg, Pa.

Hill's Evergreens
BEST FOR OVER HALF A CENTURY
Small, medium and large sizes supplied.
Price list now ready.
The D. Hill Nursery Co.
Evergreen Specialists Largest Growers in America
Box 404, DUNDEE, ILL.

STAR BRAND ROSES
"American Pillar" and nearly every other good hardy climber.
Send for our list.
The CONARD & JONES CO. ★ WEST GROVE PENNA.
Robert Pyle, Pres. Ant. Wintzer, Vice-Pres.

Ready Reference Section.

12 CENTS, NET, PER LINE.

ALYSSUM.

Alyssum, Double Giant, 2-inch, $2.00 per 100. Elmer Rawlings, Allegany, N. Y.

Alyssum, Double Giant, 2-in., $2.00 per 100; $18.00 per 1,000. Byer Bros., Chambersburg, Pa.

AMARYLLIS.

Amaryllis seedlings in many colors, 2¼ to 2½-in., $20 per 100, $180 per 1,000; 2¾ to 3¼-in. diameter, $30 per 1,000. These bulbs are all 4 to 5 years old and should bloom next spring. No charge for packing. F.O.B. here.

TAIT BROS. Co.,
Box 556 Brunswick, Ga.

ARAUCARIAS.

Arancaria Excelsa, very fine plants, 6-in. tubs, 4 to 5 tiers, $4.00 to $5.00 each. Packing at cost. WM. K. HARRIS, 55th Street and Springfield Ave., Philadelphia, Pa.

ASPARAGUS.

Asparagus plumosus. 1000 extra heavy 4-in., ready for 5-in., $15.00 per 100; 500 not as heavy, 4-in., $12.50 per 100. 8000 2¼-in., $3.50 per 100. 1000 Sprengeri, 2¼-in., $3.00 per 100. Cash please. LOOMIS GREENHOUSES, Loomis, Calif.

Asparagus plumosus, 2¼-in., 3-in., 7½c; 4-in., 12½c. Sprengeri, 3-in., 7c. Cash. L. J. ROWE, Titusville, Pa.

Asparagus Sprengeri, 2½-in., $4.00 per 100. Byer Bros., Chambersburg, Pa.

ASPIDISTRA.

Aspidistra, green, 10-in. tubs, 20 to 24-in. high, $5 to $8; 12-in. tubs, 22 to 28-in. high, $8 to $10 each. Vaughan's Seed Store, Chicago and New York.

BEGONIAS.

Begonia (pink) in bloom. Fine for Xmas, 4-in., 15c. Cash. L. J. ROWE, Titusvlile, Pa.

BOXWOOD.

CHOICE BOXWOOD SPRAYS

Write us today for prices on Fall and Winter deliveries. Best merchantable fancy tips Dwarf variety. Quality guaranteed. Satisfactory delivery assured to all parts of U. S. A. and Canada.

PITTSBURGH CUT FLOWER CO.,
116-118 Seventh St. Pittsburgh, Pa.

BULBS.

Dutch Bulbs. Single and double tulips, hyacinths. For varieties and prices see advertisement on front cover page of this issue. Wm. F. Kasting Co., 568-570 Washington St., Buffalo, N. Y.

Bulbs. Single and double hyacinths. Darwin and single tulips. For prices see display advertisement elsewhere in this issue. J. M. Thorburn & Co., 53 Barclay St., New York.

BULBS.

Dutch Bulbs, for immediate shipment. For varieties and prices see display advertisement elsewhere in this issue. A. Henderson & Co., 166 N. Wabash Ave., Chicago.

Bulbs. Tulips and Lilium Giganteum. For sizes and prices see advertisement on front cover page of this issue. S. S. Skidelsky & Co., 50 Park Place, New York.

Bulbs. Holland and French. Ask for our quotations. General Bulb Co., 110 Water St., New York.

CALCEOLARIA.

Calceolaria Hybrida, choicest mixed, 2-in., $9.00 per 100 cash. BRILL CELERY GARDENS, Kalamazoo, Mich.

CALENDULAS.

700 2-in. Orange King, $3.25 per 100, packed. Cash. Fine strain, our own saving.

HEITMAN-OESTREICHER CO.,
5630 North Ave. Milwaukee, Wis.

Calendula Orange King, 2-in., $2.00 per 100. Seedlings, $1.00 per 100. Byer Bros., Chambersburg, Pa.

CARNATIONS.

Carnation Cuttings, December, January, February and March delivery. Varieties: Beacon, Alice, Cottage Maid, Mrs. C. W. Ward and Matchless. $6.00 per 100; $50.00 per 1,000.

THE PARK FLORAL CO.
Denver, Colo.

Carnation Laddie, rooted cuttings, January 1st delivery. $10.00 per 100; $90.00 per 1,000. A. F. Longren, 4249 W. Monroe St., Chicago

Carnations; rooted cuttings. Laddie, $90.00 per 1,000. F. Dorner & Sons Co., Lafayette, Ind.

CINERARIA.

Cinerarias, 6-in. semi-dwarf. Fine plants, $30.00 per 100. Add 5% for packing. JOHN HANLON & SONS, 8760 Frankford Ave., Philadelphia, Pa.

Cinerarias, Vaughan's Columbian, mixed, fine plants, 2-in., $4.00 per 100. Cash. BRILL CELERY GARDENS, Kalamazoo, Mich.

CHRYSANTHEMUMS.

Chrysanthemums in all leading varieties. Write for list. Elmer D. Smith & Co., Adrian, Mich.

COLEUS.

Coleus. R. C., $20.00 per 1000. Phone Niles 10. NILES FLORISTS, Niles, Ill.

CYCLAMEN.

CYCLAMEN—Strong, transplanted seedlings for January and February delivery; all leading varieties. $6.50 per 100; $60.00 per 1,000. PETER PEARSON, 5732 Gunnison St., Chicago.

DAHLIAS.

DAHLIAS FOR CUT FLOWERS.

Mixed colors and types, $3.00 per 100. Mixed types in separate shades, red, white, pink and yellow, $5.00 per 100. Good, strong, field-grown divisions. Cash with order or one-fourth deposit for reservations. Stillman's dahlias are world known. GEO. L. STILLMAN, Dahlia Specialist, Box A-20, Westerly, Rhode Island.

FERNS.

Ferns. Pot grown; shipped without pots. Boston and Scottii, 4-in., $3.00 per doz.; $20.00 per 100. 5-in., $4.80 per doz.; $35.00 per 100. R. Vincent Jr. & Sons Co., White Marsh, Md.

Ferns, Galax and Leucothoe. New crop ready for immediate shipment. For sizes and prices see display advertisement elsewhere in this issue. Elk Galax & Fern Co., Banners Elk, N. C.

Ferns. Victory. A new and valuable variety of Nephrolepis. For sizes and prices see advertisement on front cover page of this issue. F. R. Pierson, Tarrytown, N. Y.

Scotti and Teddy, Jr., extra fine, 6-in., $1.00 and $1.25; 8-in., $2.00; 10-in., $3.00 each. Packing at cost. WM. K. HARRIS, 55th Street and Springfield Ave., W. Philadelphia, Pa.

Boston ferns out of the bench ready for 6 and 8-inch pots. Come and see the stock and for prices. J. H. FIESSER, North Bergen, N. J.

Ferns. Boston, 4-in., 20c and 25c. Bench grown, ready for 6-in. Strong, 50c. Cash. L. J. ROWE, Titusville, Pa.

Hardy ferns. Illustrated descriptive list mailed. Ludwig Mosback, Ferndale, Askov, Minn.

Fancy Ferns, special picked. C. A. Kuehn. 1312 Pine St., St. Louis, Mo.

FREESIAS.

Freesias. Imp. Purity, ⅜-½-in., $6.00; ½-in. Plump, $8.00 per 1,000. Colored (Fardel's), separate colors, $4.00 per 100; $35.00 per 1,000. Mixed, $3.50 per 100; $30.00 per 1,000. Vaughan's Seed Store, Chicago and New York.

GERANIUMS.

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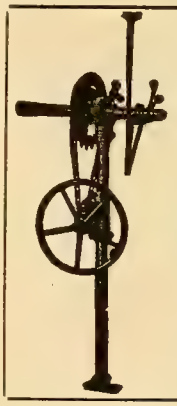

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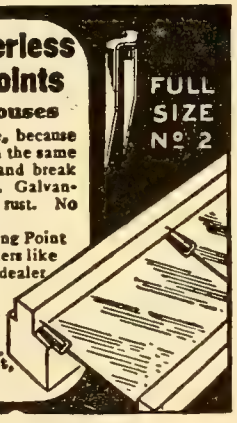

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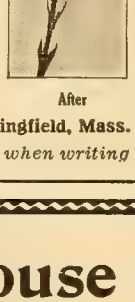
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THE AMERICAN FLORIST

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Vol. LIII. **CHICAGO AND NEW YORK, JANUARY 3, 1920.** **No. 1648**

THE AMERICAN FLORIST

ESTABLISHED 1885

Copyright 1920 by American Florist Company.

Entered as Second Class Matter Nov. 11, 1891 at the Post Office at Chicago, Illinois, under act of March 3, 1879.

PUBLISHED EVERY SATURDAY BY

AMERICAN FLORIST COMPANY,

440 S. Dearborn St., Chicago.

Long Distance Phone: Harrison 7465.

Registered Cable Address: Ameflo, Chicago.

Subscription, United States and Mexico, $1.50 a year; Canada, $2.00; Europe and Countries in Postal Union, $2.50. Volumes Half Yearly From August 3, 1901. Single Copies, 10 cents.

Address all correspondence, subscriptions, etc., American Florist Co., 440 S. Dearborn St., Chicago

SOCIETY OF AMERICAN FLORISTS AND ORNAMENTAL HORTICULTURISTS.

OFFICERS — A. L. MILLER, Jamaica, N. Y., President; F. C. W. BROWN, Cleveland, O., Vice-President; JOHN YOUNG, 1170 Broadway, New York, Secretary; J. J. HESS, Omaha, Neb., Treas. The thirty-sixth annual convention will be held at Cleveland, O., August 17-19, 1920.

AMERICAN CARNATION SOCIETY.

Next annual meeting and exhibition, Chicago, January 21-22, 1920. OFFICERS: THEO. DORNER, Lafayette, Ind., President; C. W. JOHNSON, Morgan Park, Chicago, Vice-President; A. F. J. BAUR, Thirty-eighth St. and Rockwood Ave., Indianapolis, Ind., Secretary.

FLORISTS' TELEGRAPH DELIVERY.

Next annual meeting, Indianapolis, Ind., October, 1920. OFFICERS — PHILIP BREITMEYER, Detroit, Mich., President; IRWIN BERTERMANN, Indianapolis, Ind., Vice-President; ALBERT POCHELON, Detroit, Mich., Secretary; WM. L. ROCK, Kansas City, Mo., Treasurer.

CHRYSANTHEMUM SOCIETY OF AMERICA.

Next annual convention and exhibition, Washington, D. C., November 1920. OFFICERS: THOMAS W. HEAD, Lake Forest, Ill., President; Z. D. BLACKISTONE, Washington, D. C., Vice-President; C. W. JOHNSON, 2242 W. 109th Street, Chicago, Secretary; CHAS. H. TOTTY, Madison, N. J., Treas.

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AMERICAN SWEET PEA SOCIETY.

Next annual meeting and exhibition, Boston, Mass., July 10-11, 1920. OFFICERS—G. W. KERR Doylestown, Pa., President; WM. GRAY, Bellevue Rd., Newport, R. I., Secretary.

SOCIETY OF AMERICAN FLORISTS.

Next Annual Convention, Cleveland, O., August 17-19, 1920.

President Miller's Message.

To All the Members of the S. A. F. & O. H. and Affiliated Bodies:

We are all standing together on the old December platform, suitcases in hand and our other baggage checked, waiting for the 1920 express. We hear the warning screech of the locomotive whistle around the curve. The train draws in, on schedule to a second. Old Father Time, the one train dispatcher who is always on the job, no matter what the weather may be, swings his dim lantern; Experience, the only conductor in whom we may with safety place our confidence, shouts, "All aboard!" We all pile in. There are ample reservations in the popular parlor car, Good Luck, and there's a well-stocked dining car forward. Caution, the brakeman, closes the gates. Again the whistle screeches, and we are off, Hope, the headlight, blazing the way into January.

Well, how do things look for a successful journey? Our last year's trip on the 1919 was not so bad after all. Here and there, for one reason or another, there was a slowdown, but we did not jump the track or have a collision and we came in on time.

In extending the season's compliments to our beloved society and affiliated organizations, my best wishes go to each and every one. To the dear ladies of our sister society, I extend my hearty greetings. May God spare them to continue the good work of making our annual gatherings more pleasant by their inspiring presence. I hope and believe that the 1920 express will carry us all safely through, and that we will be happy and more prosperous at the end of the run than ever.

We have reason to congratulate ourselves at this time, fellow members. The good old U. S. A. stands out on the world map bigger than ever, stronger than ever, more patriotic than ever. After a rest-up, following the end of the war, we have taken stock and find that prosperity is with us in abundant measure. But our share of it in the New Year will not come with mere wishing. We need to take off our coats, roll up our sleeves and get down to hard work. We must go after it.

Our society represents co-operation, thrift and conservation. We owe a great deal to our old leaders. They appreciated these three great qualities and founded our society upon them. Let us strive to continue their good work to make our organization more influential and more representative. In union is strength. All the way from the greenhouse to the retailer, there should be helpful co-operation. Our interests are closely allied. For one to be successful, all must share in the success.

In the year just beginning, there are important matters which are bound to engage our attention, a few of which I want to mention.

While we have great respect for the men who form the membership of the federal horticultural board, we nevertheless feel that the efficiency of that important body would be materially strengthened, and the best interests, not only of the florists, but of the public in general, served, were practical growers invited to suggest one of their number for appointment on that board. In all fairness to the great and ever-developing industry which is represented by our organization, we believe the department should have the official benefit of the ripe experience which comes through continued, direct touch with the various activities in plant propagation and culture.

Encourage recreation and affiliation. "All work and no play makes Jack a dull boy." This particularly applies to the florist who does not affiliate himself with his trade organizations. He misses many opportunities. No man in our profession can afford to be on the outside, and no one is too big or too small to become a part of us. We are fortunate to have such an edifying membership, and I hope soon to see all the wholesalers, cut flower growers and pot plantsmen enrolled.

PUELICITY.

Support publicity. Our publicity campaign is only in its infancy and needs to be encouraged. We are indeed favored by having such efficient men to wage this campaign, but we must all join and help in the work. Just imagine what we have accomplished in less than two and a half years. Why, for a few thousands, we have succeeded in flashing our slogan, "Say It With Flowers," throughout the United States. Yes, throughout the whole civilized world; while other tradesmen and manufacturers, after spending many years of laborious work and incurring exorbitant expenses, have not met with the success we have.

I congratulate myself on having such fine material for state vice-presidents, men who willingly give their time to work toward making our society as strong as the Rock of Gibraltar.

To the officers, I want to say that I feel greatly honored in being elected to serve in this high office, and with their co-operation, and that of my fellow members, I will do my utmost to make my administration a success. I need add only one thing. Let us work in the New Year with a united purpose to carry forward the work committed to our hands. The road lies straight ahead and, as a wise old Arab said years and years ago: "No man is ever lost on a straight road."

Secretary Young Reports Progress.

My hearty wishes for a most happy and prosperous New Year are extended to every member of the society. My personal thanks to a large number are also gratefully extended for their liberal support given to the secretary's office in its work during the year just closed.

The society may be congratulated upon entering its thirty-sixth year under most favorable conditions. The growth in membership in 1919 was rather remarkable in comparison with the growth of former years, especially when we consider the fact that general business conditions were going through a period of reconstruction. Most notable has been the large influx of life members, nearly 800 being the total for the year.

Prominent in the work we shall be called upon to do in 1920 will be the continuation of the publicity campaign. While little more than half of the $100,000 fund which our publicity committee believed it possible to raise last year, materialized, every dollar was expended to advantage, and a marvelous amount of publicity resulted. With conditions vastly better, the fund for this year should be easily raised. The campaign has resulted in a vast amount of benefit to the whole trade, and the value of our slogan, "Say It With Flowers," for publicity purposes, is estimated at millions of dollars. We should be untiring in our efforts to cash in on this value during the year.

Considerable work is also to be done this year in the promotion of the fifth national flower show, which is to be held in 1921. This will be a gigantic undertaking, and is expected to eclipse all previous shows.

For the first time, the society has a vice-president in every state in the Union, and in the territory of Alaska; there are vice-presidents also in most of the Canadian provinces, and in Cuba. Through these appointments, the society has both national and international representation, and is in touch with trade conditions generally.

Only two additional trade organizations have, so far, taken advantage of the affiliation privilege presented under our by-laws—the State Florists' Association of Indiana, and the Illinois State Florists' Association. With the requirements in the way of affiliation made easier, by the amendments to the by-laws passed at the Detroit convention, it was expected that organizations in the west and south would make efforts to secure representation upon our executive board.

A. L. Miller, Jamaica, N. Y.
President Society of American Florists

This year the annual convention is to be held in Cleveland, the dates, August 17-19. It is not too soon to plan to be in attendance. There is much to be seen in and around Cleveland of interest to florists, and it goes without saying that visitors will be heartily welcomed by our fellow craftsmen.

Let all of us use our best endeavors to increase the strength of our organization this year. In some states our membership is far behind what we might expect, and, surely, it is to the advantage of every live florist to become a member of his trade organization, which represents his interests in emergencies with which he, as an individual, cannot possibly cope. There is much truth nowadays in the old saying, "United we stand, divided we fall." We should, then, do our utmost to place our society where it ought to be—in the front rank of trade bodies, ready to battle against anything and everything likely to be detrimental to the well-doing of our craft.

Retiring President Ammann's Address.

Greetings to one and all with best wishes for a Happy and Prosperous New Year.

After two very trying years for our predecessors in office, and the trade at large, we were, on January 1, 1919, ushered into office under most auspicious conditions. Demand for florists' stock was exceptionally good. Growers and retailers were getting prices worth while, the volume of business was greater than ever before, and everybody was pleased and satisfied.

Now let us make a short review of the why and wherefores. First, we had less production at the close of 1918 and beginning of 1919, than for some time previous, the many reasons for which, we need not go into detail here. Second, the demand for our product, no doubt, was greater than ever before; some say on account of the influenza epidemic, while others say publicity was a large factor. Let us grant that it was either, or probably both. One thing we must all admit: It was a condition brought about by the supply and demand. Now then, if that is true, and I am sure it is, then we, no doubt, have the problem solved. All we have to do is to create a demand sufficient for the supply, and we all will be happy. This has been one of the primary aims of the past administration. We tried it through publicity, both national and local. The results, we feel, were very satisfactory for a beginning.

Local co-operative advertising has been initiated into many communities with very satisfactory results. The Florists' Telegraph Delivery, as an organization, and through its individual members, has done some very creditable work along this line. The national publicity contributions are, however, not coming in nearly as well as they should. In order to keep up this great work, more activity must come from the yet indifferent class among the trade. There is only one good reason why a florist, be he grower, wholesaler or retailer, should not subscribe, or rather invest, in national publicity. That one reason is, "If he does not expect to pay his pledge when due."

A condition already existed where the publicity committee had to temporarily borrow funds against outstanding accounts to pay advertising bills promptly. This should not be so, and I want to admonish all subscribers to pay their pledges promptly so the committee can get the benefit of all cash discounts, which amounts to a consilerable sum in one season.

Just as a closing word. I desire to express my sincere gratitude to all who have had a part in the great stride our society has made the past year. The credit belongs to no one person, least of all to myself. It is due to the efforts of the various committees, the administration office, the earnest co-operation of our affiliated societies, and the liberal space given to the work by the trade press.

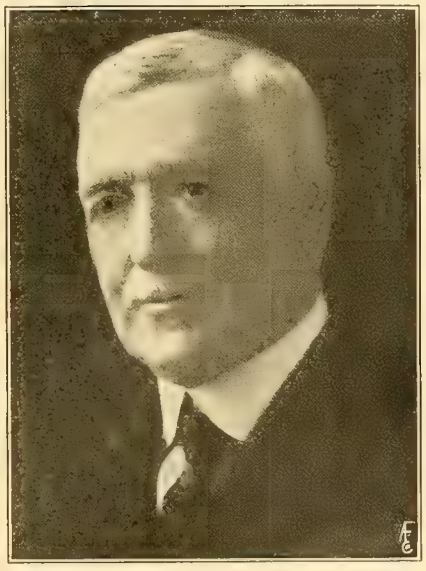
I thank you one and all from the bottom of my heart for the service you have rendered our beloved society, and for the privilege I have had in having just a part with you in moving the grand old S. A. F. just a step forward. Now let us all unite in joining heart and hand with the new administration towards a greater goal and higher ideals.

John Young, New York.
Secretary.

F. C. W. Brown, Cleveland, O.
Vice-President.

J. J. Hess, Omaha, Neb.
Treasurer.

J. F. Ammann, Edwardsville, Ill.
Director.



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Committee on Development of Amer. Products.

Paul R. Klingsborn, Chicago.
Director.

Theodore A. Dorner, Lafayette, Ind.
Director.

Philip Breitmeyer, Detroit, Mich.
Director.

OFFICERS OF THE SOCIETY OF AMERICAN FLORISTS FOR 1920.

President Miller's Appointments.

President A. L. Miller has made the following appointments for the year 1920:

Tariff and Legislative Committee: William F. Gude, chairman; James McHutchison, William H. Siebrecht, Jr., Leonard H. Vaughan, F. R. Pierson, J. D. Eisele, J. K. M. L. Farquhar.

Committee on Publicity: George Asmus, full term five years; J. Fred Ammann, term expiring December 31, 1920, in place of Guy French, resigned; Wallace R. Pierson, term expiring December 31, 1923, in place of Thomas H. Joy, resigned.

Committee on School Gardens: Benjamin Hammond, chairman Irwin Berterman, A. T. De La Mare, Michael Barker, Leonard Barron.

Committee on Development of American Products: F. R. Pierson, E. G. Hill, Charles L. Baum.

National Flower Show Committee: F. H. Traendly, New York.

Washington Representative: William F. Gude.

Committee on Nomenclature (reappointed): Prof. E. A. White, chairman; Dr. N. L. Britton, Prof. H. B. Dorner.

Entomologist: Prof. H. C. Irish, St. Louis, Mo.

Botanist: Dr. N. L. Britton, Botanical Gardens, New York.

Pathologist: William Martin, New Brunswick, N. J.

Officers for 1920.

President: Abraham Lincoln Miller, Jamaica, N. Y.

Vice-president. Fred C. W. Brown, Cleveland, O.

Secretary: John Young, 1170 Broadway, New York.

Treasurer: J. J. Hess, Omaha, Neb.

Board of Directors: (Term expiring 1921): Joseph A. Manda, West Orange, N. J.; Charles E. Critchell, Cincinnati, O. (Term expiring 1922): Joseph H. Hill, Richmond, Ind.; C. C. Pollworth, Milwaukee, Wis. (Term expiring 1923): Herman P. Knoble, Cleveland, O.; Paul R. Klingsporn, Chicago.

Ex-officio: J. Fred Ammann, Edwardsville, Ill.

Washington Representative: W. F. Gude.

Chairman, National Flower Show Committee: George Asmus, Chicago.

Chairman, Publicity Committee: Henry Penn, Boston, Mass.

Directors under affiliation to serve one year: Philip Breitmeyer, Detroit, Mich., president Florists' Telegraph Delivery Association; Róbert Pyle, West Grove, Pa., president, American Rose Society; Theodore Dorner, Lafayette, Ind., president American Carnation Society; E. G. Hill, Richmond, Ind., president Florists' Hail Association; Archie M. Henshaw, New York, president New York Florists' Club; T. E. Waters, Chicago, president Chicago Florists' Club; H. P. Merrick, Cleveland, O., president Cleveland Florists' Club; August H. Hummert, St. Louis, Mo., president St. Louis Florists' Club; E. A. Harvey, Brandywine Summit, Pa., president Florists' Club of Philadelphia; L. P. Jensen, St. Louis, Mo., president National Association of Gardeners; W. J. Keimel, Elmhurst, Ill., president Illinois State Florists' Association; A. Rasmussen, New Albany, Ind., president State Florists' Association of Indiana.

National Flower Show Committee: George Asmus, chairman, Chicago, term expires December 31, 1924; W. H. Duckham, Madison, N. J., term expires December 31, 1920; Patrick Welch, Boston, Mass., term expires December 31, 1921; Thomas Roland, Nahant, Mass., term expires December 31, 1922; Herman P. Knoble, Cleveland, O., term expires December 31, 1923; Frank H. Traendly, New York, term expires December 31, 1925. The above committee elects its chairman.

Committee on Tariff and Legislation: William F. Gude, chairman, Washington, D. C.; James McHutchison, New York; Wm. H. Siebrecht, Jr., Long Island City, N. Y.; J. D. Eisele, Riverton, N. J.; J. K. M. L. Farquhar, Boston Mass.; Leonard H. Vaughan, Chicago; F. R. Pierson, Tarrytown, N. Y.

Committee on Publicity: Henry Penn, chairman, Boston, Mass., term expires December 31, 1921; J. Fred Ammann, Edwardsville, Ill., term expires December 31, 1920; Edwin J. Fancourt, Philadelphia, Pa., term expires December 31, 1922; Wallace R. Pierson, Cromwell, Conn., term expires December 31, 1923; George Asmus, Chicago, term expires December 31, 1924. The above committee elects its chairman.

Committee on School Gardens: Benjamin Hammond, chairman, Beacon, N. Y.; A. T. De La Mare, New York; Irwin Bertermann, Indianapolis, Ind.; Michael Barker, Chicago; Leonard Barron, Garden City, N. Y.

Committee on Development of American Products: F. R. Pierson, Tarrytown, N. Y.; Charles L. Baum, Knoxville, Tenn.; E. G. Hill, Richmond, Ind.

Committee on Nomenclature: Prof. E. A. White, chairman, Cornell University, Ithaca, N. Y.; Dr. N. L. Britton, Botanical gardens, Bronx Park, New York; Prof. H. B. Dorner, Urbana, Ill.

Entomologist: Prof. H. C. Irish, St. Louis, Mo.

Botanist: Dr. N. L. Britton, Botanical gardens, Bronx Park, New York.

Pathologist: William Martin, New Brunswick, N. J.

STATE VICE-PRESIDENTS.

Alaska—Frank Teufel, Menana.

Alabama—W. B. Paterson, Montgomery.

Arizona—John Z. Howe, Tucson.

Arkansas—George Rye, Fort Smith.

California, North—J. A. Axell, San Francisco; South, A. F. Borden, Los Angeles.

Colorado—Samuel Lundy, Denver.

Connecticut—Carl C. Reck, Bridgeport.

Delaware—George C. Boyd, Wilmington.

District of Columbia—Edgar R. Gude, Washington.

Florida—C. D. Mills, Jacksonville.

Georgia—D. C. Horgan, Macon.

Idaho—W. A. Worrell, Pocatello.

Illinois, North—Guy W. French, Morton Grove; South, George A. Washburn, Bloomington.

Indiana, North—Oliver Steinkamp, Indianapolis; South, George Blackman, Evansville.

Iowa—J. T. D. Fulmer, Des Moines.

Kansas—Harris S. Mueller, Wichita.

Kentucky—George E. Schulz, Louisville.

Louisiana—Peter A. Chopin, New Orleans.

Maine—Philip H. Talbot, Portland.

Maryland—W. F. Ekas, Baltimore.

Massachusetts, East—E. Allen Peirce, Waltham; West, A. B. Butler, Northampton.

Michigan, East—H. W. F. Goetz, Saginaw; West, Robert M. Plumb, Detroit.

Minnesota—Olaf J. Olson, St. Paul.

Mississippi—S. W. Crowell, Roseacres.

Missouri, East—W. J. Pilcher, Kirkwood; West, W. J. Barnes, Kansas City.

Montana—Philo H. King, Butte.

Nebraska—Edward Williams, Grand Island.

Nevada—D. Devincenzi, Reno.

New Hampshire—Donald McLeod, Concord.

New Jersey—J. H. Fiesser, North Bergen.

New Mexico—Byron H. Ives, Albuquerque.

New York, East—T. B. De Forest, New York; West, George B. Hart, Rochester.

North Carolina—William Rehder, Wilmington.

North Dakota—W. B. Shotwell, Fargo

Ohio, South—H. W. Sheppard, Cincinnati; North, Charles J. Graham, Cleveland.

Oklahoma—Lon Foster, Oklahoma City.

Oregon—James Forbes, Portland.

Pennsylvania, East—Robert Kift, Philadelphia; West. E. J. McCallum, Pittsburgh.

Rhode Island, Edmund G. Brook, Jr., Providence.

South Carolina—T. T. Bolger, Charleston.

South Dakota—William Dethlefs, Mitchell.

Tennessee—A. J. McNutt, Knoxville.

Texas—Paul M. Carroll, Houston.

Utah—Robert Miller, Farmington.

Vermont—George A. Halladay, Bellows Falls.

Virginia—J. W. Grandy, Jr., Norfolk.

Washington—H. A. Crouch, Seattle.

West Virginia—N. J. Hayman, Clarksburg.

Wisconsin—Fred Rentschler, Madison.

Wyoming—Arthur A. Underwood, Cheyenne.

Alberta—A. M. Terrill, Calgary.

British Columbia—James Brand, Vancouver.

Manitoba—A. R. King, Winnipeg.

New Brunswick—K. Pedersen, St. John.

Quebec—William Cotter, Montreal.

Cuba—Antonio Martin, Havana.

JOHN YOUNG, Sec'y.

American Carnation Society

and the

Illinois State Florists' Association

ANNUAL CONVENTIONS AND EXHIBITIONS

to be held at

THE HOTEL LA SALLE CHICAGO

JANUARY 21-22

Come and Bring Your Interested Friends

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Chairman National Flower Show Committee.

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Washington Representative.

C. C. Pollworth, Milwaukee, Wis.
Director.

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Archie M. Henshaw, New York.
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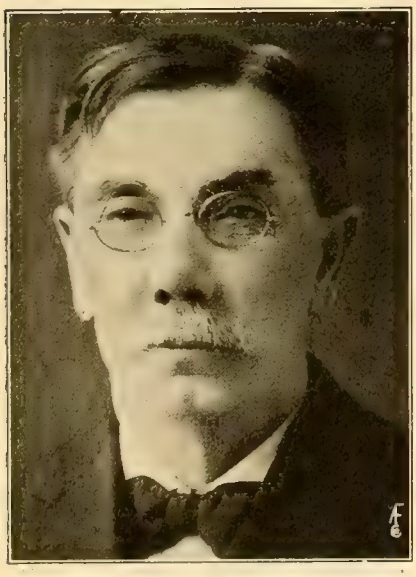
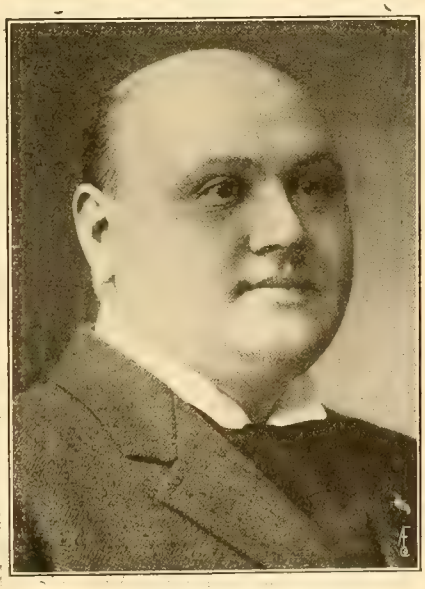


Benjamin Hammond, Beacon, N. Y.
Chairman Committee on School Gardens.



Henry Penn Boston, Mass.
Chairman Publicity Committee.

August H. Hummert, St. Louis, Mo.
Director.

OFFICERS OF THE SOCIETY OF AMERICAN FLORISTS FOR 1920.

National Publicity for Flowers.

The first special flower day to be featured in the 1920 campaign is St. Valentine's day, for which all possible publicity should be forthcoming. In addition to a page, in colors, in seven magazines, our promotion bureau has arranged to supply to florists a paster stamp in three colors, and of most appropriate design, for use on envelopes, packages, bills, letters and other material issuing from florists' establishments. These pasters are available for immediate shipment, and a liberal use of them will help to impress the public with the suggestion that they "Say it With Flowers" on St. Valentine's day. Clubs and other organizations can arrange to buy these paster stamps in quantity, for distribution to their members, and if properly used, they furnish a very inexpensive way to advertise this day thoroughly in a community of any size. They will be supplied on orders to the secretary, John Young, 1170 Broadway, New York, at the following rates: 500—$2.00; 1000—$3.00; 2000—$5.50; 5,000—$13.00; 10,000—$25.00; 25,000 $60.00; 50,000—$115.00; and 100,000—$225.00. All orders up to and including 5000 are mailed postpaid. Above that number they are sent by express, charges collect.

THE BILLBOARDS.

With the holiday trade out of the way, perhaps many of our friends will now give attention to the matter of billboards. When we think of the great number of florists' establishments presenting available sites for the display of our handsome billboards, we feel sure that the quantity we have arranged for will soon be distributed and doing the work expected of them, conveying our message "Say it With Flowers." Shipments on early orders have already been made, and orders coming in now will be promptly filled. Send to the secretary for a descriptive circular, if not already in possession of one.

GLASS SIGNS.

Nearly 100 glass signs were shipped from the factory this week. Every florist should display one of these signs, costing only $2.00 delivered, and connecting in a way, with our publicity advertising. Decalcomania transfer signs, in the same design, are also available, four for a dollar.

FURTHER SUPPORT URGENTLY NEEDED.

This is the time when good resolutions are made. If you have not yet subscribed to the publicity fund, it would be a graceful act on your part to begin the year with a subscription—graceful to yourself, as well as to the publicity committee, who have taken so much upon their shoulders in forwarding the work which has meant so much for the whole trade. Every florist who withholds his support to the campaign, holds back also the work. The committee, necessarily, must plan arrangements for publicity a considerable time in advance, and they cannot enter into contracts blindly; they must know that they will have the money to meet their obligations when due. A campaign similar to ours was recently launched by the toy manufacturers, after a preparation running into a year or more. They had $68,000 actually in hand before they started their publicity work. They would not take chances. We have worked somewhat differently. Our committee laid out a plan to cover certain periods, and as soon as sufficient funds became available, they went ahead. A lot of time was saved in this way, and immediate results were enjoyed—but it created a lot of anxiety for the committee.

The florists no longer have "hard times" to contend with. Our campaign has helped wonderfully to increase business, and all of us are reaping the benefit. Right now is the time to show appreciative interest in the campaign work—with a cheque covering a subscription. Subscription blanks and other matter mailed upon application.

JOHN YOUNG, Sec'y.

CHRISTMAS TRADE

New Business Records.

With prices averaging about 25 per cent higher than a year ago—and in a number of cities much more—the 1919 Christmas trade made a new record for increased volume of sales, showing a considerable gain over the satisfactory period of last year. Quality in general was better than in former holiday periods, in many cases, notably so, and prices in most instances were paid without complaint. The buying public, well supplied with money, wanted the best, and in the few cases, where prices for cut flowers lessened interest, plants moved readily as acceptable substitutes. Roses, carnations and violets were in short supply, compared with the demand and what limited offerings of bulbous stock were available failed to receive serious consideration. Violets and orchids showed perhaps the greatest price advance, and with a shortage of sweet peas, corsages met with limited sales. Poinsettias sold well, with roses a close second. In plants, the demand was so brisk, that all seasonable stock, went fast, and it was hard to determine favorites. Wreaths for decorations of all kinds found great favor. The following condensed reports from various sections of the country, indicate that it was truly a "Say it With Flowers" Christmas, with much credit due the national advertising of the Society of American Florists and the Florists' Telegraph Delivery Association's fast-

Christmas in New York Retail Stores.

When one reflects, that in Manhattanan (Old New York) and the Bronx, there are over 300 strictly retail flower stores, and in the Bronx a number of others that combine growing, in a small way, with retailing, it would seem that something interesting could be written about them. Perhaps the man—or woman—that could write the most entertaining narrative of the Christmas trade, should have a more fervid imagination than the writer of these notes, a person like Dr. Cooke, for instance, who "discovered" the North Pole. The growers, who like Paul and Apollos, have had a long season of planting and watering, have at last been reaping some fruits of their toil, and it can be said that they have done well. When Quarantine No. 37 and various other drawbacks are considered, the plant productions for this season were most creditable. In quantity, the poinsettias took the lead. So far as one could observe, every plantsman grew them, and a number had almost an excessive stock. There was a wide range in the size and quality of the poinsettias. There were very many large and attractive plants, others were but medium in size and quality, and there were many small ones, that in these times of high prices, gave people of limited means an opportunity to secure a growing plant showing the true Christmas color. We would consider the prices charged for all sizes of poinsettias, by the retailers, as reasonable. Good stock in 12 and 14-inch pans, arranged with Asparagus plumsosus, ranged from $15 to $20 each. For large plants or combinations in baskets, there were sales up to $35. On the other hand, small and inferior plants went as low as $3 to $5. If the growers had but a limited stock of azaleas to bring forward, they certainly did well to bring them to market so well flowered and in such good condition. Part of the stock would, for florescence, compare favorably with that on the market in the halcyon days, before the federal horticultural board was seized with bugphobia. Prices ranged from $8 to $40 each. The white, or as it is generally spoken of, the Christmas heather, was fine and some splendid specimen plants were seen. There was a larger stock of it than we had anticipated, and it served admirably as a foil for the great stock of red. The pink variety, of which there was a considerable supply, was also an attractive feature. Small plants of the lavender (E. regenerius) were used to great advantage, in combinations with Pandanus Veitchii, dracænas and small ferns. There were sales of large white heathers as high as $75 and $100; smaller plants $5 to $25 and $60. There were many fine specimens of the orange, and they too, were a relief to the eye where so much red was in evidence. The general range of prices was $8 to $25.

There were fair stocks of cyclamens, solanums, begonias of the Lorraine type, celestial peppers and other small plants, all of which found admirers and purchasers. But it was the poinsettias, heathers, azaleas and oranges, and the various combinations with such foliage plants as crotons, pandanus, dracænas and the ferns that made the stores don their Christmas dress. Only a limited stock of ardisias and camellias were noticed, but some of the latter were very attractive. What ardisias there were did not move well at the prices, $8 and $10. Even in these times of high prices, they are not worth it. A few large pots of daisies were seen, but being poorly flowered, they were not factors. There were a few cleverly arranged baskets of cattleyeas and cypripediums and adiantum. In quantity, doubtless many more poinsettias sold than any other plants—there were more of them—but singly, and in combinations, we would class the heathers as the best sellers. Many combinations of foliage plants were sold, because a small plant of heather was included, and plant for plant, the heathers brought much more money than the poinsettias. There were many sales of cyclamens at $5 to $10 per plant. If any stock was slow, it seemed to be the berried plants.

As for plant novelties, strictly speaking, there were none. Nothing was noticed but that a similar variety had been seen in former years. A few of the tall acacia plants were seen. In several stores, there were pans of short tulips, but they attracted little attention.

The plant trade in the leading stores was excellent, and everything that was attractive sold well. But little, excepting the culls, was left. So far as we can learn, the plant trade was good throughout the city.

As a matter of course, the large stores in the heart of the city sold cut flowers even at the high prices, but there was much complaint on that score and orders were heavily cut, so much so, that a predicted shortage of cut flowers developed into a surplus on Christmas eve. White carnations had the hardest fall, but no carnations sold up to expectations. Time and again, the carnation growers had been warned about "pickling," but it does no good. There were even some of the shorter grades of American Beauty roses and special tea roses left over.

NEW YORK NOTES.

There is no more effective way that a retail florist can "Say It With Flowers," than to keep up attractive window decorations; they speak for themselves. In the hurry and bustle in getting

H. P. Merrick, Cleveland, O.
Director.

H. P. Knoble, Cleveland, O.
Director.

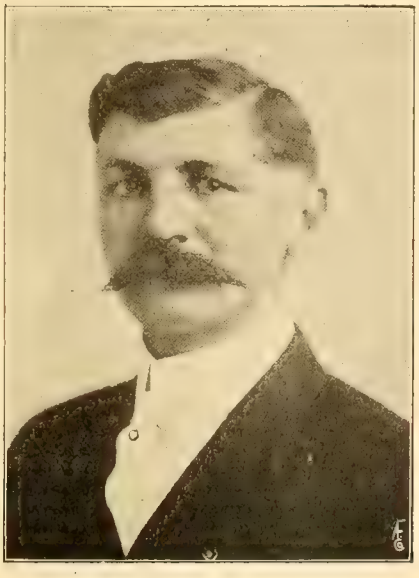
T. E. Waters, Chicago.
Director.

A. Rasmussen, New Albany, Ind.
Director.

Joseph A. Manda, West Orange, N. J.
Director.

Charles E. Critchell, Cincinnati, O.
Director.

E. A. Harvey, Brandywine Summit, Pa.
Director.



W. J. Keimel, Elmhurst, Ill.
Director.

L. P. Jensen, St Louis, Mo.
Director.

OFFICERS OF THE SOCIETY OF AMERICAN FLORISTS FOR 1920.

ready for holiday trade—cold weather and plants late in arriving—the window is sometimes neglected. It would be impossible in limited space to do justice to all the attractions in that line that we have noticed, and but a few can be mentioned. Malandre Brothers made an exceptionally fine window display of handle baskets, filled with azales, heather and foliage plants, decorated with pink ribbon. In the wings, were pyramids of well fruited orange plants, decorated with correspondingly colored ribbon. Cut flowers were so scarce, and high priced, that but few got into the windows. But at Herman Warendorff's Ansonia hotel store, many callas were used as a centerpiece for the window decoration. Suitable plants were grouped around the mirror, but attractive features being a large globe of goldfish and tall hand painted vases. The store and windows of the Boulevard Floral Co., were rich in color, with poinsettias, heathers, azaleas and begonias. The Aphrodite Co., displayed a pyramid of azaleas and begonias, flanked by orange plants. There were many attractive features at the store of the J. G. Papadem Co. Noteworthy was the fine arrangement of heather and poinsettias. Excellent stock of camellias, cyclamens and begonias was noticeable. The Colonial Florist (Costos Sakelos) has a taste for massed decorations, and the window of his main store did not fail to attract attention. Almost all the available varieties of plants were massed, each decorated with suitable ribbon. A. B. Cazan exhibited a fine collection of plants. Like others, he was well stocked with poinsettias, other attractive features being oranges, araucarias, begonias and celestial peppers. Large plants of Pandanus Veitchii enhanced the effect. The Broadway Florist made a good display with poinnsettias, azaleas and oranges. There was an excellent plant display at the Dards store, which was practically sold out by 10 a. m., December 24. There was a fine arrangement for handling and delivery, and Manager Perry is to be congratulated. Guido, Inc., had a large stock of plants and combinations, and sold out well.

Christmas in the Chicago Stores.

Plants were handled on a large scale this Christmas, owing to the great scarcity of cut flowers and everyone sold out completely with one or two exceptions, especially where the dealer replenished his supply at the last minute on account of the heavy demand. Cyclamens, begonias, poinsettias, peppers and heather were the principal offerings in the plant line. There were many complaints about the supply of heather plants from California, which arrived in such poor condition in some instances that the entire shipments had to be dumped. Made-up baskets and boxes of flowering stock, ferns and foliage plants were included in the offerings and moved readily as in other years. Pepper plants sold at $3.00 to $7.50 each; cyclamens at $4 to $15; begonias at $4 to $6; poinsettias at $4 to $15 and Scotch heather at $5 to $25. The made-up boxes and baskets sold at prices ranging from $10 to $30 each. Some higher prices were realized, but those quoted above are the average said to have been obtaind by the majority of the stores. American Beauty were sold for all kinds of prices ranging from $20 to $40 per dozen, according to quality. Mrs. Chas. Russell, Columbia, Milady, and Premier sold at high figures, ranging from $5 to $18 per dozen, and more in the extra select grades. Ophelia, Sunburst, Killarney, Killarney Brilliant, White Killarney, Ward, Shawyer, Champ Welland, Maryland and Montrose had a good call, owing to the prices asked, but all roses cleaned up nicely. Violets sold well, and so did sweet peas and orchids, notwithstanding the high figures paid at wholesale. Holly wreaths were in strong demand, and so were made-up baskets of boxwood and red winterberries. Made-up wreaths and baskets of artificial stock were featured quite extensively this season and sold exceptionally well. The ideal weather which prevailed the few days before Christmas made deliveries easy, which meant much to the local dealers. The sales for Christmas week, according to the majority of the stores, were the best in years, and while considerable grumbling was heard in regard to the high prices of stock in general, everyone is convinced that flowers, plants, etc., have been sold too cheaply in the past, and that the public will pay what is asked or take something else at hand if told of the high cost of production. This is the first time in years that the market held as firm as it did the day before Christmas, when stock of all kind, including the high priced carnations, cleaned up completely.

Christmas at Philadelphia.

The December holiday trade, with its more or less uncertain outcome both as to volume of business and stock of various kinds with which to meet the demand, has come and gone, and as far as can be ascertained, in the interest of the grower and retailer, it has been very satisfactory. In most cases, as far as sales are concerned, the records of last year were broken; there are a few grumblers, but the great majority, particularly those who went after the trade in up-to-date business-like methods, report increases from 10 to 25 per cent, with a very good clean-up of almost their entire stock. One dealer said his store looked like a place for rent, it was so empty. Those who were prepared with a good up-to-date stock that invited business had all the trade they could attend to at prices better than were ever realized before. Those who were doubtful of the outcome, and had to work up goods, such as wreaths on the last days, lost many opportunities, and had to fill their odrers in a wasteful and expensive way. Retail prices were from 25 to 100 per cent higher than last season, compelled by reason of increased prices of plants, all cut flowers, stock from the supply houses and extra salaries. There was no way out but to pass it on to the purchasers or general public, which was done, and in the great majority of cases, successfully. A certain ratio of profit is absolutely necessary if the business is to pay, and those who do not meet conditions in this way can never hope to get ahead or have any surplus to lay by. While the supply of cut flowers held out to the end, there was a scarcity of all kinds of medium priced stock. Carnations were from 25 to 33 per cent below the production of last season, while the same holds good on medium grades of roses. There were enough of the specials and extras of Columbia, Premier and Russell that sold from 35 cents up to $1, but the 15 to 25 cent kind were very shy, the demand being not nearly satisfied. Well grown Russell were preferred to Premier of the same grade. Carnations were, as expected, very scarce, selling from $12 to $15 a hundred for select stock, with a few of the best at $20. American Beauties were scarce at from $1.25 to $1.50 each, and yet the street men were offering quite good looking stock on Christmas morning. Snapdragons sold well, as did white lilac. Calendulas and Paper White narcissus cleaned up, as did daisies. For some reason, stevia appeared to hang fire, and much of it sold as low as 25 cents per bunch. Last year, it brought 50 cents easily. As compared with last season, cattleyas were at least 33 per cent short, but increased prices brought their total of sales up to the volume of 1918. Two dollars each for choice flowers was the price. There was a good supply of callas, which were in demand, while one grower surprised the market with a few new crop Easter lilies. Violets sold as high as $4 per hundred for choice New York doubles. There was a good supply of greens, for which there was little or no advance in price.

There was an immense demand in the stores for wreaths of all kinds, nearly all reporting an increased business, both for house and cemetery decoration. The French and Japanese moss wreaths, being again available, were largely sold for a medium-priced article. Prices, however, on all store-made wreaths, with magnolia and oak leaf groundwork, and decorations of supply house material, were from a half to double the figures of a year ago. There were some fancy wreaths of spruce, decorated with quantities of cones and red berries, and others of clippings of nursery evergreens, both of which were very classy and brought big money.

There was the usual array of choice plant baskets, which appear to have more interest taken in them every year. The choice pieces, enhanced with ribbon decorations, seen in the various stores, were exceptionally fine. While flowering plants of all kinds were claimed far short of the demand before Christmas, yet there appeared to be enough to go around. As featured in the shops in jardinieres, baskets, mats and paper covers, with silk and fibre ribbon or chiffon trimmings, they were very salable. Fruited plants, particularly dwarf solanums and celestial peppers, were quite plentiful and sold well at good prices. Dwarf oranges were scarce, and nearly all imported. There were a few ardisias. Poinsettias were the quantity stock. They were for the most part very well flowered, and in the decorated pans, sold at prices much above last year. Cyclamens, begonias and primulas were well done by local growers, but heather and some well flowered baby ramblers, a novelty for Christmas, came from New York and eastern cities. There was an immense sale of pot ferns, Boston, Scotii, Teddy, Jr., Norwood, Verona, and others, which were never seen in better form. They all brought record prices.

For some reason, there was a great oversupply of Christmas greens. Many carloads of Christmas trees were left unsold on the railroad sidings, while piles of them were seen all over the city on the morning of December 25. At the city hall, on Christmas Eve, trees that should have sold for $2.50 to $5 were almost given away. It was the same with holly. Many cases remained unopened, while well made holly wreaths sold for 10 cents each. These were street prices; as a rule, the stores fared much better, providing only for their regular patrons, from whom there was a good demand. Take it altogether, it was a splendid Christmas trade, at least 10 per cent in volume of transactions greater than last season, which at the advanced prices, argues well for the future.

WINNIPEG, MAN.—With prices slightly higher than for the holiday season of 1918, A. & J. Hobbs recorded a gain of about 14 per cent in this year's Christmas sales. Roses, carnations and violets were in limited supply, and while bulbous stock was quite plentiful, the demand was light. Quality also was not up to the standard of a year ago. The sale of flowering plants showed an increase. Red, as usual, was the predominant color.

DETROIT, MICH.—With an advance in prices of about 50 per cent, Christmas sales at John Breitmeyer's Sons increased to double those of a year ago. In bulbous stock, there were no offerings of account, with the exception of a few Paper Whites. The supply of roses, violets and carnations was ample, with quality in general of good condition. As a rule quality was better than for the 1918 season. Made-up baskets, pots and poinsettia pans took a strong lead. Roses took the lead over carnations, and orchids were too high in price and limited in supply to be counted as a factor. There was a heavy demand for wreaths.

KANSAS CITY, MO.—Samuel Murray says that higher prices than prevailed in 1918, helped to bring this year's Christmas sales to a point 35 per cent above last year's record. The quality of stock was also better than in former years. Roses, carnations and violets were in limited supply with no bulbous flowers. Flowering plants showed a gain in favor, and the same was true of arrangements of this stock in baskets. This up-to-date establishment enjoyed the best business of its career of more than 35 years. Ideal weather was also a contributing factor to success in perfect delivery.

CHARLESTON S. C.—While wholesale prices were much too high those asked by the retail stores were very little higher than a year ago and Christmas trade showed an increase of about 75 per cent over that of 1918 as reported by T. T. Bolger. The supply of roses, carnations and violets was below requirements and more bulbous flowers, which were of good quality, could have been sold if available. In other lines, the quality was not as good as in former years. In plants, the supply was short and anything in bloom moved freely. The demand called for the best quality in every case.

DES MOINES, IA.—According to the J. S. Wilson Floral Co. 1919 Christmas prices showed an advance of 15 per cent over those of last season with volume of sales 25 per cent better. Roses were a short item, but there was a plentiful supply of carnations, with prices too high to allow many sales. There was a fair demand for bulbous flowers. Everything considered, quality was better than in 1918. Plant sales showed an increase, especially poinsettias, followed by cyclamens and solanums. There was also a very good demand for Boston ferns and made up plant baskets. Magnolia wreaths went strong.

GRAND RAPIDS, MICH.—Christmas prices from 10 to 25 per cent better than last year, and an excellent demand is reported by Henry Smith. More cut flowers could have been sold, had they been available, especially roses, carnations and violets, and Paper Whites were about the only bulbous offering. Roses were of improved quality but carnations failed to reach their usual standard. Fancy roses enjoyed a very brisk call. All good pot plants sold well, but there was a shortage of flowering varieties, which helped the movement of ferns.

OMAHA, NEB.—Hess & Swoboda did 22 per cent more business than during the Christmas season of 1918. Carnations showed an increase in price of 33 per cent, and roses held about the same as in former years. The supply was limited, with the exception of California violets, which were plentiful. Quality in general was about the same as a year ago at an average price advance in all lines of 25 per cent. Poinsettias, both cut and pot, were the favorites, and plants moved better than ever. Cut flower prices killed interest in some cases.

POUGHKEEPSIE, N. Y.—Larger sales and cleaner business with little advance in prices over last year is reported by the Saltford Flower Shop. With the exception of bulbous stock, of which none was offered, cut stock was plentiful at the price. The quality was fine. Orchids and sweet peas were the short items. In plants, cyclamens took the lead with decorated ferns a close second. Begonias were not as much in favor as in former years. Orders, while calling for smaller quantity, were for higher quality than usual and early buying was noticeable.

RICHMOND, VA.—Ratcliffe & Tanner, Inc., had an increase of about 25 per cent in Christmas business, plant prices being about the same as last year, and cut flowers advancing from 50 to 100 per cent. In violets, carnations and roses, the supply fell below requirements, and the quality showed little difference as compared with a year ago. Flowering plants showed a gain in popularity. Violets and orchid prices were out of the question and fewer corsages were worn than in previous years, due to this reason.

WORCESTER, MASS.—For the 1919 Christmas trade, an increase of 50 per cent was noted in both prices and volume of sales by H. F. A. Lange. In cut flowers, roses were in good supply, but there was a shortage of carnations and violets. Paper Whites was the only item offered in the bulbous line. In general, the quality was ahead of that of a year ago. Poinsettias enjoyed a better sale than in former years. In plants, flowering stock showed increased sales. Quality was called for, regardless of price.

LAWRENCE, KAN.—In money value, Christmas sales showed an increase, with prices on some items nearly double those of 1918, according to A. Whitcomb & Son. In roses, violets and carnations, prices were too high to interest many buyers and there was not much movement in bulbous stock. The quality of the flowers in general, however, was good. While cyclamens took the lead in the plant section, all flowering stock moved very well. The call for cheaper plants was noticeable.

WASHINGTON, D. C.—Gude Bros. Co. reports 1919 Christmas business 25 per cent better than last year, with prices much higher. There was an ample supply of roses, carnations and violets of excellent quality with no increase noticeable in the call for any special flower. In plants, everything went with a rush. Increased prices did not seem to affect buying. In some instances, where one dozen seemed to call for too great an outlay, a half-dozen was made to answer the purpose.

SPOKANE, WASH.—Hoyt Bros. Co. reports prices about the same as for the Christmas period of last year, but 1919 volume of business showed a gain of about 30 per cent. Roses were in limited supply, but carnations and violets were ample to supply most needs. Bulbous stock was not in evidence. In all lines the quality was exceptionally good. Plant sales were about on a par with those of a year ago. Warm weather and good roads made delivery easy.

TOLEDO, O.—Mrs. J. B. Freeman reports better sales and more satisfactory prices than a year ago for the Christmas trade. Narcissus was the only offering in the bulbous line and the supply of this was good. In roses, violets and carnations there was a shortage, as the quality was below that of last year. Roses and violets led the demand. Plant sales were about on a par with the movement in 1918.

EVANSVILLE, IND.—The Wm. Blackman Floral Co. reports an increase of 50 per cent in Christmas business, with a limited supply of cut stock, and advanced prices on some lines. The quality was unusually fine and there was a heavy demand for the better grade of plants and cut stock. Any Christmas plant found ready sale and there was a brisk demand for wreaths.

ST. PAUL, MINN.—Holm & Olson report 1919 Christmas trade 15 per cent greater than last year, with prices about the same. Roses and carnations were equal to requirements, but there were no violets or bulbous flowers. The quality was fully as good as in former years with plant sales about equal to former corresponding periods.

FALL RIVER, MASS.—C. Warburton reports a 25 per cent increase in Christmas sales with an advance in prices of about one-fifth as compared with 1918. Cut flowers, with the exception of bulbous stock, were equal to the demand, with quality up to standard. In plants, the offering was sufficient for all needs.

FARGO, N. D.—The Smedley Floral Co. recorded a 30 per cent increase in Christmas sales volume, at prices about the same as last year. Quality was about on a par with other seasons and the cut flower supply was plentiful, poinsettias being most in favor. In plants, cyclamens were the favorites.

Grimm & Gorly's New Quarters.

Grimm & Gorly, well-known St. Louis, Mo., florists, have leased the four-story building at 712 Washington avenue, that city, which they have remodeled into a flower shop that will be unequaled in excellence of appointment and service by any store of its kind in the west. Vincent J. Gorly says that he has planned many innovations for the new store. The exterior of the building will be remodeled, with large cement flower boxes, in tiers running parallel to each floor. These will be filled throughout the year with seasonable plants and flowers. A canopy of bronze and glass will project over the doorway. The first two floors will be used as salesrooms, and will be decorated with plastic reliefs, crystal chandeliers of unique design, caen stone walls and floors of French tile. A large display of wicker ware, sun-room decorations and nursery effects will be shown on the second floor.

The Late W. Marcus Stephenson.

W. Marcus Stephenson, landscape architect and rose grower of Old York road, Philadelphia, Pa., died December 27, age 60 years. The deceased succeeded to the business of his father, trading under the firm name of John Stephenson's Sons. Some years ago he erected a mammoth rose house, 50x 1,200 feet, from which he produced very fine stock. He was unmarried and lived in the old mansion with his sisters. The funeral, held December 30, was attended by many in the trade, by whom he was held in high esteem. The business will be continued by H. E. Roberts, manager, for the present.

The Late James Christatos.

James Christatos, a well known florist of New Yorw, died December 24, after a lingering illness. He was of the family of that name who are well represented in the flower business. He was a brother of N. Christatos, and an uncle of Morris, Thomas and Robert Christatos, all in the retai florist trade. He leaves a wife and five children. His death is deeply felt by his many friends.

THE AMERICAN FLORIST

ESTABLISHED 1885.

Subscription, United States and Mexico, $1.50 a year; Canada $2.00; Europe and Countries in Postal Union, $2.50.

When sending us change of address alway send the old address at the same time.

Advertising rates on application.

From the first issue THE AMERICAN FLORIST has accepted only trade advertisements.

Advertisements must reach us Tuesday (earlier if possible) as we go to press Wednesday.

We do not assume any responsibility for the opinions of our correspondents.

THE AMERICAN FLORIST,
440 S. Dearborn St., CHICAGO

THIS ISSUE 52 PAGES WITH COVER

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1920.

"The morning wind forever blows;
the poem of Creation is unending."

THE Christmas business of the post offices of the United States shows an increase of 50 per cent.

CHRISTMAS TRADE, judging from the early reports at hand, shows an advance of about 20 per cent over that of last year.

THE horticultural classes at the University of Illinois are so full that there is not more than half enough staff to carry on the work.

IT is reported the coming year will be one of restricted glass output, labor not being as available or as efficient as in the past. The demand for glass for new buildings promises quite extensive.

Personal.

James Gurney, Sr., former superintendent of Tower Grove park, St. Louis, Mo., is enjoying good health in his eighty-sixth year.

Carnation Convention Hotel Rates.

Members and friends of the American Carnation Society and the Illinois State Florists' Association expecting to attend the annual meeting and exhibition to be held at the Hotel La Salle, Chicago, January 21-22, should make their reservations at once. The hotels are filled up all the time, and unless reservations are made early, visitors are very likely to be disappointed in securing the accommodations they want. Rates are as follows:

ONE PERSON	Per Day
Room with detached bath	$2.00 to $4.00
Room with private bath	3.50 to 7.00
TWO PERSONS	**Per Day**
Room with detached bath	$3.50 to $6.00
Room with private bath	5.00 to 10.00
Two connecting rooms with bath.	Per Day
Two persons	$ 6.50 to $10.00
Three persons	8.50 to 16.00
Four persons	10.50 to 19.00

Make your reservations direct to the Hotel La Salle, Chicago.

CHAS. W. JOHNSON, Chairman,
Local Committee of Arrangements.

New York Spring Show Schedule.

The final schedule of the New York spring flower show which will be held in the Grand Central Palace, that city, March 15-21, 1920, under the auspices of the Horticultural Society of New York, the New York Florists' Club and the American Rose Society, has been issued and copies of same may be had by addressing John Young, secretary, 1170 Broadway, New York.

In all, there are 291 classes in which awards will be made, ranging from $5 to $500, with divisions for commercial and private growers. In the commercial section, plants in flower will be judged in 17 classes, palms and foliage plants in 13, ferns six, bulbous plants 12, orchid plants four, cut orchids one, roses in pots and tubs, six, cut roses 23, carnations 11, sweet peas 11. The feature entry will again be a display of rose plants, including hybrid perpetuals, hybrid teas, climbers and polyanthus types, arranged as a growing garden, covering 500 square feet, for which the following prizes are offered: $500, $300 and $200. An equally attractive schedule is offered in the section for private growers with classes added for dinner table decorations and basket arrangements.

Pansies—Sow Now.

We have for many years produced at least part, and sometimes all of our pansies for spring trade by sowing seeds in midwinter, from December 1 to January 15. There are several good seasons for this method. The first, and a very good one, is that in midwinter we can depend upon every good seed to produce a plant. This is not the case in hot weather in August. At the present price of seed, this point is worth considering. The second reason is that we seldom have time in October to give the young plants proper attention, owing to other interests. Third, and very important, these young plants do better in summer than the larger wintered-over stock. This is so well known by customers that they will buy no others.

To do this right, we have found that we cannot avoid two shifts. We sow the seed into shallow drills, on greenhouse benches, having the rows two inches apart. We do not cover the seed at all, but use a piece of bunting (white cheese-cloth) and spread this over the seeds. Water will go through this cloth readily, and also some light, yet drying out is prevented and also any displacing of seeds. It is the best method we have ever used. This cloth can remain until the seeds are well rooted, when it must be removed before the plants push through the mesh. With very little attention, a perfect stand is easily obtained. When these seedlings show character leaf, they are pricked out on benches 2 inches by 2 inches and about March 20 they are shifted out into cold frames 3x3 inches. All this work is done in a very low temperature, somewhere between 40 and 50°. It is also not essential to have the best of roof, as they come along all right in an old house, or a place that is shaded at times. We know of nothing that pays better than this method of pansy culture, if well done. It produces the short-jointed, sturdy plant that the buyer likes. We have found that hard freezing in March does not hurt them in the cold frames, hence, do not delay the final move if you are ready.

MARKETMAN.

Club Meetings Next Week.

[Secretaries of clubs and societies are requested to send notice of change in time, date and place of meetings.]

Boston, Mass., January 6, 8 p. m.—Florists' Association of Boston at Parker House. Elijah Gorney, secretary, Park and Tremont streets, Boston.

Chicago, January 8, 8 p. m.—Chicago Florists' Club at Hotel Randolph, Wells and Randolph streets. A. T. Pyfer, secretary, 164 North Wabash avenue, Chicago.

Cleveland, O., January 5, 8 p. m.—Cleveland Florists' Club at Hollenden hotel. James McLaughlin, secretary, care of J. M. Gasser Co.

Davenport, Ia., January 8, 8 p. m.—Tri-City Florists' Club at home of member. Wm. Knees, Jr., secretary, Moline, Ill.

Dayton, O., January 6, 8 p. m.—Dayton Florists' Club at Y. M. C. A. building. George J. Frisch, secretary, 3205 East Fifth street, Dayton.

Hartford, Conn., January 9, 8 p. m.—Connecticut Horticultural Society at county building. Alfred Dixon, secretary, Wethersfield, Conn.

Holyoke, Mass., January 6, 7:30 p. m.—Holyoke and Northampton Florists' and Gardeners' Club at member's place of business. James Whiting, secretary, French hall, Amherst, Mass.

Indianapolis, Ind., January 6.—State Florists' Association of Indiana. O. E. Steinkamp, secretary, 3800 Rockwood avenue, Indianapolis.

La Crosse, Wis., January 9, 8 p. m.—Associated Florists of La Crosse at the Flower Shop. L. E. Metcalf, secretary, 501 Main street, La Crosse.

Los Angeles, Calif., January 6, 8 p. m.—Los Angeles County Horticultural Society at 237 Franklin street, H. S. Kruckeberg, secretary, Los Angeles.

Louisville, Ky., January 7, 8 p. m.—Kentucky Society of Florists at Y. M. C. A. hall. Joseph Abele, secretary, Louisville.

Madison, N. J., January 7, 8 p. m.—Morris County Gardeners' and Florists' Society at Masonic hall. Edward Reagan, secretary, Morristown.

Minneapolis, Minn., January 6, 8 p. m.—Minneapolis Florists' Club at 218 North Fifth street. Wm. J. Vasatka, secretary, 3340 Chicago avenue, Minneapolis.

Montreal, Que., January 5, 8 p. m.—Montreal Gardeners' and Florists' Club at 642 St. Catherine street. W. H. Horobin, secretary, 283 Marquette street, Montreal.

Newark, N. J., January 8, 8:30 p. m.—Essex County Florists' Club at Roever's hall. David Murphy, secretary, 181 Clinton avenue, Irvington, N. J.

New London, Conn., January 8, 8 p. m.—New London Horticultural Society at municipal building. Stanley Jordan, secretary, Harkness estate, Waterford, Conn.

Newport, R. I., January 8, 8 p. m.—Newport Horticultural Society at Music hall, Thamas street. Fred P. Webber, secretary, Nelville, R. I.

New York, January 10, 4:30 p. m.—Horticultural Society of New York at American Museum of Natural History. George V. Nash, secretary, New York botanical garden, Bronx Park.

Philadelphia, Pa., January 6, 8 p. m.—Florists' Club of Philadelphia at Adelphia hotel. Robert Kift, secretary, 4044 Haverford avenue, Philadelphia.

Pittsburgh, Pa., January 6, 8 p. m.—Pittsburgh Florists' and Gardeners' Club at Allegheny Music hall. E. J. McCallum, secretary, 137 Seventh street, Pittsburgh.

Rochester, N. Y., January 9, 8 p. m.—Rochester Florists' Association at 95 Main street. A. H. Secker, secretary, 357 Linden street, Rochester

Wants, For Sale, Etc.

Small Type, 12 Cents Per Line, Each Insertion. Display, $1.50 Per Single Column Inch, Each Insertion. These prices are net, cash with order. For Plant Advs., See Ready Reference Section.

Where answers are to be mailed from this office enclose 10 cents extra to cover postage, etc.

Situation Wanted.—By an experienced, all around grower; single. Please state wages and particulars. Address,
Key 430, care American Florist.

Situation Wanted—As salesman in first-class flower shop; New York experience selling to the finest trade. Address
Key 438, care American Florist.

Help Wanted—Girl to work in loop flower store. Apply
M. E. Poletsos,
35 E. Adams St., Chicago.

Help Wanted—Florist for municipal greenhouses and lawns. Address **E. F. A. Reinisch,** Superintendent of Parks, Topeka, Kan.

Help Wanted—Grower for general greenhouse stock; $30.00 per week. Address
F. V. BROWN, Lapeer, Mich.

Help Wanted—Experienced florist, designer and decorator; one who has had experience in large city preferred; give details in first letter, stating salary expected, experience, age, etc.; also furnish name of former employer and give other references. **Tucson Seed & Floral Co., Tucson, Ariz.**

Help Wanted

Florist for all around greenhouse work. Wages $30 per week. Apply

JOHN A. MICHAL
7045 Stony Island Ave., CHICAGO

HELP WANTED.

Single young man, who has some knowledge of and interest in trees and shrubs; willing to learn and to make himself general useful as assistant in city cemetery. Position permanent; give age, education, etc. Protestant preferred.
Key 450, care American Florist.

Help Wanted

Working Gardener to take charge of institution greenhouses and grounds near Chicago. Good place for competent single man. State age, experience and wages. Address
Key 449. care American Florist.

HELP WANTED

Working Foreman, January 10th, who understands the florists' business, where results can be expected. (No roses or carnations grown here), but everything else. 40 000 square feet. Place now in first-class condition. Have a good man now, who leaves for other work on above date. One who can handle bulb stock right, pot plants and assist occasionally with decorations preferred. Right in town with every convenience. Answer at once stating salary and reference. Will wire acceptance.
W. G. MATTHEWS, Dayton, Ohio.

HELP WANTED.

Young man of energy and ability to take charge of a branch nursery for the growing of ornamental trees, shrubs, evergreens and roses. First-rate opportunity to a man who demonstrates his ability, as a share of the profits of an old established business will be given in addition to his salary. Give full particulars, references and wages expected.
ELLIOTT NURSERY CO., Pittsburgh, Pa.

BOILERS — BOILERS

ALL SIZES.

Selected Boiler Tubes, all sizes, for greenhouse piping and **Retubing Boilers.** Thoroughly cleaned like **New** and trimmed. Complete stock of **New** and **Second Hand** Pipe, Valves, Fittings, etc.

LEVINE & CO.
3738 South Halsted Street, CHICAGO, ILL.
Phone Boulevard 9354.

WANTED

Retail Storeman

Capable of taking charge of flourishing business in good sized manufacturing city. State age, experience and wages expected. Address

Key 448, care American Florist

OFFICIAL S. A. F.

Shipping Labels

Actual size of leaf 2¾x5¼ inches

FOR CUT FLOWERS: in two colors, gummed paper; your card, etc., in black and leaf adopted by the S. A. F. in red. Prices: Per 500, $3.35; per 1000, $5.00. Samples on request. Electro of leaf, postpaid, $2.00. Cash with order.

AMERICAN FLORIST CO.
440 S. Dearborn St., CHICAGO

MANAGER WANTED

For Commercial Greenhouses

Must be capable of handling men and all lines of commercial stock. Mail full particulars, including salary. Address

Key 447, care American Florist.

For Sale

$50,000 buys a modern carnation range near Chicago, including fine residence and several acres of land. Possession now or in the spring. $10,000 cash and balance on easy terms. Address

Key 446, care American Florist.

PLANT STOCK

OF ALL KINDS

Needed Promptly

TO FILL THE

VACANT BENCHES

CLEARED OF CHRYSANTHEMUMS AND HOLIDAY PLANTS

MAIL YOUR AD TODAY

AMERICAN FLORIST CO., 440 S. Dearborn St., Chicago

For Florists' Supplies, Baskets, Chiffons and Novelties

Write or wire your orders to us. Will ship same day order is received. Quality and service is our slogan.

Our new catalogue should be in your hands. If you have failed to receive it, send us a postal.

PITTSBURGH CUT FLOWER CO., 116-118 Seventh St., **Pittsburgh, Pa.**

Detroit, Mich.

CHRISTMAS SALES UNUSUALLY GOOD.

Christmas trade this year may be said to have been the very best ever experienced by the local florists. It differed in some respects to that of a year ago, and yet in most of its features it was not dissimilar. Many days before the big event, the active buying of plants and artificial effects, and inquiries, gave a clear indication of the heavy demand that developed on Tuesday and Wednesday. On these days, the trend leaned strongly to cut flowers that were previously most completely ignored. The slogan, "Say It With Flowers," was never before exemplified to the extent it was on these days, when the people apparently tiring of expressing the spirit of good will by cards and other inanimate things, turned to the beautiful roses, violets and poinsettias, in cut flowers, and plants of cyclamen, poinsettia, primula and begonia. Boston ferns, too, were a factor in the plant line, and even Dracæna fragrans, ficus and palms found favor with many. Solanums, well berried and highly colored, were found in all the florists' shops, and were never before so popular in the medium priced items. In the more expensive effects expression was found in the made-up plant baskets that some of the stores were provided with. The erica as a Christmas plant was made acceptable by a touch of color by the pot cover and bow of red fibre or ribbon, and nicely completed the assortment of plants, all of which were sold readily, and after Thursday very few salable plants were to be seen with the florists. In cut flowers, some surprises were met with. Roses led in popularity, the stock was uniformly good, and prices not excessive. American Beauties in the better grades held their popularity in the usual ratio with other varieties, though it must be said that Russell and Premier cut down the call for medium and short grades of American Beauties. Ophelia was never seen to better advantage in all grades, and perhaps this variety excelled all others in popularity, and certainly more of it than any other variety was sold on this occasion. Violets were still popular, but the supply was far short of the demand, and many substitutions were made. Carnations were not a factor this year, and no good colored ones were available in this market. Good whites were plentiful and far in excess of the demand, even at the wholesale price of $10 and $12 a hundred, a figure that was freely offered for the same flowers a week previously, but they were held back for the "big day" with the inevitable result—no sale. Wreaths made up with evergreens and artificial trimmings, sold well, perhaps better than ever before, and this was due chiefly to the merit of the artistic effects offered, which found appreciative buyers. The weather was quite cold and made deliveries a serious and important matter with many who were obliged to use inexperienced help. All pot plant growers sold out entirely and few, if any, dealers had their orders filled completely, irrespective of the time of placing the same. The market was well supplied with Paper Whites of good quality, selling most uniformly for $8 a hundred, and all of them used. Stevia was never seen here in better quality, and the supply nicely equaled the demand.

NOTE.

The sympathy of the trade is extended to Robert and Henry Rahaley, of the Michigan Cut Flower Exchange, whose mother passed away December 24. The funeral was held Friday morning, December 26, from St. Aloysius church, with its beautiful and extensive Christmas decorations still intact, lending much impressiveness to the requiem services. The local florists were well represented and the floral offerings most beautiful. Among them was a handsome wreath from the Detroit Florists' Club. Interment was in Mt. Olivet cemetery.

J. F. S.

LINDLEY PAPER BOXES

Write us for prices or see list of sizes and prices in The American Florist issues of December 6th and 13th. Prices advance soon. Do not delay in placing orders.

LINDLEY FLOWER BOX CO., - Marion, Indiana

Mention the American Florist when writing

Cincinnati.

WONDERFUL CHRISTMAS BUSINESS.

Now that Christmas business is a thing of the past, everyone is trying to get into a normal physical condition. The volume of business was perhaps 40 per cent greater than last year, when actual money value is considered. The stock of flowering plants and cut flowers was not sold out in some instances, but higher prices account for the difference. Bulb stock was a good seller, and owing to its keeping qualities was one of the most satisfactory items. Flowers in general were of high quality, and were it not for the high prices, no complaint could be offered on this score. Demand in previous years has always favored medium grade stock in all shops, with the exception of a few in each city, who cater to the elite exclusively, but this year the higher priced articles seemed to move best in most shops; in fact, th leftovers were, in most instances, plants of the lower prices. The unusual demand for corsages is explained by the boys being home from abroad; especially is this more noticeable since last year was the poorest corsage year for a long time. The Florists' Telegraph Delivery Association is now the florist's best customer, and the volume of business that accrues from this source, at a holiday, is certainly wonderful. In not so many years from now, this source of business will be the greatest item for a florist, and we predict the out-of-town business will nearly equal city sales in the near future.

NOTES.

Fred Gear says business was about the same as last year, all flowers and plants being sold. Mrs. Gear had an unusual experience, when a truck belonging to Julius Baer broke down in front of her home. The chauffeur asked to use the phone, not knowing he was phoning from the home of a brother florist.

Irvin Gebhard, proprietor of Tromey's Flower Shop, reports receipts equal to last year, but amount of stock sold not quite so great owing to the high prices. Mr. Gebhard says a number of customers claimed, when through buying other merchandise, they had little to spend for flowers.

H. W. Sheppard's business was greater than last year: some of the days, receipts were doubled, while others were equaled or bettered. All hands were kept on the jump with little time to eat or sleep. Mrs. Klunder, Frank Herb and Roy Greensmith were valuable additions to the force.

C. E. Critchell reports business the best in the history of the concern, the only cause for complaint being lack of good stock to fill orders, good carnations being the shortest item.

Wm. Murphy & Co. sold out clean with the exception of one shipment of sweet peas, which arrived in poor condition, much to the disappointment of prospective buyers.

E. W. Gillette's force worked long hours to get out all the wire work orders, and in the cut flower department everything sold out clean.

Robert Kelly, Fourth street, reports business the best ever, selling out everything in flowers and blooming plants.

Louis Kvrk had more orders for Aaron Ward roses, baby primroses and stevia than he could fill.

T. W. Hardesty & Co. report business ahead of last year, both in receipts and volume.

The Cincinnati Cut Flower Exchange said everything salable went in record time.

K.

The holiday demand has undoubtedly depleted your supply of Prepared Foliages and Artificial Flowers.

Now Is the Time to Stock Up for 1920

Magnolia Leaves--Cycas--Evergreens

SPECIAL PRICES ON ARTIFICIAL FLOWERS

	Per 100		Per 100
WAXED ROSES, white, pink, yellow.....	**$2.50**	**Waxed Dahlias,** lavender, pink, white.....	**$4.00**
WAXED CARNATIONS, white or pink..	**2.00**	**Waxed Orchids**	**5.00**
Waxed 'Mums, lavender, pink, white, yellow	**4.00**	**Waxed Sweet Peas**.....	**$10.50** per 1000

THE OVE GNATT CO., Inc.

Preservers of Natural Foliage. **La Porte, Ind.**

Manufacturers and Importers of Baskets, Florists' Supplies and Decorators' Novelties.

St. Louis.

BUSINESS NEVER BETTER.

Market conditions have been fine in so far as moving of stock is concerned, but the supply has been inadequate for the demand. The heavy shipping trade has made great inroads on the limited amount of stock arriving, and this has caused prices to hold up to a high pitch. Business has never been better, and this does not bar the wonderful business of a year ago, which was attributed to the influenza. The bulk of the roses arriving, have been of the better grades, and fancy stock has sold exceptionally well. The leaders are Premier, Russell, Columbia and the various reds. Carnations have had a good call. Sweet peas and violets have been in strong demand, with a very limited quantity. Narcissi have been in the best supply and clean up daily at $8 to $10 per hundred. Calendulas, daisies, snapdragons and Christmas Gold pompons also clean up daily. Up to Christmas time, quite a few late chrysanthemums helped out wonderfully in supplying the demand for funeral flowers, Until a few days before Christmas, decorating greens were exceptionally short, but at the present writing, greens of all kinds are in good supply.

CHRISTMAS BUSINESS.

To say that Christmas business was beyond expectations, is putting it mildly. There was a decided increase in the number of flower buyers, and the average prices were far above former figures. The supply of cut flowers being somewhat short, most of the wise retailers stocked up well on seasonable plants, and everybody seems to have cleaned out. It was a matter of comment among the trade that the public was well satisfied with prices, and seemed to realize that they were getting bigger values in flowers than they could obtain in other merchandise for the same amount of money. We cannot help but believe that the wonderful publicity campaign of the national society and the follow up advertising of the local florists, is the greatest factor in bringing the flower buying public into our shops, and with a continuation of the proper spirit, we hope to report a greater and more successful Christmas for 1920.

NOTES.

New Year's promises to be another big flower consuming event. The advance orders for corsages for the various watch parties is very promising. If we do not have a few days of sunshine, the variety of flowers to be used for this work will be confined to roses and orchids almost exclusively.

W. W. Ohlweiler had some hard luck for Christmas, his boiler springing a leak. However, with the assistance of a few of the county growers, they had him fixed up in time so he did not freeze out. A few weeks ago, he also had the misfortune to lose his cut of stevia by coal gas.

Oscar C. May and W. A. Rowe were cutting chrysanthemums up to Christmas, and the last few weeks' cut was very heavy, considering the lateness of the season. Returns were very good, and this helped to balance the scale of prices on their early chrysanthemums.

H. G. Berning had an exceptionally large shipping trade this season, and for the holidays he was crowded considerably to fill all of his out-of-town orders.

Orchids brought top notch figures for Christmas, but this did not stop them from being cleaned up at the high prices.

J. J. W.

PUSSY WILLOWS

FOR FORCING.

The Big Pink Kind. Good Quality.

15 to 30 inches..... ..... $4.00 per 1000
2 to 4 feet ..... 7.00 per 1000

Cash with order. Packing free

MINNEAPOLIS NURSERY,
4117 So. Aldrich Ave., MINNEAPOLIS, MINN.

Columbus, O.

ACTIVE GENERAL CHRISTMAS BUSINESS.

Holiday week was active in every way in the Buckeye capital. Business never was so brisk, and florists were rushed until after Christmas, when there was a slight lull, as is usually the case. Scarcity of stocks in certain lines hampered sales prior to Christmas, but, nevertheless, trade was the most active in years. Roses were in good demand, and readily sold from $8 to $15 per dozen. The principal offerings were Premier, Ophelia, Russell, Ward, and Sunburst. Carnations also sold well, and these stocks were cleaned up early. They retailed from $2.50 to $4 per dozen. Sweet peas were rather scarce, and those on the market were soon sold. They were unusually fine this season. There were some crysanthemums still on the market, but the supply is fast dwindling. Narcissi were rather plentiful, and the same was true of violets. The latter were very fine and sold rapidly. In the plant department, trade tended largely towards primroses, begonias and cyclamen. The latter were the most plentiful and sold from $5 to $7 each. Many of these plants were used for Christmas gifts. Prospects for the coming year are very bright. The indications point towards an active trade during the early months, as many social functions are scheduled.

J. W. L.

BIG REDUCTION IN PRICES

Our Roses Are Now Coming in Crop

Our prices show the advantage of buying direct of the grower. Compare the quality, length of stem and freshness with other stock you may purchase and then see the advantage of becoming a regular customer of ours.

CURRENT PRICE LIST

RUSSELLS, COLUMBIA AND HOOSIER BEAUTY

Fancy long, per 100	$25.00 to $30.00
Long, per 100	20.00
Medium, per 100	15.00
Short, per 100	8.00 to 12.00

OPHELIA AND SUNBURST

Long, per 100	$15.00 to $20.00
Medium, per 100	10.00 to 12.00
Good short, per 100	6.00 to 8.00

WHITE KILLARNEY

Long, per 100	12.00
Medium, per 100	8.00 to 10.00
Short, per 100	5.00 to 6.00

ASSORTED ROSES—OUR SELECTION

Including some Russell and Columbia, lots of 300 or more, per 100, $8.00 to $10.00.

CARNATIONS, Assorted, per 100	$10.00 to $12.00
NEW FANCY FERNS, per 1,000	4.00
Galax, bronze, new, per 1000	1.50

Adiantum	per 100	$1.50 to $2.00
Asp. Sprays	per 100	3.00 to 4.00
Sprengerii	per 100	2.00 to 3.00

All seasonable flowers not grown by us will be procured for our customers. A trial order solicited.

In buying direct of the grower you are assured of fresh stock at all times and the most even run of quality possible.

BASSETT & WASHBURN

LONG DISTANCE PHONE: CENTRAL 1457

Greenhouses: Hinsdale, Ill., and Greggs Station, Ill.

OFFICE AND STORE

178 N. Wabash Ave., CHICAGO, ILL.

NOTICE:—We close at 5 o'clock week days. Closed all day Sundays.

Chicago.

HEAVY CHRISTMAS DEMAND.

The demand for stock for Christmas this year was exceedingly heavy, with the total sales showing a great increase over those of the same period of 1918. The shipping trade was extra large, and the city demand was strong enough to clean up the last minute cuts, so that when the wholesale stores closed on Christmas day at noon, there was very little stock, if any, on hand for the next day's orders. The weather was ideal for shipping purposes, and no complaints so far have been heard in regard to stock freezing, and while several of the houses had some of their stock returned it was principally on account of the high prices, the buyer probably making up his mind at the last minute that he could conveniently get along without it for reasons well-known to the average retailer. The cost of production is heavy at present, and the retailers in general did not complain of the high prices, but it was rather difficult for them to explain to the public, especially the stores catering to the poorer and medium class of trade, why cut flowers were so high. One retailer told his customers that they have been sold too cheap in the past, which is certainly true in some instances and that he bought a large supply of plants, especially for those who felt that they could not afford the so-called high prices, which seemed to satisfy the majority of these customers. American Beauty, Mrs. Chas. Russell, Columbia and Premier sold exceptionally well, especially in the shorter and medium stemmed lengths, and while all the fancy stock in these varieties cleaned up, more pushing was neded to move it. Sunburst, Hoosier Beauty, Mrs. Aaron Ward, Richmond, Killarney, Killarney Brilliant, White Killarney, Ophelia,

1881 to 1920

YOUR

FOUNDED BY FLINT KENNICOTT 1st

PROTECTION

Kennicott Bros. Co.

CHICAGO

Wholesale Cut Flowers

The Chicago Flower Growers Association

WHOLESALE GROWERS of CUT FLOWERS and PLANTS

182 North Wabash Avenue L. D. Phone, Randolph 631 CHICAGO

ORCHIDS

We have more Cattleyas to offer than any other house in this market.

EXTRA FANCY, $2.00, $2.50, $3.00 each.

Large Supply of Roses

Premier--Russell--Columbia--Milady--Etc.

Carnations-Violets-Valley--Peas
Daisies -- Snapdragons -- Stevia
Narcissus--Calendulas--Greens

PETER REINBERG

Wholesale Florist

30 East Randolph St., LONG DISTANCE PHONES CENTRAL 601 and 2846 CHICAGO

GOOD SUPPLY

ROSES--CARNATIONS

Everything Else Listed

Buy Direct from the Grower. CURRENT PRICE LIST Subject to Change Without Notice.

	Per 100
MRS. CHAS. RUSSELL	
Extra Special	$40.00 to $50.00
Specials	30.00 to 35.00
Select	25.00
Medium	15.00 to 20.00
Short	12.00 to 15.00
COLUMBIA	
Specials	30.00 to 35.00
Select	25.00
Medium	15.00 to 20.00
Short	12.00
MILADY	
Specials	25.00 to 35.00
Select	20.00
Medium	15.00 to 18.00
Short	10.00 to 12.00

		Per 100
Champ Weiland, Killarney, Killarney Brilliant, White Killarney, My Maryland	Specials	$25.00
	Select	$15.00 to 20.00
	Medium	10.00 to 12.00
	Short	8.00

	Per 100
SUNBURST, OPHELIA	
Special	$25.00 to $30.00
Select	20.00
Medium	15.00 to 18.00
Short	10.00 to 12.00
PREMIER	
Specials	$30.00 to $35.00
Select	25.00
Medium	15.00 to 20.00
Short	12.00
ROSES, OUR SELECTION	8.00
Carnations	10.00 to 12.00
Sweet Peas	3.00 to 4.00
Adiantum	2.00
Asparagus, per bunch	50 to 75c
Boxwood	per bunch, 35c
Ferns	per 1,000, $4.00
Galax, bronze and green, per 1,000, $2.00	
Leucothoe Sprays	1.00
Smilax	per doz. strings, $3.00

EXTRA SPECIAL STOCK BILLED ACCORDINGLY

EXCELLENT CROP OF

Roses and Carnations

In All the Leading Varieties.

CURRENT PRICE LIST Subject to Change Without Notice.

RUSSELL and PREMIER.	Per 100
Select	$35.00
Fancy	25.00
Medium	20.00
Short	15.00

COLUMBIA and RICHMOND.	Per 100
Select	$30.00
Fancy	20.00
Medium	15.00
Short	12.00

SUNBURST and OPHELIA, KILLARNEY BRILLIANT	Per 100
Select	$20.00
Fancy	15.00
Medium	12.00
Short	10.00

WHITE and PINK KILLARNEY.	Per 100
Select	$15.00
Fancy	12.00
Medium	10.00
Short	8.00
ROSES, OUR SELECTION	$8.00

CARNATIONS.	Per 100
Long Fancy Mrs. C. W. Ward	$12.00
Long Fancy Red	12.00
White and Light Pink	10.00
Assorted all colors shorter stem	8.00

MISCELLANEOUS.	
Calla Lilies, per doz.	$2.50
Ferns, per 1,000	4.00
Smilax, per doz.	3.00
Galax, per 1,000	2.00
Sprengeri, bunch	.50

Other Greens at Market Prices.

WIETOR BROS.

30 East Randolph St., L. D. Phone Randolph 2081 CHICAGO

Mention the American Florist when writing

Montrose, Champ Weiland, Mrs. George Shawyer and a few other varieties grown for this market, also cleaned up completely, but judging from the remarks of some of the growers, a few of the older varieties will have to be shelved next season to make room for the newer sorts, such as Mrs. Chas. Russell, Columbia, Premier and some of the later introductions, which are being grown on trial at some of the establishments in the vicinity. Carnations were in short supply, and cleaned up quickly at prices ranging from $12 to $25 per 100. Orchids brought from $3 to $5 each, wholesale. Sweet peas sold for $4 to $5 per 100, and the best lily of the valley for $20 to $25 per 100, although there was some inferior stock available at $15 to $18 per 100, and in some instances, a trifle less. Poinsettias did not sell as well as they should at $3 to $6 per dozen, and there were a few left over after Christmas. Calendulas, violets, daisies, mignonette, snapdragons, white and yellow narcissi and sweet alyssum were sold out completely. Holly was scarce, and the same holds true for mistletoe. Boxwood and red winter berries were both good sellers this year, and there was a heavy call for green goods. Artificial stock played an important part in the Christmas offerings in the shape of made-up wreaths and baskets. Plants were handled on a large scale by the local retail florists, and the only reason why some of the stores had a few left over, was because they bought more than their usual supply, and could not handle the orders as fast as they came in, owing to the lack of efficient help, etc. Those who have some left, are finding them good property for the New Year demand, owing to the extreme scarcity of cut flowers, which is greater at this writing than it was at Christmas. Taking everything into consideration, the Christmas demand this year was the heaviest for sometime, and everyone appears to be well satisfied with the results. Wedding orders are numerous this week.

NOTES.

George Hunt, father of Harry H., Arthur E. and Agnes F. Hunt, of Evanston, Fred G. Hunt, of Glencoe, Mrs. A. Piddington, Mrs. James Powell and Mrs. David Twist, of London, Eng., died December 27, at the age of 82. He was a florist in his younger days and was born at Sahamtong, Norfolk, England. His three sons, Arthur, Harry and Fred, are at present engaged in the florist business at Evanston and Glencoe, and are well known to the trade in this vicinity. Funeral services were held at the late residence, 1515 Payne street, Evanston, Tuesday, December 30, at 2 p. m., with interment at Rosehill cemetery. The entire trade joins in extending the family their heartfelt sympathy in the loss of a loving father.

O. & A. Tonner Wholesale Florists

Dealers in Supplies Chicago Ill.

30 East Randolph St. L. D. Phone: Central 6284

Mention the American Florist when writing

Percy Jones INC.

Wholesale Florists

30 E. Randolph St., CHICAGO ILL

Mention the American Florist when writing

Good Supply of Roses

Russell-Premier-Columbia-Sunburst
Ward-Ophelia-Richmond-Milady, Etc.

FANCY CARNATIONS

are in better supply with us now so order what you need from us.

Violets, Daisies, Sweet Peas, Stevia, Calendulas, Paper White Narcissus, Yellow Narcissus, Snapdragons, All Other Flowers in Season and Greens.

A. L. VAUGHAN & Co.
NOT INC.
PHONES:
CENTRAL 2571 - AUTOMATIC 48-734 - CENTRAL 2572
161 North Wabash Ave, Chicago

You get the best at all times when you place your Cut Flower Orders with us. Quality counts and so does service.

JOSEPH FOERSTER CO.
WHOLESALE FLORISTS
160 N. Wabash Avenue, CHICAGO, ILL.

Mention the American Florist when writing

H. H. Wilder, father of Mrs. J. B. Deamud, at the end of the year, retitres after 48 years of service as master mechanic of the South Park system, building and repairing play apparatus for the children of two generations. He is 83 years old, and is the first of the South Park employes to retire on a pension.

The Alpha Floral Co. had the biggest Christmas week it ever experienced with the total sales showing a great increase over last year. Business has shown a great increase since September 1 at this store over previous years.

Mrs. Harold F. McCormick, daughter of John D. Rockefeller, has offered the forest preserve board, through President Peter Reinberg, 150 acres of land at Riverside, for a zoological garden.

Otto Strobuck has resigned his position in the cut flower department of the A. L. Randall Co. to manage the branch store of John Mangel in the Blackstone hotel.

Ronsley had the best Christmas ever and featured plants extensively, which cleaned up quickly at high prices.

Chas. Erne is more than satisfied with Erne & Co.'s sales for Christmas, which established a new record.

Henry Wittbold and wife will leave shortly for a visit to Florida.

BEST QUALITY TO BE HAD IN

Roses and Carnations

Columbia, Russell, Premier, Milady, Ophelia, Ward,
Weiland, Brilliant, Double White and Pink Killarney,
Sunburst, Hearst, Nesbit, Brunner and Richmond

NONE BETTER ON THE CHICAGO MARKET

All colors==CARNATIONS==Good quality

We are now in heavy crop with Carnations; hence we can take good care of you on this item as well as Roses.

Choice stock of Valley, Sweet Peas, Yellow Narcissus, White Narcissus, Calendulas, Violets, Stevia, Daisies, Mignonette, Pansies and all other Seasonable Stock.

Don't Forget Us on GREENS, as We Have Mexican Ivy, Sprengeri, Ferns, Adiantum, Etc.

If you want good stock and good treatment, buy of

Chicago's most up-to-date and best located Wholesale Cut Flower House.

You can increase your profits and business by sending all orders direct to

J. A. Budlong Co.

Quality Speaks Louder Than Prices.

Wholesale Cut Flowers and Greens

184-186 North Wabash Ave., Corner Lake St., CHICAGO

Roses, Valley and Carnations Our Specialty

Prices As Low As Others.

SHIPPING ORDERS GIVEN CAREFUL ATTENTION.

We are in daily touch with market conditions, and when a decline takes place you can rely upon orders sent us receiving such benefits.

WE ARE CLOSED ALL DAY SUNDAY.

A. Lange had such a heavy Christmas demand for stock that he had to make special trips quite frequently to the wholesale market to replenish his supply. The demand at his new location was surprisingly heavy.

J. A. Budlong had a fine Christmas business, with a heavy call from out-of-town points. The sales were surprisingly heavy owing to the fine quality of stock handled. Philip J. Schupp is on the sick list this week.

The Chicago Flower Growers' Association experienced the heaviest Christmas business in the history of the firm. Everything sold up completely, with fancy stock in some lines bringing record prices.

George Wienhoeber had all the business he could conveniently handle for Christmas and is well pleased with the result, the total sales for the occasion being the best ever by far.

Harry C. Rowe did a splendid business and is well pleased with his total sales for Christmas. Plants sold exceptionally well and cut flowers also had a heavy call.

William Wolf, proprietor of the Wabash Flower Market, East Monroe street, says that his first Christmas at his new location was surprisingly heavy.

EVERYTHING IN

Cut Flowers and Greens

A. T. PYFER & COMPANY

164 North Wabash Ave., CHICAGO, ILL.

L. D. Phone, Central 3373.

A. L. Vaughan & Co. report business as brisk and are well pleased with their Christmas sales. Green goods are in brisk demand at this establishment.

The Florists' Club will meet at the Randolph Hotel, Thursday evening, January 9, at 8 p. m., when the new officers will be installed.

H. B. Kennicott, of Kennicott Bros. Co., will leave in a few weeks on a combined business and pleasure trip to Florida.

Lewis & Rocca had a very good Christmas business, which was much better than they expected.

Schiller's had a big Christmas at both of their stores, with a heavy call for plants.

YOU CAN ALWAYS RELY UPON US FOR YOUR SUPPLY OF

CUT FLOWERS

Remember when ordering that our line is so complete that it includes every item offered in the Great Chicago Market.

ZECH & MANN

30 E. Randolph St.

CHICAGO

Long Distance Phones { Central 3283 / Central 3284

Our Offerings Include:

ROSES.

COLUMBIA

RUSSELL

White Killarney

Pink Killarney

Milady Sunburst

Killarney Brilliant

Ward Ophelia

Premier

MINIATURE ROSES

Cecile Brunner

CARNATIONS

MISCELLANEOUS

Valley Cattleyas

Stevia

Paper Whites Violets

Sweet Peas

GREENS.

Plumosus Sprengeri

Galax, bronze. Galax, green

Ferns

Adiantum Smilax

Boxwood

The A. L. Randall Co. gave an illustrated lecture on the afternoon of December 29 in the Le Moyne building, to which all its local and traveling salesmen were invited. Ed. Galavan took all those present on an extended trip through Randall land via the stereopticon limited, stopping off at such places as the Wisconsin moss fields, French immortelle districts, Italian ruscus farms, Japanese bulb regions, and various other local and foreign points in which the firm is interested. Their refrigerator factory and basket works were also shown on the screen together with so many other subjects that one would have to attend a special performance to get a glimpse of the magnitude of the number of articles that this house is really handling. The reason for Art Hansen's second trip to Europe was a beautiful subject and met with the approval of all those present.

A committee representing the retailers, wholesalers and growers met at the office of Hilmer V. Swenson & Co., 431 South Dearborn street, Saturday afternoon, December 27, to discuss a subject of much importance to the trade in this vicinity. The members decided to hold a special meeting on or about January 12, when everyone in the trade is urgently requested to be present, as the subject to be discussed affects every branch of the business. Be sure and be there.

John Poehlmann spent his fourteenth Christmas in the wholesale market last week at Poehlmann Bros. Co.'s store, when the firm's total cut flower sales were the greatest in that period. The shipping trade was exceptionally heavy at this house, and the local demand cleaned up the last minute cuts. T. E. Waters and his force are busy taking inventory in the supply department.

The Fleischman Floral Co. never had such a heavy Christmas demand as this year and cleaned up completely in all lines, especially plants, which sold out earlier than usual this season. In cut flowers American Beauty roses had a heavy call. I. Rosnosky, Dick Parker and D. Delaney helped out the regular force during the rush.

Wietor Bros. are so well pleased with the rose Premier that they will grow it on a larger scale than ever next season. They are busy propagating at the greenhouses and judging from the cuttings that are being made, some of the older varieties will be discarded at this place next season.

The Central Floral Co. featured plants extensively at its North State street store and cleaned up completely in this line. Made-up wreaths of specially prepared foliages were rapid sellers. The total sales were away ahead of those of last year.

Peter Gross, well-known as an expert cyclamen grower in this vicinity, left early this week for Defiance, O., where he has taken a position with W. S. Kirchner, successor to C. Winterich.

At the meeting of the forestry class of the Chicago Woman's Club, December 30, Mrs. Carl Cropp presiding, talks were made by Messrs. Kennicott and Perkins on the forest preserve project.

Mangel, the Palmer House Florist, had two large wedding orders December 26-27, which helped make the total sales for last week on top of a record Christmas the best ever.

The E. C. Amling Co. had a big Christmas business, with the sales for December 22 running close to $25,000. The total sales for the week were surprisingly large.

Henry Wittbold has a big decoration for Marshall Field & Co. to be finished on the evening of January 1. His son, George, will superintend the arrangement.

Bassett & Washburn are coming in big crop with roses and the daily receipts now include some particularly fine stock, which is cleaning up quickly.

Zech & Mann had the best Christmas in years, and cleaned up completely in all lines, with a heavy out-of-town call for stock.

Herbert Hansen says that Peter Reinberg's total Christmas sales were away ahead of last year, and the greatest since 1916.

Leonard Koehler, of the Joseph Foerster Co., joined the ranks of the benedicts, January 1.

The George Wittbold Co.'s sales for Christmas were ahead of last year.

Visitors: John Klaus, Greenwood, Mo.; E. A. Fetters, of Smith & Fetters, Detroit, Mich.; J. J. Higgins, Philadelphia, Pa.; H. Wilson, of Wilson's Seed Store, Columbus, O.

Wichita, Kan.

BUSINESS GOOD, EVERYTHING CONSIDERED.

"Generally satisfactory," broadly defines the conclusions of the local florists concerning Christmas, 1919. Several features might have been better, but with the memory of last year still fresh, we realize also that many things might have been worse. Stocks were fairly adequate in most lines. The unfavorable weather since Thanksgiving did much to shorten production in cut flowers and held back development of flowering plants, so that some stock offered, or meant for offering, was not quite at its best for show of bloom. The local supply of cut flowers was largely augmented by heavy shipments from Chicago, St. Joseph and Denver. California helped out with violets, pepper sprays and various greens. Retail prices were somewhat higher than in previous years, but the quality of stock was generally fine and buyers seemed to expect to have to pay good figures, and everything was cleaned up nicely. Carnations were practically out by Wednesday noon, selling at $3.00 to $4.00 per dozen. Holiday social affairs are crowding the week full. The weather is fine, and the florists are held right on the job taking care of the business. There was a nice line of F. T. D. business, both going and coming. W. H. C.

ERNE & COMPANY

—WHOLESALE FLORISTS—

30 E. Randolph Street, L. D. Phone, Randolph 6578. **CHICAGO, ILL.**

E. F. WINTERSON CO. 166 N. Wabash Ave. Chicago

L. D. Phone, Central 6004
Established 1892

Daily Shipments of the finest stock in Roses, Carnations and Violets. Headquarters for Wild Smilax, Fancy Ferns, Adiantum and all Green Goods. Don't forget, our Supply Department is complete—Ribbons, Chiffons, Boxes, Crepe Paper and Wire Designs.

Cleveland.

GOOD HOLIDAY BUSINESS IN ALL LINES.

Christmas trade in this city was very good, both in cut flowers and plants, but a noticeable feature was the absence of sweet peas. Violets enjoyed a good sale and cleaned up by Wednesday. Carnations and roses were in good supply, and the quality was satisfactory. Paper White narcissus and stevia helped to fill out many orders. Poinsettias were good property, but showed the effects of frost, wilting down quickly. With the country on the "dry side," it is now a question what the New Year's eve will bring forth.

NOTES.

W. C. Ruest, of the Cleveland Plant & Flower Co., is hunting for rabbits, and has been promised enough to supply "hassenpfeffer" for the entire store force.

John Knorr, manager of the Brookline Floral Co., was presented with a fine baby boy, December 24. Congratulations.

C. F. B.

Boston, Mass.

CHRISTMAS TRADE BEYOND COMPLAINT.

The 1919 holiday trade was very good, with plants selling exceptionally well, although cut flower sales diminished, this condition brought about by high prices which customers refused to pay in many instances, and were as well pleased with begonias, cyclamens, poinsettias, orange trees and like offerings as a substitute. During December, cut flower sales have fallen behind almost 25 per cent. Violets were very scarce, the retail price being $8 per 100. Sweet peas were good and moved rapidly. The quality of the carnations was extremely poor. Roses showed improvement, and although high in price, moved well.

NOTES.

At Philip L. Carbone's establishment, business was better than last year. Plants enjoyed a brisk movement, and plant arrangements in jardinieres and baskets brought very satisfactory figures.

B. A. Snyder & Co. had one of their best seasons, and moved large quantities of holly, mistletoe and laurel, as well as good supplies of roses, violets, carnations and sweet peas.

J. J. O'Brion's store reports good trade in plant stock. Among other features here were attractive cone wreaths and sprays of cones and mistletoe.

Thomas F. Galvin's two stores had a very busy holiday season. Orchids, gardenias, violets and roses were in good supply.

Welch Bros. Co. had a good holiday demand, with heavy supplies of lily of the valley, gardenias and roses.

S. K. G.

Ferns--Galax--Leucothoe

DIRECT FROM THE WOODS TO THE DEALER

New Crop Ready for Immediate Shipment.

	1,000	Per case of 10,000
Green Galax, 3 to 3½-in.	$1.25	$ 7.50
Green Galax, 3½ to 5 in.	1.50	8.50
Bronze Galax, 3 to 3½-in.	1.25	7.50
Bronze Galax, 3½ to 5-in.	1.50	8.50
	1,000	Per case of 5,000
Fancy Ferns, 12-in. and up	$2.00	$ 7.50
Dagger Ferns, 12-in. and up	2.00	7.50
Long Green Leucothoe	4.00	
Medium Green Leucothoe	3.00	
Short Green Leucothoe	1.50	

Above prices on galax apply to lots of 10 cases and up. Remember that we are the RETAILERS' friend, and solicit the RETAILERS' business.
Member of the BLUE RIDGE DECORATIVE EVERGREEN ASSOCIATION.
Wire us at Elk Park, N. C. Terms, Cash with order.

ELK GALAX & FERN CO., Banners Elk, N. C.

Mention the American Florist when writing

EVERGREENS

The following are my wholesale prices, f. o. b. shipping point:

Galax Leaves, less than case lots	$1.25 per 1000	Leucothoe Sprays, 14 to 18 inches	$2.50 per 1000
Galax Leaves, large size case of 10,000	9.00 per case	Leucothoe Sprays, 18 inches and up	3.50 per 1000
Galax Leaves, in 10 case lots	8.00 per case	Green Sheet Moss	1.50 per bag
Fancy and Dagger Ferns	1.00 per 1000	Mountain Laurel, branches 12 to 20 in.	2.50 per 1000
Leucothoe Sprays, 10 to 14 inches	1.25 per 1000	Hemlock Branches, 12 to 36 in.	3.50 per 1000

M. F. MILLER - - - - - - - - - Erwin, Tenn.

Laurel--Moss--Leucothoe

Leucothoe Sprays, $3.00 per 1000; **Moss,** 5c per lb.; **Green** and **Bronze Galax,** $1.00 per 1000; **Laurel Branches,** $4.00 per 1000; **Pine Cones,** $4.00 per 1000; **Dagger Ferns,** $1.00 per 1000; **Hemlock** 3c per lb.; **Ivy,** 4c per lb. Give me a trial order.

NOAH CAUGHRON, Bluffton, Tenn.

Mention the American Florist when writing

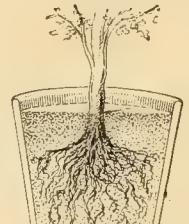
Omaha, Neb.

BUSINESS NEVER BETTER.

Never was there such a sale of flowers in this city for Christmas as the florists enjoyed this year. Many of the largest shops were practically sold out of the desirable varieties December 24, and yet Christmas day continued to bring further business, and most of the stores remained open and employed extra help all day to take care of the rush orders that continued to come in. The coal shortage of some weeks ago forced some of the growers to temporarily shut off steam from a few of the houses, and to run only on part capacity, so that when the holiday season came on, their stock of flowers was not as heavy as it should have been to take care of the trade. All have a good supply of coal now, and are running in good shape. In view of the lesson learned from the coal strike, some of the florists have increased their capacity for storing coal with a view to forestalling any possible emergency of this kind in the future.

A. E. L.

Sell More Potted Plants



You can easily double your plant trade by showing your customers how easy it is to grow potted plants with a

Little Wonder Plant Irrigator

They keep your plants watered just right. Wholesale price, $20.00 per 100.

If your supply house does not carry them send us their name with your order.

Sample by mail, 35c

The Wonder Plant Irrigator Co.

2918 N. Clark St., CHICAGO

Mention the American Florist when writing

GOLDFISH 1,500,000 (Fancy and Plain)

Ready for market at rock-bottom prices.
Ship anywhere in U. S. or Canada.
Write for our illustrated catalogue.

Oriental Goldfish & Supply Co.

3757 to 3761 Cottage Grove Ave., Chicago, Ill

Mention the American Florist when writing

John Kruchten Co.

30 East Randolph Street, WHOLESALE FLORISTS CHICAGO, ILL.

L. D. Phone Central 8016-8017.

Mention the American Florist when writing

E. C. AMLING CO.

The Largest, Best Equipped, Most Centrally Located

WHOLESALE

CUT FLOWER HOUSE

IN CHICAGO

169-75 N. Wabash Ave., CHICAGO

L. D. Phones

CENTRAL 1977 and 1978

Mention the American Florist when writing

MILLER & MUSSER

Wholesale Florists

211 North State Street CHICAGO

Mention the American Florist when writing

A. L. Randall Co.,

Wabash Ave., and Lake St.

CHICAGO, ILL.

Wholesale Cut Flowers, Florists' Supplies.

Mention the American Florist when writing

WEILAND-RISCH CO.

FLOWER GROWERS

TELEPHONE CENTRAL 879 154 N. WABASH AVE. CHICAGO ILLINOIS

Mention the American Florist when writing

George Reinberg

WHOLESALE FLORIST

Extra fancy Ophelia, Sunburst, Columbia, Russell, Milady, White Killarney and Killarney Brilliant Roses. All orders given prompt attention. Try us.

162 N. Wabash Av., CHICAGO

Mention the American Florist when writing

Wire Hanging Baskets

Price List, 1919. Plain Wire Hanging Baskets.

10-inch	$1.75	14-inch	$3.00
12-inch	2.25	16-inch	4.50

SHEET MOSS in bags, per bag, $2.00

Our Sheet Moss is the best value for the money in the market.

Michigan Cut Flower Exchange, 264-266 Randolph St., DETROIT, MICH.

Mention the American Florist when writing

Wholesale Flower Markets

Chicago.

CURRENT PRICE LIST.

		Dozen
Roses, Beauty		$4.00@$12.00
		Per 100
" Mrs. Chas. Russell	10.00@	50.00
" Columbia	10.00@	50.00
" Premier	10.00@	50.00
" Hoosier Beauty	8.00@	40.00
" Killarney Brilliant	8.00@	35.00
" Kilarney	8.00@	25.00
" White Killarney	8.00@	25.00
" Richmond	10.00@	35.00
" My Maryland	8.00@	35.00
" Mrs. Geo. Shawyer	8.00@	35.00
" Milady	8.00@	35.00
" Sunburst	8.00@	35.00
" Mrs. Aaron Ward	8.00@	25.00
" Ophelia	8.00@	35.00
" Double W. Killarney	8.00@	25.00
" Champ Weiland	8.00@	25.00
" Stanley	8.00@	35.00
" Bayard Thayer	10.00@	50.00
" Cecile Brunner	4.00@	8.00
" George Elgar	4.00@	8.00
" Baby Doll	4.00@	8.00
" Nesbit	4.00@	8.00
" Our selection	8.00@	10.00
Carnations	8.00@	18.00
Cattleyas per doz.		24.00
Cypripedium per doz.	4.00@	6.00
Migonette	6.00@	8.00
Yellow Narcissus	10.00@	12.00
Snapdragons per doz.		1.00
Daisies		2.00
Valley		20.00
Calendulas	4.00@	6.00
Gardenias per doz.	6.00@	9.00
Paper Whites per 100	6.00@	8.00
Callas	25.00@	35.00
Sweet Peas per 100	3.00@	4.00
Violets	3.00@	4.00
Ferns per 1,000	3.50@	4.00
Galax per 1,000	1.50@	2.00
Leucothoe	1.00@	1.25
Mexican Ivy per 1,000	5.00@	6.00
Plumosus Strings each	.60@	.75
Smilax per doz.	2.50@	3.00
Sprengeri, Plumosus, Sprays		3.00
Boxwood, 35c per lb., per case		9.00

ZECH & MANN

WHOLESALE FLORISTS

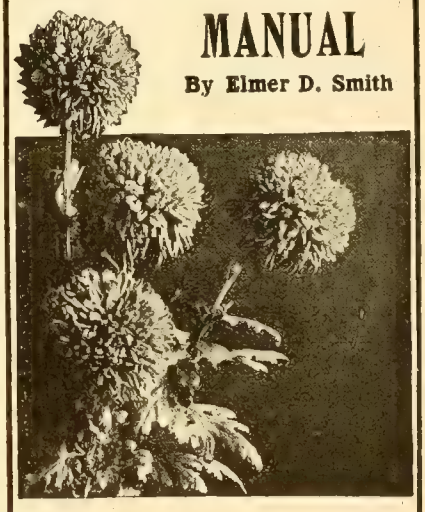
30 E. Randolph St., CHICAGO

Telephone Central 3284

Mention the American Florist when writing

THE CHRYSANTHEMUM MANUAL

By Elmer D. Smith



FOURTH EDITION

Price 60 Cents. Cash with Order.

American Florist Co.

440 S. Dearborn St., Chicago

SPECIAL

Assortment of 50 Tumbler Baskets $22.50

RAEDLEIN BASKET CO.

713 Milwaukee Ave. CHICAGO, ILL.

REFRIGERATORS

COMPLETE FIXTURES

CENTRAL REFRIGERATOR & EQUIPMENT CO.

Estimates Submitted.

155 No. Clark Street, CHICAGO

Rooted Carnation Cuttings

C. W. Ward, Matchless, Alice, Washburn, Beacon, Theo, White Enchantress, $50.00 per 1000. White Perfection, $40.00 per 1000.

now can be filled in January. We guarantee all cuttings to be in the best condition at the time of shipment.

THE LEO NIESSEN CO., 1201 Race St., Philadelphia, Pa.

Philadelphia.

LULL AFTER HOLIDAY RUSH.

As is usual after the holidays, things are quiet except for the funeral demand, which is always more or less persistent. Since Christmas, the growers' shipments of cut flowers have been light, although in some quarters, they are getting a fair showing of roses. There are still a few chrysanthemums, while the first daffodils arrived December 26, making, as one of the retailers put it, "both ends meet." Carnations are scarce, anything worth while bringing $12. Sweet peas, which were so fine in late November and early December, were a disappointment at Christmas, the vines, owing to the dark weather dropping most of the crop intended for the holidays. They are still scarce and in demand. Cattleyas are holding at $2 each, and when one thinks of the great quantity now used, 10 times as many as seen in the market 10 years ago, it would seem that the flower buyers are backing up the trade to the best of their ability. Thirty-five dollars was obtained for a corsage of cattleyas at Christmas, which is about the record for this city. The general prices, with few exceptions, are off about 20 per cent from those obtained for the holidays, and if the expected increases in stock materialize, they will not be long in getting back to normal figures that will induce the great rank and file of flower buyers to again visit the stores. One of the commission dealers, in speaking of the holiday supply of cut roses, stated that growers should aim to produce more buds of a medium size, as there were 10 buyers for the short grades to every one of those who desired specials. There is almost an unlimited demand for roses selling from $12 to $25 a hundred, but the extras and specials that bring twice or three times these figures are always hard to move except in limited quantities. Hadley is now about the only red rose, but it is not satisfactory because not prolific, and it also has a tendency to run to specials at Christmas. Seventy-five cents to $1, wholesale, is not a popular price, particularly when the retail cost of handling and profit is added. The old American Beauty held its own; in fact, distanced all rivals. There are fine Russells, Premier and Columbia, said to be as good as American Beauty, but their best price was $1 each, and some left over, while the old favorite cleaned up to the last salable flower at $18 per dozen, which retailed in the shops at $36. Retailers all deplore the scarcity of medium priced roses, they having to do a lot of explaining to customers. Seven dollars and fifty cents to $10 looked like a lot of money for a dozen buds, but this had to be the price for flowers that had any class to them. There appeared to be an extra supply of stevia, which at its low price of 25 cents per bunch, helped to make bulk in boxes of cut flowers. It appears to be hard to estimate the volume of trade, but it is generally conceded to have been better than last year. As at most holidays, while all do a good business, some appear to clean up better than others, which is the case this year, there being here and there some choice plants, baskets and long-stemmed roses that would have added considerably to the receipts had they been sold. However, most of the shops express themselves as very well satisfied with their business. All had a great sale of wreaths at much higher prices than last year. The members of the F. T. D. were called on as never before from correspondents all over the country. The orders for out of town delivery were also greatly increased, so that membership in the organization is now becoming a valued asset.

EDWARD REID

Roses, Carnations, Snapdragon, Violets. All Seasonable Flowers.

This is the exclusive shop, only one block from Express Depots.

1619-1621 Ranstead Street, PHILADELPHIA, PA.

Wholesale Flower Markets

BOSTON, Dec .30.		Per 100
Roses, American Beauty	25.00@	100.00
" Shawyer, Russell	8.00@	30.00
" Killarney	8.00@	30.00
" Milady	25.00@	50.00
" Francis Scott Key, Radiance	8.00@	30.00
" White Killarney	8.00@	30.00
" Killarney Brilliant	16.00@	25.00
" Ward	12.00@	25.00
" Hadley	60.00@	100.00
" Ophelia	15.00@	30.00
" Premier	8.00@	30.00
" Columbia	25.00@	50.00
" Maryland	25.00@	50.00
" Hoosier Beauty	15.00@	35.00
" Stanley	16.00@	25.00
Cattleyas, per doz	12.00@	18.00
Cypripediums, per doz	12.00@	36.00
Sweet Peas		4.00
Carnations	12.00@	15.00
Longiflorum Lilies	20.00@	25.00
Pompons, per bu, $0.50@$1.00		
Violets	2.50@	3.00
Marguerites	4.00@	6.00
Calendulas, per doz	.75@	1.00
Paper White Narcissi		6.00
Bonvardia, per doz	1.50@	2.50
Callas	16.00@	25.00
Snapdragons, per doz	2.50@	3.00
Adiantum		1.50
Asparagus Strings, per doz		9.00
Asparagus bunches, each		.50

BUFFLAO, Dec. 30.		Per 100
Roses, Beauty, Special	100.00@	125.00
" Fancy	50.00@	60.00
" Extra	30.00@	40.00
" 1st	15.00@	20.00
" Killarney	6.00@	15.00
" My Maryland	8.00@	20.00
" Killarney	8.00@	20.00
" Sunburst	8.00@	20.00
" Ward	8.00@	15.00
" Columbia	15.00@	25.00
" Ophelia	10.00@	25.00
" Russell	12.00@	25.00
" Shawyer	8.00@	20.00
" Bon Silene	4.00@	6.00
Cattleyas	150.00@	200.00
Daisies	1.00@	3.00
Chrysanthemums	8.00@	40.00
Pompons, per bunch	.50@	1.00
Violets	2.00@	2.50
Valley	15.00@	20.00
Calla Lilies	25.00@	35.00
Japan Lilies	8.00@	10.00
Easter Lily	25.00@	35.00
Paper Whites	5.00@	6.00
Carnations	5.00@	10.00
Mignonette	6.00@	10.00
Snapdragons	8.00@	15.00
Sweet Peas	2.00@	3.00
Asparagus Sprengeri	.35@	.50
Ferns, per 1000		3.00
Calendulas	3.50@	5.00
Smilax		25.00
Stevia		2.00

Write For Our

Price List On Cut Flowers

H. G. BERNING

1402-4 Pine St., St. Louis, Mo.

BERGER BROS.

Roses, Carnations, Violets, Stevia.

1225 Race St. Philadelphia, Pa.

Pittsburgh Cut Flower Co.

WHOLESALE FLORISTS

116-118 Seventh Street, PITTSBURGH, - PA.

Growers of Quality Flowers.

CINCINNATI, Dec. 30.		Per 100
Roses, Premier	12.00@	50.00
" Columbia	12.00@	50.00
" Butterfly	12.00@	35.00
" Golden Rule	12.00@	35.00
" White Killarney	8.00@	20.00
" Pink Killarney	8.00@	20.00
" Sunburst	10.00@	25.00
" Mrs. Aaron Ward	10.00@	25.00
" Ophelia	10.00@	35.00
" Celcile Brunner	4.00@	4.00
" Baby Doll	4.00@	4.00
Carnations	8.00@	12.00
Calendulas	4.00@	6.00
Paper White Narcissus	4.00@	6.00
Sweet Peas	2.00@	3.00
Violets (California)	1.00@	1.50
Ferns, per 1000		3.50
Leucothoe, per 1000		6.00
Galax, per 1000	1.50@	2.00
Mexican Ivy, per 1000		6.00
Smilax, per string	.20@	.25
Plumosus (southern), per bunch	.25@	.35
Stevia	2.00@	3.00

NOTES.

Oil burning appliances will be the topic at the meeting of the florists' club, January 6. Specialists on fuel oil and burners will explain methods and economic results to be obtained by burning low grade petroleum. Interesting letters from a New England florist who has found this method both successful and economical will be read.

C. C. POLLWORTH CO.

EVERYTHING in the line of **Cut Flowers, Plants and Florists' Supplies.**

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HOLTON & HUNKEL CO.

462 Milwaukee St., Milwaukee, Wis.

Wholesalers and Growers of **Choice Cut Flowers and Greens**

Fancy Chiffons

(About 35 to 40 yards to bolt.)	Per yd.
Dotted effect, 4 in. wide	$0.09
Lily of the Valley effect, 4 in. wide	.09
"Blue" Valley, cut edge, 6 in. wide	.09
Dotted effect, 6 in. wide	.12
Lace effect, 6 in. wide	.12
Lily of the Valley effect, 6 in. wide	.12
"Gold" Valley effect, 6 in. wide	.14
Silk, with Satin Borders, 6 in. wide	.15
Silk, with Satin Borders, 8 in. wide	.20
Maline, 27 in. wide	.30
Silk Gauze (or netting), 6 in. wide	.12
Silk Gauze (or netting), 14 in. wide	.22

Special Xmas list of many other useful items sent free.

Geo. H. Angermueller Co.
1324 Pine St., ST. LOUIS, MO.

H. Bayersdorfer & Co.

The Wholesale Supply House of America . . .

EVERYTHING THE BEST IN FLORISTS' SUPPLIES

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FANCY (Special Picked) FERNS Leave us your order for regular shipments.

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All Seasonable Cut Flowers | Mfr. and Dealer in "Florists" (Brand) Supplies

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GUST. RUSCH & CO.

Wholesale Florists
Jobbers in
FLORISTS' SUPPLIES.
Phone Main 1245. P. O. Box 206
444-446 Milwaukee St., **Milwaukee, Wis.**

The Joseph Heacock Co. is alive to its position as leader in the palm growing industry, and has made arrangements to increase its stock. Cibotiums, which are also a feature, have been in great demand the past year.

Wholesalers had all the business they could handle, each house stating they could have sold many more of the lower grades of roses and more carnations and other small flowers had they been able to get the stock.

Charles H. Grakelow's business was stated to have been phenomenal, away ahead of any previous year. His store front was beautifully decorated and illuminated at night with electric lights.

J. J. Habermehl's Sons, in their Bellevue-Stratford and Ritz-Carleton stores, did an immense business, describing it as their best Christmas.

A. M. Campbell received over 5,000 roses from his Hatboro greenhouses, December 26-27, most of which were very fine Premiers.

Gustave Koethe, of Roxboro, suffered a serious loss by fire Christmas morning, which destroyed two greenhouses.

J. Otto Thilow is expected back from his Australian trip, January 10.

K.

Wholesale Flower Markets

PHILADELPHIA, Dec. 30. Per 100

Roses, Beauty, special	90.00@100.00
" " fancy	50.00@ 75.00
" Mrs. Chas. Russell	25.00@ 50.00
" Killarney	12.00@ 20.00
" Hadley	25.00@ 50.00
" Sunburst	12.00@ 20.00
" Wards	12.00@ 15.00
" Ophelia	12.00@ 30.00
" Columbia	20.00@ 40.00
" Premier	25.00@ 50.00
Cattleyas	2.00@ 2.50
Stevia	.25@ .35
Lilac, bunch	1.50@ 2.00
Poinsettias, dozen	3.00@ 4.00
Narcissus	4.00@ 6.00
Mignonette	8.00@ 10.00
Gardenias	9.00@ 12.00
Cypridediums	35.00
Carnations	12.00@ 18.00
Snapdragons	1.50@ 2.50
Calendulas	6.00@ 8.00
Adiantum	1.00@ 1.50
Smilax	.25
Asparagus Strings	.50@ .75
Asparagus bunches	.50
Dagger and Fancy Ferns, per 1,000	3.00@ 4.00

MILWAUKEE, Dec. 30. Per 100

Rose, Killarney, W. Killarney	10.00@ 25.00
" Ward	10.00@ 30.00
" Mrs. Chas. Russell	20.00@ 50.00
" Ophelia	10.00@ 30.00
" Columbia	25.00@ 60.00
" Hoosier Beauty	15.00@ 40.00
Carnations, assorted	12.00
Cattleyas, per doz.	24.00@ 30.00
Oncidium	20.00
Stevia	2.00

PITTSBURGH, Dec. 30. Per 100

Roses, Beauty, special, per doz.	18.00
" " fancy, per doz.	12.00
" " extra, per doz.	10.00
" " No. 1, per doz.	6.00
" Hadley	20.00@ 50.00
" Killarney	10.00@ 30.00
" Maryland	10.00@ 30.00
" Scott Key	20.00@ 75.00
" Sunburst	10.00@ 30.00
" Mrs. Aaron Ward	8.00@ 25.00
" Russell	20.00@ 75.00
" Columbia	20.00@ 75.00
" Ophelia	10.00@ 35.00
" Hilda	8.00@ 25.00
Carnations	10.00
Cattleyas, each	2.50
Ferns, per 1,000	3.50
Sweet Peas	4.00
Daisies	4.00@ 6.00
Galax, per 1,000	2.00
Plumosus, per bunch	.40
Sprengeri, per bunch	.50
Smilax, per doz.	3.00
Calendulas	4.00
Stevia, per bunch	.50@ .75
Narcissus, white	6.00
Narcissus, yellow	8.00

Wholesale Florists' Supplies

THE HOUSE OF MERIT

Staple Baskets and Seasonable Novelties in Quantity.
Send for Our Catalogue.

JOS. G. NEIDINGER CO.

1309-1311 N. 2nd St., Phila., Pa.

Mention the American Florist when writing

WHY NOT TRY THE

McCALLUM CO.

For Real Service in FLORISTS' SUPPLIES ?
We are manufacturers and importers—not merely jobbers. **Send for Our New Catalog and be convinced.**
The McCallum Co., Pittsburgh, Pa.

Mention the American Florist when writing

MINNEAPOLIS, MINN.

RICE BROTHERS

Wholesale Florists and Supplies

218 North Fifth St.

Send list in for quotations.

Mention the American Florist when writing

ST. LOUIS, Dec. 30. Per 100

Roses, Hadley	12.50@ 40.00
" Killarney	6.00@ 15.00
" White Killarney	10.00@ 25.00
" Hoosier Beauty	15.00@ 40.00
" Russell, per 1000	75.00@100.00
" Ward	8.00@ 15.00
" Sunburst	12.50@ 35.00
Ferns	3.00
Carnations	12.00@ 18.00
Orchids, each	.75@ 2.00
Stevia	.35@ .75
Sweet peas	3.00
Narcissus	6.00@ 8.00
Chrysanthemums, pink, doz.	2.00@ 8.00
Chrysanthemus, yellow, doz.	2.00@ 8.00
Ruscus, per lb.	1.00

New York.

BAD WEATHER HURT CHRISTMAS TRADE.

It was a white Christmas.

However it may be at other seasons, there is justification in writing about Christmas weather, as at no other time of the year can weather have so much influence on the florist business. Beginning December 20, the weather was fair and mild up to December 24. At noon on that day, a mixture of rain and sleet began to fall. As evening came on, it turned to snow, and by midnight there was a fair blanket, and a much lower temperature. In a few of the retail stores, orders were being taken for plants as early as December 20, and there continued to be fairly steady demand up to the evening of the 24th. In the wholesale district, from December 22, business was fairly active, with advancing prices. There was an impression abroad that stock would be scarce, and that there would be a great demand for cut flowers, consequently many of the buyers paid the high prices. That condition prevailed until about noon of the 24th, and then gloom set in. The storm came on, which was a hard blow to the violet trade, and it also became evident, that instead of a shortage, there was grave danger of a surplus. But, "Hope springs eternal in the human breast," and some one remarked, a long time ago, that "the florists are a hopeful lot," so it was hoped that the retailers, having practically disposed of their plants, would move in force on the wholesale district in the night or early morning hours, the wholesale stores being open all night. But such hopes were blasted or frost-bitten, which ever way one may choose to put it. The large majority of the retailers did not boycott the wholesale district; far from it. They simply staid away. It was a very dull Christmas eve, and since wood alcohol has come to be such a potent factor in commerce, about the best that could be done was to drown the sorrow in strong coffee—very little sugar at that. As had happened in previous years, a lot of stock came in too late to be available. That, and the previous high prices, accounted for a surplus at the final in nearly every stock. Special American Beauties and gardenias—both being in rather light supply — were the only stocks that really moved well and held up to the high prices. Special American Beauties finished at $200 per 100, wholesale, and gardenias went above $1 each. One hundred and thirty-five boxes of violets came in, December 24, whereas a dozen boxes probably covered the shipments of the two preceding days. Under any condition, they were too late, but the storm and cold wave materially aided their downfall. On Christmas morning, thousands of them lay idle in the ice boxes. White carnations and lily of the valley also went dead. Thousands of white carnations were left over, with a fair sprinkling of the other varieties. It cannot be said that the condition in orchids was quite so bad, but there was a considerable surplus. Of other leading stocks, roses probably fared best, though it finally became slow work to push special tea roses. Under the conditions here set forth, we leave our readers to form their own conclusions. A large amount of stock was sold at almost unprecedented high prices, and a few retailers report that their customers paid without murmuring. But among the majority of retailers, there was widespread dissatisfaction, and they reported their customers as in the same frame of mind. Two of the leading Broadway retailers, both with a good line of trade, reported that on account of the high prices, they could not have pushed cut flowers if they had tried. All reports agree that the plant trade was exceptionally good. Notes of the plant trade will be found in another column. Prices on cut flowers up to December 24, varied but little from our quotations of December 27. At this writing, business, as might be expected, is quiet, and there has necessarily been a drop in prices, though good stock is not cheap. When the market, so to speak, gets its second wind, there may be a fair New Year's business.

December 29.—Business is quiet, but prices on roses and carnations are holding firm. Cut poinsettias went bad in the Christmas trade and many are about that cannot be sold. Orchids are slow.

NOTES.

Some of the newspapers are devoting considerable space to the reported invention and attending discoveries of a learned Indian, Sir Jagadis Chunder Bose—not one of our Indians, but a native of India. His invention is called the crescograph. Briefly stated, it is an instrument or a set of instruments for recording the "life story of a plant," its growth, checks that may occur, and its final descent to oblivion after it has reached maturity. One enthusiastic writer has the following: "Interesting as a popular science entertainment as this work is, it has a far reaching importance. Every flower pot or greenhouse may be made an agricultural experiment station. The work of weeks and months may be compressed into the quick observations of hours, if not minutes. There is a belief in some quarters that the growth of plants may be stimulated by electricity and experiments on a large scale have been conducted with them." If this invention is what it purports to be, we highly recommend it to the growers who ship flowers to the New York market for the Christmas trade.

SWEET PEAS, ROSES, Carnations, Violets.

Joseph S. Fenrich, 51 West 28th Street, NEW YORK
Telephones: 420-421-422 Watkins.

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Wholesale Florists, 102 West 28th St., New York.
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The Right People to Deal With. Consignments Solicited.

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Evergreens and Florists' Supplies
Ferns, Galax, Laurel, Leucothoe Sprays, and Moss, Our Specialties.
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No connection with any other concern.
Prompt and careful attention to Mail, Telegraph and Telephone Orders.

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Telephone 9760 Chelsea
SPECIALTIES—Cut Orchids, Asparagus Plumosus Sprays and Mistletoe and Berries. Our Orchids are grown by Carillo & Co., of Mamaroneck, N. Y.

Announcement

I have temporarily **Removed** from 118 to **133 West 28th Street** and am now located in the store with Mr. Walter F. Sheridan. This will in no way interfere with the regular routine of my business and I hope to meet my old friends and customers and accord them the similar courtesy and fair dealing that they have received in the past.

J. K. ALLEN
Wholesale Commission Dealer in
CUT FLOWERS
133 West 28th St., NEW YORK
Established 1887
West of 6th Ave. Open 6 a. m. every morning.

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All the NEW ROSES, CARNATIONS and Seasonable Flowers.

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All the New and Standard Varieties of Roses, Violets, Carnations, Valley, Lilies, Etc.
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WHOLESALE FLORIST
116 W. 28th St., New York
Prompt and careful attention to your interests. Consignments Solicited.

Riedel & Williams
WHOLESALE FLORISTS
25 years' experience. Consignments solicited.
49 West 28th St., New York
Phone 4024 and 4025 Watkins.

Wholesale Flower Markets

NEW YORK, Dec. 30. Per 100

Roses, Beauty, specials	100.00@	150.00
" " extra and fancy	50.00@	75.00
" Hadley	25.00@	75.00
" Hoosier Beauty	25.00@	75.00
" Francis Scott Key	25.00@	75.00
" Columbia	15.00@	40.00
" Prima Donna	15.00@	30.00
" Double White Killarney	12.00@	30.00
" White Killarney	15.00@	20.00
" Aaron Ward	15.00@	30.00
" Ophelia	12.00@	30.00
" Sunburst	12.00@	30.00
" J. L. Mock	20.00@	60.00
" Mrs. Chas. Russell	20.00@	60.00
" Premier	20.00@	75.00
Cattleya orchids, special		150.00
Carnations	12.00@	15.00
Carnations, Mrs. Ward Laddie and Benora	15.00@	20.00
Adiantum Croweanum and Hybridum	1.00@	1.50
Asparagus Plumosus, doz. bchs.	2.50@	3.00
Smilax, doz. strings	1.50@	2.50
Bouvardia, per doz.	1.00@	2.00
Lilies, white	25.00@	35.00
Gardenias, per doz.	12.00@	18.00
Callas, per doz.	4.00@	6.00
Paper White Narcissus, doz.	.60@	.75
Lilies, Rubrums	12.00@	15.00
Sweet Peas	2.00@	5.00
Lily of the Valley	8.00@	15.00
Violets	1.00@	2.00
Calendulas, per doz.	.50@	1.00
Stevia, bunch	.15@	.25
Yellow Narcissus, per doz.	1.00@	1.25
Snapdragons, per doz.	.50@	2.00
Cut Poinsettias, per doz.	.75@	4.00
Cypripediums	40.00@	75.00
Mignonette, per doz.	1.50@	2.50

Frank H. Traendly Charles Schenck
Traendly & Schenck
Wholesale Florists and Cut Flower Exchange
436 Sixth Avenue, NEW YORK
Between 26th and 27th Sts.
Telephones: 798 and 799 Watkins
Orchids, Roses, Carnations, and all the other best products of the leading growers.
CONSIGNMENTS SOLICITED.

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127 W. 28th St., NEW YORK
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WHOLESALE FLORIST
Everything in Cut Flowers
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115 West 28th Street, New York

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United Cut Flower Co., Inc.
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Mention the American Florist when writing

PHONE {2335 / 2336} WATKINS
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Bet. 6th & 7th Aves. NEW YORK
Mention the American Florist when writing

Telephone: Watkins 9254
EDWARD BRENNER
Wholesale Florist
101 West 28th Street, NEW YORK
Everything in Cut Flowers
Consignments Solicited.

N. Y. Cut Flower Exchange
Coogan Bldg., 6th Av. and W. 26th, New York.
Desirable wall space to rent for advertising.
Open for Cut Flower Sales at 6 o'clock every morning.
V. S. DORVAL, Secretary
Mention the American Florist when writing

The Kervan Co.
Fresh Cut Decorative Evergreens
Highest Standard of Quality.
Largest stock in America. Send for illustrated catalog of Greens and Florists' Supplies.
119 West 28th St., NEW YORK

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WHOLESALE FLORIST
24-30 STONE STREET
ROCHESTER, NEW YORK.
Mention the American Florist when writing

M. C. FORD
121 WEST 28TH STREET
NEW YORK
Telephones: 3870-3871 Watkins
THE LARGEST RECEIVER OF CUT FLOWERS IN THE CITY.
A complete assortment of the best in the market can always be relied upon.
Mention the American Florist when writing

It is said that it "can be made to interpret the vision of plant growth in terms of light." That should do away with the necessity of storing cut flowers in cellars and dark rooms in order to keep them for Christmas. One more invention is needed, to wit, one that will record the age of a flower when it reaches this market.

The Greek-American Florists' Association will hold its annual ball and entertainment at the Hotel Commodore, 42nd street and Lexington avenue, February 26. President Lales of this association, who recently returned from an extended visit to Greece, reports dissatisfaction in that country over failure of the peace conference to settle the Greek claims on Turkey.

Eugene F. Bechamps, of Flushing, recently opened a store for the sale of fruit, vegetables and flowers, opposite the Murray Hill station of the Long Island R. R. The flowers are grown at his son's greenhouses in Flushing. He had a large stock of green and Christmas trees and cleaned up well.

Among recent incorporations reported from New Jersey, is that of the Joseph Manda Company, 191 Valley road, West Orange; general nursery business, capital $100,000. The head of this company is Joseph A. Manda, well known in this city and to the trade in general.

J. K. Allen, one of the oldest wholesalers of the district, has temporarily removed from 118 to 133 West 28th street, and now occupies a part of the store with Walter F. Sheridan. He expects to secure a permanent location by spring.

C. E. Zerbakos & Co., 622 Columbus avenue, have applied for incorporation papers in the amount of $5,000, to engage in the sale of flowers, trees and shrubs. The firm is composed of C. E. and M. Zerbakos and E. Walsh.

John Stemme of Stemme & Sons, florists, of Hattiesburg, Miss., is spending the winter in this city, taking a commercial course. He is a young man of good address and we wish him success.

Sakas Brothers have erected and opened a retail store in an unique little greenhouse at No. 1 West 47th street. As it is a good location, they are likely to secure business.

On the night of December 19, thieves entered two houses of the Hession range, in Flatbush, and carried off the open flowers.

John Kessler, well known in the trade of this city, is now managing the flower department of the Hotel Commodore.

A. F. F.

Providence, R. I.

HOLIDAY TRADE SURPASSES 1918.

The 1919 Christmas trade was much better than in previous years, and stock sold out well. In plants, there was a heavy call for begonias, ardisias, ficus, ferns, palms, solanums and cyclamens. Carnations were good property and roses brought excellent prices. Violets were scarce, as were sweet peas. Mignonette and Paper Whites moved freely. Greens sold well in spite of the fact that quantities of this material was offered on the street. One dollar bought the best Christmas tree in the city. One thousand trees arrived here after the holiday and were thrown on the dump. The stores were all decorated; in fact, better than ever before.

NOTE.

James Burke, formerly with the Warwick Greenhouses, is going to enter business for himself in this city in the near future.

H. A. T.

RUSH
PERISHABLE

Keep from Heat and Frost

H. A. COOK, Florist
Oberlin Flower Store
63 S. Main St. Phone 359
OBERLIN, OHIO

To _____

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No. 110 R. B. GUMMED LABEL.

500.....$1.50 1000.....$2.75 3000.....$7.25

Choice of Red, Blue or Green Ink.

The John Henry Co., Lansing, Mich.

Pittsburgh, Pa.

LARGEST CHRISTMAS TRADE ON RECORD.

In summing up the Christmas business, it can be done in one word, "Wonderful." To begin with, the weather was ideal, just cold enough to put life into things, and not so cold that plants and cut flowers had to be packed extra carefully. The rush started early in artificial wreaths and baskets, and never before were so many artificial combinations sold. December 24 found the wholesale houses cleaned out of everything in the line of Christmas supplies. Plants and combination plant baskets sold freely, and all the retail stores report that the higher priced ones moved first, and in most cases it was hard to sell the cheaper ones. The supply of cut flowers was sufficient, with the exception of short roses and carnations. All the retail stores are in accord, that while prices were high, they never handled better stock for a holiday. The whole can be summed up as the largest ever, and every one in this district is satisfied. American Beauties were in short supply, of very good quality, and in some cases, Premier had to be substituted in filling orders, but there were no complaints, as the quality of Premier was fine, and as they could be had in 36-inch stems, they would take the place of American Beauties without any trouble. Columbia was the favorite in the roses, and they were superb, but all varieties sold well and brought higher figures than ever before. Russell, Milady, Ophelia, Sunburst, Hilda, My Maryland, Pink Killarney and Ward were all in big demand and cleaned up without any trouble. One thing noticed this year was the shortage in short and medium length roses and the big supply of fancy grades. Carnations were in short supply and brought prices ranging from $12 to $15 per hundred. The quality of violets was of the best, with plenty for everyone, but the price was so high that none but the better class stores cared to take a chance and handle them. Lily of the valley and orchids were scarce and high. There was an abundance of white and yellow narcissi and stevia with a big demand for the same. Sweet peas, baby primroses, calendulas, snapdragons and mignonette were as popular as ever, and cleaned up without any trouble. The supply of greens was large enough to take care of the demand.

NOTES.

The A. W. Smith Flower Stores Co. report the largest business in their history, but the same fact holds true with them as with other retail stores; the number of sales made was small compared to other years.

The florists' and gardeners' club will meet Tuesday night, January 6, in the basement of the Carnegie library, N. S., at which time nomination of officers for the coming year will take place.

Mrs. E. A. Williams sold more of her famous combination plant baskets than ever before, and says that the holiday exceeded her expectations.

On top of the big holiday rush, Randolph & McClements handled several large decorations, December 24, which taxed their large force to the limit.

The high prices at Christmas have driven the small flower buyer to look for something cheaper, and the candy stores have benefited.

The Zeiger Co. reports a large volume of business, with everything salable cleaned up. M.

The Meyer Green Smilax Thread

is $2.00 per lb. and the SILKALINE is $2.25 per lb., net 30 days. We allow a discount in case lots of 500 lbs. and upwards. We also manufacture all kinds of twists and can put up the silk in any color you might desire, such as violet, pink, red, green, etc. We guarantee 16 oz. of actual thread to the lb. Be sure that you get the Meyer threads as this thread is for the florists who desire honest dealings and good goods.

Manufactured by the

JOHN C. MEYER FLORIST THREAD WORKS
LOWELL, MASS.

LET'S ALL GET BEHIND
St. Valentine's Day This Year
and Make it the BIGGEST DAY in the History of Our Business.

EXTENSIVE advertising will be run in the leading magazines exploiting Flowers for Valentine's Day. This is going to create an interest in Flowers and a demand for Flowers—BUT in order to secure the maximum benefit from all this publicity, every Florist in the country should hook up with it by advertising locally to his own trade.

The S. A. F. & O. H. has taken steps to aid the Florist locally by supplying **Stickers and Posters.** These are inexpensive and something everybody can afford. It is urged that every Florist in the country get behind this movement. The effort and cost per individual requires so little. We can double the business for Valentine's Day if we make this ONE BIG UNITED MOVEMENT.

Stamp is printed in beautiful colors.

THINK!—what a power for publicity these two little mediums can be made if **every Florist in the country** would use stickers on all his mail and packages sent out in January and February, and if the Posters were displayed in every Florist window, in the store and on every Florist auto. Millions of stickers would be circulated and thousands of posters displayed. Now all that is required to accomplish this is that every Florist do his part—the effort per individual is hardly noticeable. Buy these Stamps and Posters at once. Combine your order with your neighbor Florists' and obtain the quantity rate and secure a more intensified campaign.

N. B. The profit made in sales of this material, above expense of handling, will revert to the National Publicity Fund.

PUT STICKERS
On EVERY Letter

you send out in January and February. Stop and think for one moment what an enormous circulation can be secured from the use of the stickers on letters—3000 Florists each sending out 500 in one month would make 1,500,000 letters.

PUT STICKERS
On EVERY Package

you send out in January and February. How many packages do you send out on an average each day? Now total the number for one month.

And Remember, each package goes to a **Flower buyer** or user.

So your circulation would be 100 per cent efficient.

REGARDING THE POSTER

THE Poster carries out same design as in stamp. It is beautifully lithographed in four colors—size 14 x 21 inches, printed in sheet style instead of on card board—very similar to Liberty Loan Posters.

By all means use these posters in your store and on your auto.

DISPLAY POSTERS
in your windows and store

Hundreds, even thousands of people, go by the average Florist Shop every day—imagine the striking effect on the public if every Florist Shop displayed the same poster!

DISPLAY POSTERS
on your delivery auto—

How many delivery autos have **you?** Now total all the Florist autos in your city. Put one Poster on each side of every Florist auto in town and every single person in your city, able to be about, will receive the suggestion, "Say it with Flowers—Valentine's Day."

STAMPS

500	$2.00	10,000	$2.50 per M
1,000	3.00	25,000	2.40 per M
2,000	2.75 per M	50,000	2.30 per M
5,000	2.60 per M	100,000	2.25 per M

On all orders up to 5000, parcel post charges will be prepaid. Over 5000 shipped by express collect.

PRICES

SEND CHECK OR MONEY ORDER WITH YOUR ORDER

Made payable to

POSTERS

25c each any quantity.

Includes mailing charges on quantities up to 10 posters—over 10 posters will be shipped express collect.

JOHN YOUNG, Sec'y, S. A. F. & O. H., 1170 Broadway, N. Y.

Cash with order is requested because plan is self-supporting. Details in handling have been reduced to a minimum in order to show greatest possible profit.

"Say it with Flowers"

Florists' Publicity Drive for St. Valentine's Day

In Conjunction with S. A. F. Publicity Campaign for Flowers.

DESIGNS OR CUT FLOWERS Will be delivered for the trade in other cities by the firms below, the Leading Retailers in the cities indicated, on Wire, Phone or Mail Orders.

BUNYARD, NEW YORK, 413 Madison Ave.
Bellevue Avenue, NEWPORT, R. I.
Summer Season.

NEW YORK Orders Sent to **H. H. BURNS,** 509 Madison Ave.
Will be filled with the choicest flowers. Send us your Long Island, Tuxedo and Westchester, N. Y., orders.

KANSAS CITY, MISSOURI.
ROCK'S FLOWERS
Members Florists' Telegraph Delivery Ass'n

ESTABLISHED 1847
F. T. D.
Thos. F. Galvin INC.
THE NAME PROTECTS YOU
BOSTON
1 PARK STREET
799 BOYLSTON STREET
Steamers are Again Sailing on Schedule
Deliveries made on board
NEW YORK
561 FIFTH AVENUE

DAYTON, OHIO
16 and 18 W. 3rd St.
Matthews the Florist
Established in 1883.
Greenhouses and Nurseries in Riverdale.
Members of Florists' Telegraph Delivery.

National Florist
CHICAGO
THE NORTH SHORE FLORAL CO. Not Inc.)
BERNARD J. SHERMAN, Prop.
849-851 Irving Park Blvd. Deliveries in Chicago and Suburbs

HARTFORD, CONN.
George G. McClunie
165 MAIN STREET
Right in the Hospital District—Hartford, Charter Oak, Williams, Insane, St. Francis and Memorial Hospitals within two blocks of Flower Shop
Member of Florists' Telegraph Delivery.

BRANCHES: RITZ-CARLTON and VANDERBILT HOTELS
KOTTMILLER 426 Madison Ave., NEW YORK

ROANOKE, VA.
FALLON, Florist.

New York.
J. G. Papadem Co.
(FORMERLY DRAKOS CO.)
2953 Broadway.
Members of Florists' Telegraph Delivery.

Seattle-Rosaia Bros. Finest floral studio in Nort west. Member F.T.D.

New York.
A. B. CAZAN
FLOWERS OF QUALITY
2751 Broadway
Member of Florists' Telegraph Delivery.

C. H. FREY Wholesale and Retail Florist
1133 O St., LINCOLN, NEB.
Will fill orders for the West on short notice.
Trade discounts. First-class stock.

WIRE YOUR ORDERS TO
HARRY PAPWORTH
The Metairie Ridge Nursery Co.
FLORISTS
135 Carondelet St.
NEW ORLEANS
ROSES ORCHIDS VIOLETS
F.T.D.

New York.
The Aphrodite Co.
THE ARTISTIC FLORISTS
Floral Decorations for All Occasions.
2703 Broadway, Phone Academy 2479

C. Frauenfelder FLORIST
3343 W. MADISON ST.
NEAR GARFIELD PARK
CHICAGO

Cleveland, O.
The Smith & Fetters Co.,
LEADING FLORISTS
930 PROSPECT AVE., Erie Building. **CLEVELAND**

"Where Roses and Lilies and Violets Meet."
GUIDO, Inc.
FLORIST
595 Lexington Ave., cor 52nd St.,
Phones: Plaza 7570
Night Call, South 1125 **NEW YORK**
Members of Florists' Telegraph Delivery.

NEWARK, N. J.
Philips Bros.
938 BROAD STREET
Members of Florists' Telegraph Delivery.

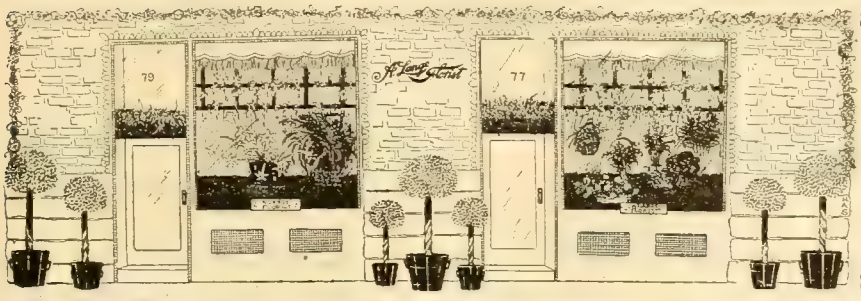
New York. Established 1849
David Clarke's Sons
2139-2141 Broadway, Cor. 75th St.
Orders By Telegraph Promptly Filled
Phones 1552-1553 Columbus.

Mention the American Florist when writing

Mention the American Florist when writing

DESIGNS OR CUT FLOWERS

Will be delivered for the trade in other cities by the firms below, the Leading Retailers in the cities indicated, on Wire, Phone or Mail Orders.



A. LANGE

77-79 E. Madison St., **CHICAGO**

Member of F. T. D.

New York

Member of Florists' Telegraph Delivery.

DARDS

Leading Florist
341 Madison Ave.
Guaranteed Satisfaction Nearly 50 Years.

Let Us Fill Your Steamer Orders. **Regular European Sailings Now Established.**

Chicago.

Established 1857

Wittbold FLORIST

745 Buckingham Place
L. D. Phone, Graceland 1112
Send us your retail orders
We have the Best Facilities in the City
Members of Florists' Telegraph Delivery.

Mention the American Florist when writing

LOUISVILLE, KY.

THE F. WALKER CO.
310-312 West Chestnut Street
CITY'S LARGEST FLOWER STORE.

Mention the American Florist when writing

GUDE BROS. CO. FLORISTS 1214 F ST. N.W. WASHINGTON, D.C.

WASHINGTON D. C.

Gudes'

Members of Florists' Telegraph Delivery.

Mention the American Florist when writing

FOR WISCONSIN DELIVERY
—OF—
"Home Grown Flowers"
Get in touch with
J. E. MATTHEWSON, Sheboygan, Wisconsin.
Member of Florists' Telegraph Delivery.

FROM NEW YORK EXCEPT AS NOTED.

January 5.
FROM NEW ORLEANS, Orianian, I. M. M. Line (Liverpool.)
FROM GALVESTON, Novian, I. M. M. Line (Liverpool.)

January 6.
FROM BOSTON, Triumph, I. M. M. Line (Liverpool.)
FROM NEW ORLEANS, Oxonian, I. M. M. Line (Liverpool.)
Lancastrian, I. M. M. Line (Antwerp.)
Yamhill, I. M. M. Line (Rotterdam.)

January 7.
FROM NEW ORLEANS, Ninian, I. M. M. Line (Liverpool.)
FROM MOBILE, Belgian, I. M. M. Line (Liverpool.)
Mongolia, I. M. M. Line (Hamburg.)
FROM BALTIMORE, Cunard-Anchor (London.)

January 8.
Belgic, I. M. M. Line (Liverpool.)
FROM PORTLAND, ME., Dominion, I. M. M. Line (Liverpool.)
FROM PHILADELPHIA, Wathena, I. M. M. Line (London.)
Westerdyk, Holland-America Line (Rotterdam)

January 10.
Celtic, I. M. M. Line (Liverpool.)
Bardic, I. M. M. Line (London.)
FROM BOSTON, West Cape, I. M. M. Line (London.)
FROM PHILADELPHIA, Mackinaw, I. M. M. Line (London.)
FROM BALTIMORE, Yukon, I. M. M. Line (London.)
West Wauneke, I. M. M. Line (Antwerp.)
FROM PHILADELPHIA, Eastern Sea, I. M. M. Line (Glasgow.)
Columbia, Cunard-Anchor Line (Londonderry.)
Anglo-Egyptian, Cunard-Anchor (Rotterdam.)
FROM PHILADELPHIA, Vennonia, Cunard-Anchor (London.)
New Amsterdam, Holland-America Line (Rotterdam.)

NASHVILLE and CHATTANOOGA

MEMBER Florists' Telegraph Delivery

Joy's

Mention the American Florist when writing

SAN ANTONIO, TEXAS

Your credit is is good with us for Cut Flowers and Floral Offerings.

GREEN, The Florist

Avenue C at 8th Street
Member F. T. D.

Mention the American Florist when writing

New Orleans, La.

CHAS. EBLE

Oldest Florist South
121 BARONNE STREET
Member of Florists' Telegraph Delivery.

Mention the American Florist when writing

TERRE HAUTE, IND.
THINK OF HEINL'S

St. Paul, Minn.

Holm & Olson

20-22-24 W. Fifth St.

We fill orders for any place in the Twin Cities and for all points in the Northwest. The Largest Store in America; the largest stock; the greatest variety. Write, wire or phone. We are alive night and day.

SEATTLE, WASH.

HOLLYWOOD GARDENS

Seattle's Leading Flower Shop

1536 SECOND AVE.

Members of Florists Telegraph Delivery.

Newark, N. J.

Begerow's

946 BROAD STREET

Fresh Flowers and Best Service. Deliveries throughout the state and to all steamship docks in Hoboken, N. J., and New York.

Pittsburgh, Pa.

A.W.Smith Co.

KEENAN BLDG.

Largest Floral Establishment in America. Established 1874. Incorporated 1909.

THE J. M. GASSER COMPANY

CLEVELAND

EUCLID AVENUE

Members of Florists' Telegraph Delivery.

Send Telegraph, Telephone or Mail Orders for florist service in this vicinity to

The Dominion Floral Co.

484 St. Catherines St., West

Montreal, Que., Canada

Every order receives prompt and careful attention.

New York. Telephone Lenox 3822

HENRY HART, Inc.

FLORIST

1000 Madison Avenue

In the Heart of most exclusive residential section.

Telephones, 6582-6583 Main LOUIS MICHEL

The Long Island Floral Co.

Wholesale Commission Florists

Correspondence Solicited.

48 Willoughby St., Brooklyn, N. Y.

Wilkes-Barre and near-by Pennsylvania Towns

Member F. T. D.

14 N. Main St. A.W.B. EVANS

Astoria Florist

NEW YORK CITY

2188 Broadway, Tel. 9414 Schuyler.

We are in center of residential section, between 77th and 78th streets.

Members of Florists' Telegraph Delivery.

City Index to Retail Florists Filling Telegraph Orders.

Albany, N. Y.—Eyres, 106 State St.
Albany, N. Y.—Danker's.
Boston, Mass.—Thos. F. Galvin, Inc.
Boston, Mass.—Penn, The Florist.
Brooklyn, N. Y.—Hugo H. Jahn.
Brooklyn, N. Y.—Joseph Trepel.
Brooklyn, N. Y.—James Weir, Inc.
Brooklyn, N. Y.—The Long Island Floral Co.
Buffalo, N. Y.—S. A. Anderson, 440 Main St.
Chicago—Alpha Floral Co., 146 S. Wabash.
Chicago—Central Floral Co., 132 N. State St.
Chicago—Friedman, 522 S. Michigan Blvd.
Chicago—C. Frauenfelder, 3343 W. Madison St.
Chicago—Fleischman, Railway Exchange Bldg.
Chicago—A. Lange, 77-79 E. Madison St.
Chicago—Mangel, 17 E. Monroe St.
Chicago—North Shore Floral Co.
Chicago—Schiller, The Florist, 2221 W. Madison.
Chicago—G. Wittbold Co., 745 Buckingham Pl.
Cincinnati, O.—Julius Baer.
Cincinnati, O.—Hardesty & Co.
Cincinnati, O.—H. W. Sheppard.
Cleveland, O.—Bramley & Son.
Cleveland, O.—Smith & Fetters Co.
Cleveland, O.—The J. M. Gasser Co.
Colorado Springs, Colo.—Pikes Peak Floral Co.
Dallas, Tex.—Lang Floral & Nursery Co.
Dayton, O.—Matthews, The Florist.
Dayton, O.—J. W. Rodgers.
Denver, Colo.—The Park Floral Co.
Detroit, Mich.—Central Floral Co., 35 Broadway
Detroit, Mich.—John Breitmeyer's Sons.
Duluth, Minn.—Duluth Floral Co.
El Paso, Tex.—Potter Floral Co.
Grand Rapids, Mich.—Grand Rapids Floral Co.
Grand Rapids, Mich.—Henry Smith.
Harrisburg, Pa.—Charles L. Schmidt.
Hartford, Conn.—Geo. G. McClunie.
Kansas City, Mo.—W. J. Barnes.
Kansas City, Mo.—Samuel Murray.
Kansas City, Mo.—A. Newell.
Kansas City, Mo.—Wm. L. Rock Flower Co.
La Crosse, Wis.—John A. Salzer Seed Co.
Lincoln, Neb.—C. H. Frey.
Lincoln, Neb.—Frey & Frey.
Los Angeles, Calif.—O. C. Saake.
Los Angeles—Wolfskill Bros. & M. Goldenson.
Louisville, Ky.—August R. Baumer.
Louisville, Ky.—The F. Walker Co.
Memphis, Tenn.—Idlewild Greenhouses.
Milwaukee, Wis.—J. M. Fox & Son, Inc.
Montreal, Que., Can.—The Dominion Floral Co.
Nashville, Tenn.—Joy Floral Co.
Newark, N. J.—Bergerow's.
Newark, N. J.—The Rosery Floral Co.
Newark, N. J.—Philips Bros.
Newburyport, Mass.—E. W. Pearson.
New Orleans, La.—Metairie Ridge Nursery Co.
New Orleans, La.—Chas. Eble.
New Orleans, La.—The Avenue Floral Co.
New York—The Aphrodite Co.
New York—Astoria Florist, 2188 Broadway.
New York—A. T. Bunyard, 413 Madison Ave.
New York—H. H. Burns, 509 Madison Ave.
New York—N. Christatos, 1028 Sixth Ave.
New York—Dard's, 44th and Madison Ave.
New York—David Clarke's Sons.
New York—John D. Flessas, 665 Columbus Ave.
New York—Henry Hart, Inc.
New York—Guido, Inc., 595 Lexington Ave.
New York—Hession.
New York—Kottmiller.
New York—Malandre Bros.
New York—J. G. Papadem Co.
New York—A. B. Cazan.
New York—Max Schling.
New York—Thos. F. Galvin, Inc.
New York—G. E. M. Stumpp.
Omaha, Neb.—Hess & Swoboda, Farnum St.
Omaha, Neb.—Lewis Henderson.
Passaic, N. J.—Edward Sceery.
Paterson, N. J.—Edward Sceery.
Philadelphia, Pa.—Charles H. Grakelow.
Philadelphai, Pa.—J. J. Harbermehl's Sons.
Pittsburgh, Pa.—Randolph & McClements.
Pittsburgh, Pa.—A. W. Smith Co.
Pittsburgh, Pa.—Mrs. E. A. Williams.
Rockford, Ill.—H. W. Buckbee.
Roanoke, Va.—Fallon, Florist.
Rochester, N. Y.—J. B. Keller Sons.
San Antonio, Tex—Green, The Florist.
Salt Lake City, Utah—Miller Floral Co.
San Francisco—Podesta & Baldocchi.
Seattle, Wash.—Hollywood Gardens.
Seattle, Wash.—Rosaia Bros.
Sheboygan, Wis.—J. E. Matthewson.
Stamford, Conn.—Quality Flower Shop.
St. Louis, Mo.—F. H. Weber.
St. Louis, Mo.—Grimm & Gorly.
St. Paul, Minn.—Holm & Olson.
Tacoma, Wash.—California Florists.
Terre Haute, Ind.—J. G. Heinl & Sons.
Toledo, O.—Mrs. J. B. Freeman.
Toronto—Dunlop's, 8 and 10 W. Adelaide St.
Washington, D. C.—Blackistone, Inc.

Detroit, Mich.

John Breitmeyer's Sons

Corner Broadway and Gratiot Avenues.

Artistic Designs.

High Grade Cut Blooms

We cover all Michigan points and good sections of Ohio, Indiana and Canada.

Members of Florists' Telegraph Delivery.

Omaha, Neb.

Hess & Swoboda

FLORISTS

1415 Farnum St. PHONES: 1501 and L1582

Member of Florists' Telegraph Delivery.

Toronto, Can.

Canada's best known and most reliable florist.

Only the Best **Dunlop's**

8 and 10 West Adelaide Street

We deliver anywhere in Canada and guarantee safe arrival.

Flowers Delivered Anywhere. Phone, 1952 Bedford

HUGO H. JAHN

—FLORIST—

710 Nostrand Avenue

Cor. Prospect Place, BROOKLYN, N. Y.

Brooklyn Representative of National Floral Corporation.

Philadelphia, Pa.

Chas. H. Grakelow

Broad St., at Cumberland

Member of Florists' Telegraph Delivery.

New York

G. E. M. STUMPP

761 FIFTH AVENUE

Member of Florists' Telegraph Delivery.

LEWIS HENDERSON, Florist

1519 Farnam St., Omaha, Neb.

Member of Florists' Telegraph Delivery.

Washington, D. C.—Geo. H. Cooke.
Washington, D. C.—Louise Flower Shop.
Washington, D. C.—Gude Bros.
Washington, D. C.—Geo. C. Shaffer.
Wilkes-Barre, Pa.—A. W. B. Evans.
Worcester, Mass.—Littlefield, Florist.
Worcester, Mass.—Randall's Flower Show.
Yonkers N. Y.—New York Floral Co.

Best Flowers
Best Service

ROSES Fleischman

Chicago's Leading Florist
Railway Exchange Bldg.

Brooklyn, N. Y.
JOSEPH TREPEL
BROOKLYN'S LARGEST FLORIST
NINE STORES.
Main Store— **334 Lewis Ave.**
Telegraph orders delivered to all parts of New York City, Brooklyn and Long Island.
Member of Florists' Telegraph Delivery.

Cincinnati, O.
HARDESTY & CO.
150 East Fourth Street
THE BEST THAT GROWS.
EXPERTS TO ARRANGE THEM.

Rochester, N. Y.
J. B. KELLER SONS,
FLORISTS
25 Clinton Avenue N
Rochester Phone 506. Long Dist. Bell ph. 2189
Members of Florists' Telegraph Delivery.

Toledo, O.
Mrs. J. B. Freeman
(Successor to Geo. A. Heinl.)
336 Superior St., Toledo, O.
Both Phones, 527.
Special attention to mail and telegraph orders.
Member of Florists' Telegraph Delivery.

Los Angeles, Calif.
Wolfskill Bros. and Morris Goldenson
Cut Flower Merchants
We solici. telegraph orders. Regular trade disct.
229 WEST THIRD STREET

Buffalo, N. Y.
S. A. ANDERSON
440 Main Street
Anderson service means fresh, sturdy stock and prompt deliveries in Buffalo, Lockport Niagara Falls and Western New York
Members of Florists' Telegraph Delivery.

Kansas City, Mo.
W. J. Barnes FLORIST, KC, MO.
Kansas and Western Missouri.
Up-to-date Service.
F. T. D. Est. 1890.

Mention the American Florist when writing

J. W. RODGERS
Elks' Building, 4 South Jefferson Street, Dayton, O.
Telegraph orders for Dayton will receive our immediate and careful attention.

Alpha Floral Company
CHICAGO
146 S. WABASH AVE.
No order for less than $3.00 accepted for delivery. All orders for less than this amount will be absolutely refused.
Send your telegraph orders to us for delivery in Chicago and vicinity.
Member of F. T. D.

Mention the American Florist when writing

EDWARD SCEERY
Passaic, N. J. F. T. D. Paterson, N. J.

Send your Orders for Chicago and Suburbs to
Schiller the FLORIST
1221-2223 W. Madison St. CHICAGO.
All orders carefully filled under the supervision of
GEORGE ASMUS, Mgr.
Wire, Write or Phone West 822
Member of Florists' Telegraph Delivery.

New York.
BROADWAY FLORIST
2094 Broadway, S. E. cor. 72d St.
Phone Columbus 5468.
Branch: 840 Westchester Ave., Bronx.
Phone: Intervale 4990.

Washington, D. C.
Louise Flower Shop
Connecticut Ave at N. St., N. W.
Miss Louise W. Daugherty, Proprietress
Phones—Franklin 3579, 3841, 3842.
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FLOWERS OR DESIGN WORK
Delivered in Albany and vicinity on telegraphic order.
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38 State Street, Newburyport, Mass.
Covers All New England Points

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California Florists
will take care of all telegraphic orders.

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Quality Flowers
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Orders Carefully Executed
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250,000 Square Feet of Modern Glass.
First-Class Stock and Service. Usual Discount.
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200 miles in any direction. We are the center of the great Northwest. Daily deliveries to Superior, Wis.
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Name Index to Retail Florists Filling Telegraph Orders.

Alpha Floral Co., 146 S. Wabash Ave., Chicago.
Anderson, S. A., 440 Main, Buffalo, N. Y.
Aphrodite Co., The, New York.
Astoria Florist, 2188 Broadway, New York.
Avenue Floral Co., The, New Orleans, La.
Baer, Julius, Cincinnati, O.
Barnes, W. J., Kansas City, Mo.
Baumer, August R., Louisville, Ky.
Bergerow's, 746 Broad St., Newark, N. J.
Bramley & Sons, Cleveland, O.
Breitmeyer's Sons, John, Detroit, Mich.
Buckbee, H. W., Rockford, Ill.
Bunyard, A. T., 413 Madison Ave., New York.
Burns, H. H., 509 Madison Ave., New York.
California Florist, Tacoma, Wash.
Central Floral Co., 132 N. State St., Chicago.
Central Floral Co., 35 Broadway, Detroit, Mich.
Clarke's Sons, David, New York.
Cooke, Geo. H., Conn. Ave. and L., Washington.
Danker's, Albany, N. Y.
Dard's, 44th and Madison Ave., New York.
Dominion Floral Co., The, Montreal, Que., Can.
Duluth Floral Co., Duluth, Minn.
Dunlop's, 8 and 10 W. Adelaide St., Toronto.
Eble, Chas., New Orleans, La.
Evans, A. W. B., Wilkes-Barre, Pa.
Eyres, 106 State St., Albany, N. Y.
Fallon, Florist, Roanoke, Va.
Fleischman, Chicago.
Fox, J. M. & Son, Inc., Milwaukee, Wis.
Frauenfelder, C., Chicago.
Freeman, Mrs. J. B., Toledo, O.
Frey, C. H., 1133 O St., Lincoln, Neb.
Frey & Frey, 1338 O St., Lincoln, Neb.
Friedman, 522 S. Michigan Blvd., Chicago.
Galvin, Thos. F., Inc., New York and Boston.
Gasser Co., J. M., Cleveland, O.
Grakelow, Charles H., Philadelphia, Pa.
Grand Rapids Floral Co., Grand Rapids, Mich.
Green, The Florist, San Antonio, Tex.
Grimm & Gorly, St. Louis, Mo.
Gude Bros., Washington, D. C.
Guido, Inc., 595 Lexington Ave., New York.
Habermehl's Sons, J. J., Philadelphia, Pa.
Hardesty & Co., Cincinnati, O.
Hart, Henry, Inc., 1000 Madison Ave., N. Y.
Heinl & Sons, J. G., Terre Haute, Ind.
Henderson, Lewis, Omaha, Neb.
Hess & Swoboda, Omaha, Neb.
Hession, Madison Ave. and 76th St., New York.
Hollywood Gardens, Seattle, Wash.
Holm & Olson, St. Paul, Minn.
Idlewild Greenhouses, Memphis, Tenn.
Jahn, Hugo H., Brooklyn, N. Y.
Joy Floral Co., Nashville, Tenn.
Keller Sons, J. R., Rochester, N. Y.
Kottmiller, 426 Madison Ave., New York.
Lang Floral & Nursery Co., Dallas, Tex.
Lange, A., 77-79 E. Madison St., Chicago.
Littlefield Florist, Worcester, Mass.
Long Island Floral Co., Brooklyn, N. Y.
Louise Flower Shop, Washington, D. C.
McClunie, Geo. G., Hartford, Conn.
Malandre Bros., New York.
Mangel, 17 E. Monroe St., Chicago.
Matthews, The Florist, Dayton, O.
Matthewson, J. E., Sheboygan, Wis.
Metairie Ridge Nursery Co., New Orleans, La.
Miller Floral Co., Salt Lake City, Utah.
Murray, Samuel, Kansas City, Mo.
Newell, A., Kansas City, Mo.
New York Floral Co., Yonkers, N. Y.
North Shore Floral Co., Chicago.
Papadem, J. G. Co., 2953 Broadway, New York.
Park Floral Co., The, Denver, Colo.
Pearson, E. W., Newburyport, Mass.
Penn, The Florist, Boston, Mass.
Philips Bros., 938 Broad St., Newark, N. J.
Pikes Peak Flo. Co., Colorado Springs, Colo.
Podesta & Baldocchi, San Francisco.
Potter Floral Co., El Paso, Tex.
Quality Flower Shop, Stamford, Conn.
Randall's Flower Shop, Worcester, Mass.
Randolph & McClements, Pittsburgh, Pa.
Rock, Wm. L., Flower Co., Kansas City.
Rodgers, J. W., Dayton, O.
Rosery Floral Co., The, Newark, N. J.
Rosaia Bros., Seattle, Wash.
Saake, O. C., Los Angeles, Cal.
Salzer Seed Co., John A., La Crosse, Wis.
Schiller, The Florist, 2221 W. Madison, Chicago.
Schling, Max, 785 Fifth Ave., New York.
Sceery, Edward, Passaic, N. Y.
Sceery, Edward, Paterson, N. J.
Schlatter, Wm. & Son, Springfield, Mass.
Schmidt, Chas. L., Harrisburg, Pa.
Shaffer, Geo. C., Washington, D. C.
Sheppard, Henry W., Cincinnati, O.
Smith & Fetters Co., Cleveland, O.
Smith Co., A. W., Pittsburgh, Pa.
Smith, Henry, Grand Rapids, Mich.
Stumpp, G. E. M., New York.
Trepel, Joseph, Brooklyn, N. Y.
Walker Co., The F., Louisville, Ky.
Weber, F. H., St. Louis, Mo.
Weir, James, Inc., Brooklyn, N. Y.
Williams, Mrs. E. A., Pittsburgh, Pa.
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Albany, N. Y.
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The Best Service
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A. Newell FLORIST
Established over 30 years.
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Lang Floral & Nursery Co.
1214 Main Street, Dallas, Texas.
Write or wire headquarters for flowers for Texas, Oklahoma, Louisiana, New Mexico. No orders too large, none too small.
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1338 O Street, LINCOLN, NEB.
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Rockford, Ill.
H. W. BUCKBEE.
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LITTLEFIELD, Florist
WORCESTER, MASS.
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El Paso, Texas
Potter Floral Co.
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Max Schling Flowers
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Nothing Better
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CINCINNATI
HENRY W. SHEPPARD
532-534 RACE STREET
Successor to the HILL FLORAL CO.
Good Stock and Good Service.
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The Largest Growers of Flowers in the City.
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313 Market St., Harrisburg, Pa.
Night and day service in all Central Pennsylvania.
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Best service in both cities and adjoining territory. Member of Florists' Telegraph Delivery.
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"Penn, The Telegraph Florist"
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Podesta & Baldocchi
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Mail or telegraphic orders promptly and most carefully executed.

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BLACKISTONE, Inc.
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Exceptional Service

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Regular Trade Discount.
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ALFRED HANNA & SONS will fill your orders for Designs and Cut Flowers in Michigan.

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Malandre Brothers
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'Phone, Columbus 6883
The name "Malandre Brothers" on a box of flowers is a Guarantee of Quality.
Orders from other cities receive our personal attention.

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Send your orders for flowers for delivery in this city and vicinity to
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Quality and Service Assured.

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The Rosery Floral Co.,
167 Market St., at Broad St.
Everything in Flowers
Prompt Deliveries to any town or city within 150 miles of Newark. Telephone Market 494

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IDLEWILD GREENHOUSES **Memphis, Tenn.**
89 South Main St.
"Up-to-the-Minute" Service and Execution.
Every Flower in Season

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CHICAGO
Mangel The Palmer House Florist
17 E. MONROE ST.
Member of Florists' Telegraph Delivery.

For St. Louis.
WIRE
Grimm & Gorly

The Seed Trade

American Seed Trade Association.

E. C. Dungan, Philadelphia, Pa., President; Wm. G. Scarlett, Baltimore, Md., First Vice-President; David Burpee, Philadelphia, Pa., Second Vice-President; C. E. Kendel, 216 Prospect Avenue, S. E., Cleveland, O., Secretary-Treasurer.

The thirty-eighth annual meeting will be held at Milwaukee, Wis., June 22-24, 1920.

THE price of bags at Chicago, December 30, was $60.

A. H. GOODWIN, of the W. W. Barnard Co., Chicago, is spending the New Year holidays in New York.

EL MONTE, CALIF.—The Johansen-Winslow Co. has succeeded to the business of the Victor Johansen Seed Co.

GERMANY has appropriated 1,000,000,000 marks for premiums to encourage growing of wheat, barley and potatoes.

CINCINNATI, O.—Trimble McCullough, of the firm of J. Charles McCullough, is planning to leave for California early this month.

DAVID BURPEE, president of W. Atlee Burpee & Co., of Philadelphia, Pa., having started the mailing of his firm's 1920 catalogue, is spending a brief vacation in the south.

FRANK G. CUTHBERTSON, of C. C. Morse & Co., San Francisco, Calif., reports the early prospect of sweet peas with attractive double flowers quite superior to the old strain of doubles.

SEATTLE, WASH.—The engagement is announced of Ross Downs, general manager of the Chas. H. Lilly Co., to Miss Hazel Lilly, daughter of the founder and head of the firm.

THE sailing December 20 of the American liner Manchuria from New York for Hamburg, marks the resumption of passenger steamship service from that port to Germany, interrupted since 1914.

ONION SETS in the Chicago district continue in strong demand with prices about the same as last week's, namely, $3.00 for colors and $3.50 for whites, prompt shipment. Operators expect to start January shipping next week.

TOLEDO, O.—Cash clover opened five cents higher and December and January holding firm, December 29, with cash offered at $30.85. Timothy was unchanged, cash being offered at $5.75, December $5.85, March $5.97½, April $5.97½ and May $5.97½.

GRASS SEED.—Prices for grass seed on the Chicago Board of Trade, December 30, were as follows: Timothy, $10.00 to $12.50 per 100 pounds; March $13.50 bid; $12.75 bid for year; red clover, $40 to $48 per 100 pounds, all items showing advances over last week's figures.

THE state of Washington in 1919 had approximately 35,000 acres in garden peas for seed, average yield 400 pounds to the acre, and turnip 1,500 acres, average yield 800 pounds. This production accounts in part for the big surplus lists which seed growers of that state are now offering.

AMERICAN manufacturers of agricultural machinery are doing a big business in Europe. Despite soaring value of the dollar in London, English orders are now being placed in America, and continental orders, which would go to England ordinarily, also are being placed in America.

Immortelles.

French advices are that the high prices of the fall of 1919 on immortelles will prevail during the fall of 1920, but for the following year, a great many plants which were set out in the summer of 1919, will then be in bloom, and for 1921 prices should be materially lower.

Seed Cabbage Freeze in Washington.

One of the results of the unusual cold weather has been the practical destruction of the 1920 cabbage seed crop of the state of Washington, the loss being estimated at 70 to 90 per cent. Owing to the backward weather, the selection and protection of heads was delayed until the frost caught them.

In 1919 the state had approximately 1,400 acres in seed cabbage, yielding 1,250,000 pounds.

Philadelphia Seed Trade.

The Robert Buist Co. has been shipping seeds to the south for the past month. This firm finds a great shortage in wrinkled peas, there not being more than one-third of a crop. Garden seeds, as a rule, are much cheaper than for the past two years. Spinach, which sold as high as $1.50 a pound, is now 25 and 30 cents, and many others have been greatly reduced. The business outlook is very good.

The Moore Seed Co. says the outlook is brighter, as many seeds are so much lower. Mr. Moore believes that Germany has lost her hold with flower seed trade. California is a great competitor, particularly for quantity products.

C. R. Gloeckner, of the Henry F. Michell Co., reports much larger buying by florists than ever before. Large orders are already booked for cyclamen seed for next June delivery.

Henry A. Dreer, Inc., are working full pressure in getting seed stocks ready for the 1920 season, southern shipments of which will soon begin.

Burpee's Catalogue.

The new catalogue of W. Atlee Burpee & Co., Philadelphia, Pa., follows last year's plan, dividing the vegetable seeds into four classes: Root crops, edible seeds, greens and salads, and vegetable fruits. The reasons for this change are partly mechanical and partly from a sales standpoint. In the matter of sales, it seems advantageous to get the customers to think of the vegetables in connection with the different classes, or in reference to the purpose for which the vegetable is grown. This has resulted, it is said, in slightly increasing the number of varieties purchased.

Fourteen new varieties of early flowering Spencer sweet peas are offered for the first time, also two new dahlias. Two-color plates are used for the illustrations of greens and salads, and in all, there are over 100 subjects illustrated in color.

The Fordhook home garden plans, directions and collections of seeds, are again featured.

Seed Analysts Meet.

The twelfth annual meeting of the Association of Official Seed Analysts is in progress this week at St. Louis, Mo. The programme includes addresses and reports of various officers and committees, also papers as follows: "Forcing the Germination of Freshly Harvested Wheat and Other Cereals," G. T. Harrington, Washington, D. C.; "Effect

Pieters-Wheeler Seed Company

Growers of High Grade SEED

Gilroy, California

Beet, Carrot, Lettuce, Onion, Radish.

Correspondence Solicited.

Mention the American Florist when writing

THE W. C. PRESSING SEED COMPANY

NORWALK, OHIO.

Growers Exclusively of

Sweet Corn Seed

Mention the American Florist when writing

Alfred J. Brown Seed Co.

Growers of

Peas and Beans

Grand Rapids, Mich.

Mention the American Florist when writing

The Best Color Chart

PRICE $1.00 POSTPAID.

AMERICAN FLORIST CO.

440 S. Dearborn St., CHICAGO

Braslan Seed Growers Company

Grower for the Wholesale Trade Only. ONION, LETTUCE, CARROT, PARSNIP, PARSLEY, CELERY, ENDIVE, SALSIFY, NAMED AND MIXED GRANDIFLORA AND SPENCER SWEET PEAS AND SUNFLOWER.

SAN JOSE, CALIFORNIA

Mention the American Florist when writing

We are headquarters for the BEST OF EVERYTHING in

VEGETABLE SEEDS

With our Stock Seed Farms at Grass Lake, Mich., and our growing stations in every part of the United States where seeds are grown successfully, all in charge of capable and experienced men, we are equipped for and are producing

PEAS, BEANS, CORN and VEGETABLE SEEDS

of all kinds in quantity and of highest quality.

Glad to quote for present delivery or on growing contract for future delivery.

JEROME B. RICE SEED CO., CAMBRIDGE, N. Y.

of Frost on the Vitality and Other Characters of Western Grain, Particularly Oats," J. R. Fryer, Calgary, Canada; "Notes on Germination of Kentucky Blue Grass," C. H. Waldron, North Carolina; "Seed Sterilization and Effect of Same on Germination," Dr. J. G. Dickson, Wisconsin; "Single Versus Double Blotters in Germination Testing," Ruby Ure, Minnesota, Beatrice Larson, Minnesota; "The After-Ripening and Germination of Apple Seeds," G. T. Harrington, Washington, D. C.; "Hulled Timothy Seed," J. R. Dymond, Ottawa, Canada; "Problems in Plant Physiology in Connection with Seed Germination," G. T. Harrington, Washington, D. C.; "Some Modifications of the Vertical Air Blast Separator," O. A. Stevens, North Dakota, H. D. Long, North Dakota; "A New and Efficient Respirometer for Seeds and Other Small Objects," G. T. Harrington, Washington, D. C.; "Microscopy of Seeds with Special Reference to the Identification of Pulverized Grain Screenings in Ground Feeding Stuffs," J. R. Dymond, Ottawa, Canada; "Weed Seeds in Irrigation Water." G. Egginton, Colorado; "Longevity of Economic Seeds." J. R. Dymond, Ottawa, Canada; "The Identification of Seed of Italian Alfalfa and Red Clover," F. H. Hillman, Washington, D. C., Helen H. Henry, Washington, D. C.; "Identity of Certain Sweet Clover Seed," R. C. Dahlberg, Minnesota; "Color Characteristics of Red Clover," J. R. Dymond, Ottawa, Canada; "Tolerance Limits in Weed Seeds," A. C. Wilson, Illinois; "Resume of Seed Legislation," E. Brown, Washington, D. C.; "Vegetable Seed Legislation" and "Labeling of Field Seed by Seedsmen," E. Brown, Washington, D. C.

The proceedings closed with a banquet and general discussion.

Imports at New York.

Horticultural goods were received at the port of New York during the week ending December 27 as follows:

From Copenhagen, Denmark, via S.S. Frederich VIII:

Bech-Van Sicken Co., 100 bags grass seeds.

Loechner & Co., 77 bags garden seeds.

Herbst Bros., 50 bags grass seeds, seeds.

Mangelsdorf Seed Co., 100 bags grass seeds.

To others: 68 bags seeds.

From Southampton, Eng., via S. S. Mauretania:

F. B. Vandegrift & Co., five cases rose stocks.

A. F. F.

PEACOCK BRAND SEEDS STANDARD OF QUALITY

Quality Seed

PEACOCK BRAND SEEDS STANDARD OF QUALITY

FOR THE

MARKET GARDENERS

OF

AMERICA

EVERETTE R. PEACOCK CO.

4013 Milwaukee Ave., (Near Irving Park Blvd.) CHICAGO

Salvia or Scarlet Sage

We have just completed harvesting our own Bloomsdale Farm Grown, crop 1919, Salvia or Scarlet Sage. We offer you this exceptionally good strain, and high vitality seed, of the following varieties:

Salvia Splendens or Clara Bedman, Salvia Bonfire, 1 lb., $30.00 per lb.; 5 lbs. and over, $25.00 per lb.

Net, 60 days, 2% off 10, f. o. b. Bristol, Pa., if unsold on receipt of order, as we did not have a large crop.

D. Landreth Seed Company, Business Established 1784 **Bristol, Pa.**

Mention the American Florist when writing

C. C. MORSE & CO. Seed Growers San Francisco, Calif.

GROWERS OF SELECTED STOCKS OF

Onion, Lettuce, Radish, Carrot, Sweet Peas, Etc.

Western Seed & Irrigation Co.

WHOLESALE SEED GROWERS

SPECIALTIES:

Cucumber, Muskmelon and Watermelon, Pumpkin, Summer and Winter Squash, Sweet, Flint and Dent Seed Corn.

Write for Special Contract and Spot Prices.

Office and Warehouse, FREMONT, NEB. Growing Station, ROCKY FORD, COLO.

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BOLGIANO'S 1919 SUMMER AND FALL CATALOG OF "BIG CROP" SEEDS

Special prices for Florists and Market Gardeners. Write for a copy at once—It will save you money.

J. BOLGIANO & SON, Baltimore, Md.

Our 1920 Wholesale Bulb List

Is ready. Ask for a copy.

The General Bulb Company

Established 1883

Vogelenzang, Holland.

AMERICAN BRANCH:

110 Water Street, New York City.

Waldo Rohnert

GILROY, CAL.

WHOLESALE SEED GROWER

Specialties:

Beet, Carrot, Endive, Lettuce, Onion and Radish.

Correspondence Solicited.

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Philadelphia

Wholesale Price List for Florists and Market Gardeners.

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BULBS

Paper Whites and Dutch Stock

Write for Prices

Try Us for Quick Supply.

The W. W. BARNARD CO.

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Seed Packets

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TOMATO SEED

Grown for the Wholesale Seed Trade

HAVEN SEED CO.

SANTA ANA, CALIFORNIA

R. & M. GODINEAU

SEED GROWERS

Angers, - - France

Specialties: Beets, Mangoes, Carrots, Cabbages, Celeries, Parsleys, Parsnips, Turnips.

Growing Crops Given Personal Attention.

Michell's Flower Seeds

ASPARAGUS PLUMOSUS NANUS SEED

GREENHOUSE GROWN

1000 seeds	$ 3.50	10,000 seeds	$30.00
5000 seeds	16.25	25,000 seeds	68.75

ASPARAGUS SPRENGERI SEED

1000 seeds	$0.75	10,000 seeds	$ 5.50
5000 seeds	3.00	25,000 seeds	12.50

LOBELIA	Tr. pkt.	Oz.
Crystal Palace Compacta, dwarf blue	$0.30	$2.00
Barnard's Perpetual (Trailing)	.30	1.75
Crystal Palace Speciosa (Trailing)	.20	.75
Sapphire (Trailing), deep blue	.40	

CENTAUREA	Per 1000 seeds	Oz.
Candidissima	$0.40	$2.00
Gymnocarpa	.15	.50

PETUNIA	½ tr pkt.	Tr. pkt.
Grandiflora, fringed	$0.30	$0 50
Ruffled Giants	.30	.50
California Giants	.30	.50
Monstrosus (Michell's)	.60	1.00

SALVIA	Tr. pkt.	Oz.
America or Globe of Fire	$0.50	$4.00
Bonfire	.40	2.50
Zurich	.50	4.00
Splendens	.25	1.50

VERBENAS	Tr pkt.	Oz.
Mammoth Fancy Blue	$0.30	$1.25
Mammoth Fancy Pink	.30	1.25
Mammoth Fancy Scarlet	.30	1.25
Mammoth Fancy Striped	.30	1.25
Mammoth Fancy White	.30	1.25
Mammoth Fancy Mixed	.30	1.00
VINCA		
Alba	.15	.75
Alba Pura	.15	.75
Rosea	.15	.75
Mixed	.15	.60

Also all other Seasonable Seeds, Bulbs and Supplies.

Send for Our Handy Flower Seed Order Sheet, if you haven't a copy.

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Wait for **KELWAY'S** Wholesale

SEED CATALOGUE FOR 1920

before placing your order.

The most favorable prices of the year. If not received wire or write

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R. C. McGILL & CO.

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SPECIALTIES IN VARIETY

ONION-CARROT-BEET-RADISH-PARSNIP

CONTRACT PRICES MAILED ON REQUEST

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For SEEDS

Flower, Vegetable and Farm

Send your inquiries to

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The Premier British Wholesale and Exporting Seed House.

75 YEARS UNRIVALLED REPUTATION

Single and Double

HYACINTHS

	Per 1000
Top bulbs, named	$80.00
First size, bedding to color	45.00
Darwin Tulips, named sorts	25.50
Single Early Tulips, named sorts	22.50
Single Late Tulips, named sorts	17.50

Subject to Sale.

J. M. THORBURN & CO.

53 Barclay Street, thru to 54 Park Place

NEW YORK CITY

We Are Growers of

Gladiolus Bulbs

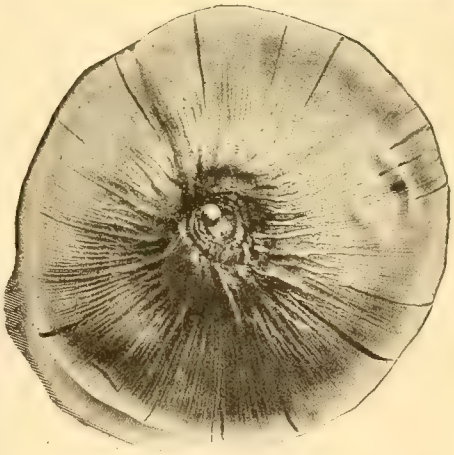
AND NOW IS THE TIME TO FILL YOUR EMPTY BENCHES

or Plant Between Your Carnations as a Catch Crop.

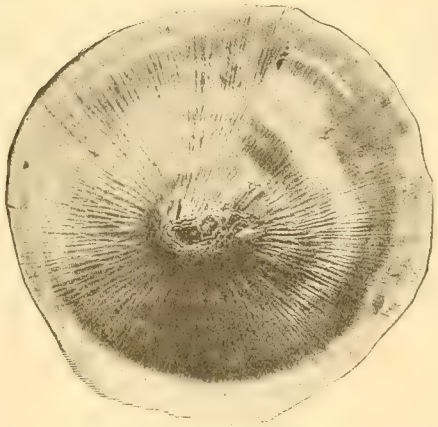
THIS season's Bulb Crop on our Michigan Farms was first-class. The giant cut spikes we showed at the S. A. F. Detroit Exhibition dominated the show, and in size and foliage were double the size of the average exhibits there. The harvest has put into our warehouse a big stock of bulbs in which our **"first size"** grade showed a strong percentage of **"overs," many bulbs from 1¾ to 2 inches in diameter.**

Bulbs for forcing under glass are carefully selected for this purpose. Following prices are for January only:

	Per 1000
Mrs. Francis King, First size	$25.00
Mrs. Francis King, Medium size	20.00
Chicago White, First size	33.00
Chicago White, Medium size	28.00
America, First size	27.00
America, Medium size	22.00
Halley, First size	35.00
Halley, Medium size	30.00
Panama, First size	47.00
Panama, Medium size	38.00
Mrs. Frank Pendleton, First size	50.00
Mrs. Frank Pendleton, Medium size	45.00
Primulinus Sunbeam, First size	60.00



CHICAGO WHITE.



MRS. FRANK PENDLETON.

We are in position to quote all Florists, Seedsmen and amateurs who are interested in **Gladiolus,** either for counter trade, for outdoor planting, or for the home garden.

Of several leading kinds we can supply planting stock, white bulbs under one inch and small black bulblets by the bushel.

1920 Prices on All Leading Kinds Are Ready.

Special Flower Seed Price List—
All Early Stocks. Ask for it.

VAUGHAN'S SEED STORE, Chicago New York

Market Gardeners

Vegetable Growers' Association of America.

E. A. Dunbar, Ashtabula, O., President; Louis F. Miller, Toledo, O., Vice-President; S. W. Severance, Loui ville, Ky., Secretary; H. J. Cheney, Grand Rapids Mich., Treas. Next annual convention September 1920.

"MUSHROOMS is the title of Bulletin No. 232, by Thos. H. White, just issued by the Maryland experiment station at College Park, containing cultural instructions and other such information of interest to growers.

Prices of Indoor Fruits and Vegetables.

Chicago, Dec. 30.—Cucumbers, 2-dozen box, $6.00 to $8.50; celery, Michigan, square box, $2.00 to $2.50; leaf lettuce, per tomato box, 35 to 40 cents; radishes, per dozen bunches, 90 cents; tomatoes, per pound, 25 to 45 cents.

New York, Dec. 29.—Celery, per doz. roots, 15 to 75 cents; cucumbers, per dozen, $1.00 to $3.00; mushrooms, 75 cents to $2.25 per three pound basket; tomatoes, per pound, 15 to 45 cents; lettuce, per dozen, 50 cents to $1.00; radishes, per 100 bunches, $2.00 to $4.00.

Vegetable Markets.

Reports to the bureau of markets of the United States department of agriculture for the period December 2-9, indicate a steady volume of business with higher prices. General price gains in potatoes continued. Supplies are decreasing and low temperatures interfered with the hauling to shipping stations. Advances reached 10 to 25 cents in the producing sections and 10 to 40 cents in consuming markets. No. 1 sacked northern round white stock closed 15 cents higher at $2.85-$3 per 100 pounds, at Wisconsin, Michigan and Minnesota shipping points and reached $3 to $3.85 in middlewestern distributing markets. Red River Ohios rose to $3.40-$3.50. Colorado and Idaho round whites were strong in western and southern markets at $3.10-$3.50. New York sacked round whites closed 25 cents higher than the previous week at $3 f. o. b. and sales of bulk stock in eastern cities ranged $2.90-$3.05. Sacked Maine Green Mountains gained 25 cents and closed at $2.82 f. o. b. and ranged $3-$3.35 in New York. In cabbage, further gains of $5 to $15 per ton were reported. New York Danish Seed stock advanced $5 per ton bulk at shipping points closing at $50-$65 per ton. Consuming markets quoted this stock and Wisconsin Holland Seed $15 higher at $70-$80. New York domestic cabbage ranged $45-$50 in leading eastern markets. Onions made further gains. Eastern yellow stock was very strong at western New York shipping points, reaching a closing range of $5.50-$6.00 per 100 pounds, sacked f. o. b. Eastern and mid-western yellow onions ranged generally firm at $5-$6 in consuming markets. California stock followed a similar jobbing range, although Australian Browns ranged 25 to 50 cents above yellow stock in some markets.

Rhubarb.

While our local market (Ohio) is probably one of the best rhubarb centers in this country, for many years this crop has been overdone, prices have ruled low, and in general, we looked upon this crop in disfavor. Added to this has come the scarcity of sugar at times, which has also a depressing influence. Right when these conditions were at their worst, we bought a piece of land which had heavy plantings cf rhubarb, part of which were as old as 20 years. At first, we were inclined to tear up and destroy all the rhubarb, but the scarcity of labor prevented this. Presently, new forces came into operation—scarcity of apples and berries. To such an extent did the shortage of berries operate last season that long after the normal season for rhubarb had closed, demand was active and prices the highest for the season. But this was not all—prohibition put a new demand into action—rhubarb for home wine making. All fall, we were actually bothered by persons wishing to buy large quantities of rhubarb for this purpose. On top of all, we had commercial canners bid on the entire crop in carload lots. This will show what enormous changes occur in a few years. Instead of tearing up our holdings, we are replanting on a large scale.

For forcing in winter, the roots should be dug just before the ground freezes hard, and they should be allowed to freeze either in the field or in storage before forcing to mature them earlier. There are about three places used for this purpose—the manure-heated hotbed, the furnace-heated cellar, and the under-bench room in greenhouses. Darkness is absolutely necessary, as in full light, leaves are produced instead of stems. Fifty to 60° is the proper temperature, and the earlier the forcing is attempted the warmer the requirements. The roots should be packed closely, and all cracks filled with soil. Moisture is an essential. The heavy, succulent stalks draw heavily on moisture and watering is necessary under benches and in cellars with artificial heat. In hot-beds, this moisture is generally present. After forcing, the roots are exhausted and worthless. To renew patches, young divisions are used, and planted 3x3½ inches and given cultivation one year. After that, an annual mulch of cow manure is better. The crop can be pulled the second year for market and at four or five years used for forcing. Where forcing alone is the object, they can be planted closer and removed every second year. Rhubarb is the easiest crop to grow and will succeed anywhere where plant food and sunlight exist and drainage is ample.

MARKETMAN.

Tomatoes Need Fertilizer.

A number of fertilizer tests carried out co-operatively between tomato growers and the horticultural department of the University of Missouri College of Agriculture at Columbia, have given indications that the tomato crop repays well for the use of commercial fertilizer. Thousands of acres of tomatoes are grown for the canning factories in Missouri, but yields have been too small, generally speaking. The yield of canning tomatoes can be greatly increased so that the crop will be far more profitable to the grower, by the use of moderate quantities of commercial fertilizers. J. W. Pierce, of Howell county, reports an average yield of only 0.8 pounds of fruit per plant on an unfertilized plot, while an adjoining plot receiving 250 pounds of a complete fertilizer produced 3.2 pounds per plant, an increase of 400 per cent. Nitrate of soda alone, and potash alone, showed little benefit to tomatoes, while acid phosphate alone, showed a very marked increase. Other tests located in the Ozark section show the same general results. One of the good results from fertilizing tomatoes, is the earlier maturing of the fruit, a difference of three to four weeks being observed in many cases. Another interesting point, observed on the farm of H. H. McElhaney near Springfield, is that tomato plants respond better to fertilizer if it is applied and worked into the row a week or 10 days before the plants are set.

SEASONABLE STOCK

READY NOW

Asparagus Plumosus—2½-in., $5.00 per 100; $45 per 1,000.
Asparagus Sprengeri, 2½-in., $4.50 per 100; $40 per 1,000.
Fern Dish Ferns—2¼-in. Pteris Magnifica, Wimsetti, Critica Alba, Lineata and Mayi-Adiatum Cuneatum, and Aspidium Tsussimense, $6.00 per 100; $50.00 per 1,000.
Achyranthus Herbsti, 2¼-in., brightest red, $4.50 per 100.
Alternanthera Brilliantissima, 2¼-in. (bright red), $4.00 per 100.
Coleus, Trailing Queen, 2-in., $4.00 per 100.
Fuchsia, Mrs. E. G. Hill, 2¼-in. (Best white), $5.00 per 100.
Euonymus Japonica, Silver Edge (for hampers, baskets or vases), 2½-in., $15.00 per 100; 3-in., $25.00 per 100; 4-in., $35.00 per 100.
Lantanas, Dwarf, 2¼-in. Splendid stock, distinct sorts; $5.00 per 100; $45.00 per 1,000.
Snapdragon (Keystone), 2¼-in., once pinched stock, in splendid shape, at $5.00 per 100; $45.00 per 1,000.
Palms—Clean young stock, Kentia Belmoreana, 2½-in., $15.00 per 100; heavy 3-in., $25.00 per 100; heavy 4-in., $50.00 per 100.
Cannas—Dry roots, two and three eyes, King Humbert, $5.00 per 100; $45.00 per 1,00.
Meteor, best red, green leaf, $4.50 per 100; $40.00 per 1,000.
Richard Wallace, standard yellow, $4.50 per 100; $40.00 per 1,000.

THE STORRS & HARRISON CO.
PAINESVILLE, ... OHIO

BARGAIN PRICES IN

Narcissus Bulbs

Single Narcissus

	Per 100	Per 1000
Empress, double nose bulbs.....	$4.00	$35.00
Golden Spur, double nose bulbs.	4.00	35.00
Golden Spur, round bulbs	3.00	25.00

Double Narcissus

	Per 100	Per 1000
Von Sion, round bulbs, 1st size .	$2.75	$25.00

A. HENDERSON & CO.
166 N. Wabash Ave., CHICAGO

GRASS SEEDS
H. A. PETERSEN, Ltd.
SEED MERCHANTS
Brisbane, Queensland, Australia
are Exporters of Rhodes Grass, Paspalum Grass, Soudan Grass, Couch, Prairie Grass, Red Top Grass. Correspondence invited.

Mention the American Florist when writing

GEORGE R. PEDRICK & SON
PEDRICKTOWN, N. J.
Pepper, Egg Plant, Tomato, Okra, Asparagus, Rhubarb, Celery, Spinach, Beet, Onion, Beans, Cabbage, Cauliflower, Sweet Corn and Vine Seeds.
Correspondence Solicited.
WHOLESALE SEED GROWERS

Mention the American Florist when writing

Before Placing Orders for SWEET PEAS, Spencers, Grandifloras, etc., ASTERS and FLOWER SEEDS in general; TOMATO, LIMA and POLE BEANS, write
JOHN BODGER & SONS CO.,
Contract Seed Growers
LOS ANGELES, CALIFORNIA

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LTD.
Woolworth Building,
NEW YORK CITY
IMPORTERS
Japanese Bulbs, Plants and Seeds

GARDEN SEED
Beet, Sweet Corn, Garden Beans, Onion Sets and Sweet Potatoes in variety. Also other items of the short crop of this past season, as well as a full line of Garden Seeds, will be quoted you upon application to
S. D. WOODRUFF & SONS, 82 Dey St., NEW YORK
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JAMES VICK'S SONS
Growers of
Flower and Vegetable Seeds
Get the benefit of our 69 years' experience.
All Seasonable Varieties.
Our stocks are very complete.
ROCHESTER, N. Y. The Flower City

Special Prepared
Hyacinths for Christmas Flowering
Order your next year's supply now, from
Segers Brothers, Ltd., WHOLESALE BULB GROWERS **Lisse, Holland**
Prices on application

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Vaughan's Flower Seeds
FOR EARLY SOWING
Our Preliminary List will be mailed this week.
Please write for copy if none reaches you by mail.
Vaughan's Seed Store, 43 Barclay St., NEW YORK. 31-33 W. Randolph St., 803 W. Randolph St., **Chicago**

Mention the American Florist when writing

Just Arrived **Lily of the Valley Pips** Finest Quality
Ready for immediate delivery. For prices write
Van Meeuwen & Tegelaar, 1133 Broadway, NEW YORK (Corner 26th Street)

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Hogewoning & Sons, Inc.
Wholesale Bulb Growers and Importers
32 Broadway, New York

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GLADIOLI
Send for our "Special Offer" of new and exquisite hybrids and varieties recently introduced to the trade.
P. VOS & SON, Mt. Clemens, Mich.
☞ Our varieties are the cream of Holland stock. From last spring on, grown in America.

Rooted Carnation Cuttings

Large Supply of Fine, Well-Rooted, Healthy and Strong Carnation Cuttings in the Following Varieties, Ready for Immediate Delivery:

	100	1000		100	1000
Rose Pink Enchantress	$4.50	$40.00	C. W. Ward	$4.50	$40.00
White Enchantress	4.50	40.00	Aviator	4.50	40.00
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PETER REINBERG

WHOLESALE FLORIST

30 East Randolph Street, CHICAGO, ILL.

Mention the American Florist when writing

THE C. HERBERT COY SEED CO.

VALLEY, Douglas County, NEB.
Contract Growers of
HIGH GRADE SEEDS
Cucumber, Muskmelon, Squash and Pumpkin, Sweet, Flint and Dent Seed Corn.

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The Everett B. Clark Seed Co.

GROWERS FOR THE TRADE
Beans, Peas, Sweet Corn, Onion, Turnip, Radish, Beet, Carrot, Spinach, Etc.
Branches: Wisconsin, Colorado, Montana, Idaho, Washington. **Milford, Conn.**

Mention the American Florist when writing

EDGAR F. HURFF

SWEDESBORO, N. J.
Grower of High-Grade Seed.
TOMATO, Pepper, Eggplant, Squash, Pumpkin, Cucumber and Watermelon Seed and Field Corn on contract.
CORRESPONDENCE SOLICITED

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ROUTZAHN SEED CO.

Arroyo Grande, Calif.
Sweet Pea and Nasturtium Specialists.
Wholesale Growers of full list of
FLOWER and GARDEN SEEDS

Mention the American Florist when writing

If you are interested in
POINSETTIAS
and four and five inch
BOSTON FERNS
for immediate delivery, write
GEO. A. KUHL, Wholesale Grower PEKIN, ILL.

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CHAS. H. TOTTY

MADISON, NEW JERSEY
WHOLESALE FLORIST
Chrysanthemum Novelties My Specialty

Mention the American Florist when writing

SMILAX

Extra Good, Well-Rooted Plants.
From 2-in. pots, $2.00 per 100; $18.00 per 1000.
BOSTON YELLOW DAISIES.
A special good strain; from 2-in. pots, $3.50 per 100.
LETTUCE, Grand Rapids Forcing, $1.00 per 100; $8.50 per 10,000.
Elmer Rawlings, Wholesale Grower, ALLEGANY, N. Y

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THE
J. C. ROBINSON SEED CO.

WATERLOO, NEBRASKA
ROCKY FORD, COLORADO.
Contract growers of Cucumbers, Cantaloupe, Watermelon, Squash and Pumpkin Seed: Sugar, Flint and Field Seed Corn.

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Chrysanthemum Novelties

For 1920

Preliminary list now ready.
Free by mail.

Elmer D. Smith & Co.
Adrian, Michigan

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Carnation Laddie

Rooted Cuttings, Jan. 1st, 1920, Delivery.
$10.00 per 100; $90.00 per 1000. Order now
A. F. LONGREN
4249 West Monroe St., CHICAGO, ILL

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I. N. Simon & Son

Garden Seeds
438 MARKET STREET
Philadelphia - - Pa.

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Rose Premier

The Rose that has been true to name.

In all the leading flower marts of the United States where stock of this grand rose was obtainable for Xmas it was second to none.

Premier in Quality.
Premier in Size.
Premier in Productiveness.
Premier in Fragrance.
And best of all **Premier Financially** in the returns to the grower.

We anticipated this deserved popularity and have a good stock of young own root plants ready for early spring delivery.

Prices: $20.00 per 100; $175.00 per 1000.
250 at the 1000 rate.

THE JOSEPH H. HILL COMPANY

Wholesale Florists, **RICHMOND, INDIANA**

SEED PACKETS THAT SELL THE SEED

We also make a Specialty of Seed Catalog Covers, Hangers, Box Labels, Nurserymen's Plates, Lawn Grass and Bird Seed Cartons and Seed Cartons of every description. We always carry a large stock of all items for immediate shipment, and give prompt attention to orders for individual requirements.

Write for listing and quotation today

STECHER LITHOGRAPHIC COMPANY
ROCHESTER, N.Y.

BULBS, ETC.

JAP. LILIES, Giganteum, Auratum, Rubrum, Melpomene, Roseum, Album, Magnificum.

VALLEY PIPS, forcing grade, Dutch or German.

T. R. BEGONIAS, single, separate colors or mixed, two sizes.

Write for prices specifically stating requirements.

McHUTCHISON & CO., THE IMPORT HOUSE,
95 Chambers Street, NEW YORK

ABUNDANCE OF STOCK

	Per 100	Per 1000
2¼-inch Smilax plants	$ 2.75	$25.00
2¼-inch Snapdragons, white, pink and yellow	5.00	48.00
4-inch Marguerites, white and yellow	15.00	
25,000 Vincas, field grown	8.00	75.00

10,000 Bench Ferns, 5 varieties, $25.00 and $30.00 per 100.

Packing free of charge. Liberal extras.

Alonzo J. Bryan
Wholesale Florist
Washington, New Jersey

Orchids

If you want Orchids for any purpose whatever, we solicit your inquiries and orders for same. We do not grow or handle anything else but orchids. Special lists on application.

LAGER & HURRELL, Summit, N. J

Carnation Laddie

R. C., Feby. and March Delivery.
$10.00 per 100; $90.00 per 1000.
The demand for this Carnation will far exceed the supply.
F. DORNER & SONS CO., Lafayette, Ind.

Robert Craig Co...

High Class PALMS
and Novelties in Decorative Plants.
Market and 49th Sts., Philadelphia, Pa.

Geraniums Rooted Cuttings.

December Cuttings All Sold.
S. A. Nutt and **Buchner**....$20.00 per 1000
Ricard and **Poitevine**..... 25.00 per 1000
Orders for **Ricard** alone, at 30.00 per 1000

ALBERT M. HERR, LANCASTER, PA.

The Nursery Trade

American Association of Nurserymen.

J. Edward Moon, Morrisville, Pa., President; Lloyd C. Stark, Louisiana, Mo., Vice-President; John Watson, 400 Nassau Street, Princeton, N. J., Secretary; J. W. Hill, Des Moines, Iowa, Treasurer.

Forty-fifth annual convention will be held at Chicago, June, 1920.

SAVANNAH, GA.—The county tree planting commission will set out 500 shade and ornamental trees along the public highways in this vicinity this spring.

SONOMA county, California, has at present approximately 24,000 acres of prune orchards and there are thousands of acres suitable and available for prospective plantings.

CALIFORNIA nurserymen have subscribed $100,000 to a fund for establishing a state co-operative nursery. William T. Kirkman, of Fresno, sponsored the movement.

SPOKANE, WASH.—At a recent conference of fruit growers of the northwest in this city, it was decided to adopt uniform standards of apple grading for the states of Idaho, Washington, Oregon and Montana.

LAFAYETTE, IND.—Prizes to the amount of $600 are offered as premiums at the annual apple show of the students of the horticultural department of Purdue University to be held January 12-16.

SAN FRANCISCO, CALIF.—The Nurserymen's Bud Selection Association of California has been capitalized at $150,000 and will have for its object the improvement of fruit trees of the state. Among the directors are George C. Roeding and W. T. Kirkman, Jr., Fresno; J. S. Armstrong, San Diego; J. E. Bergthold, Newcastle; Max J. Crow, Gilroy, and H. A. Hyde, Watsonville.

Apple Blotch Control.

That apple blotch, a serious fruit disease in Ohio, may be prevented from destroying the fruit of apple trees was brought out in control demonstrations this year in Clermont, Scioto, Lawrence, Hamilton, and Warren counties. Authorities at the Ohio experiment station who have been watching the work believe that spraying with Bordeaux mixture will effect a control, but as yet complete demonstration had not been secured.

The fruit from trees where these demonstrations were held was 90 per cent free from the disease, and the remainder marketable on sprayed trees. On unsprayed blotch trees, 90 per cent of the fruit was blotched so badly that it was unmarketable.

The system of spraying consisted in applying Bordeaux mixture two, four, six, eight and 10 weeks, respectively, after the petals fall.

The Smith-Cider variety, which is regarded by experiment station authorities to be the least resistant of apples against blotch was rather effectively controlled this year, the sprayed trees yielding 13 bushels of fruit, worth $2.50 a bushel, while the unsprayed tree yielded only two bushels worth $1 a bushel.

Delphinium Belladonna

A very desirable forcing plant both for potting and growing on the benches.

Strong three year plants.....$15.00 per 100

JACKSON & PERKINS COMPANY, Newark, New York

Ibolium Privet, Natural Habit.

Ibolium THE NEW HYBRID Hardy Privet

(L. Ibota x Ovalifolium)

Now sent out for the first time. Inquire for further information. One-year field-grown plants. $5.00 each. Summer rooted, frame-grown, $3.00 each. Plants in storage for immediate shipment.

Introducers of **Box-Barberry,** well rooted summer frame cuttings, $65.00 per 1000.

The Elm City Nursery Co., Woodmont Nurseries, Inc.

NEW HAVEN, CONN.

Ibolium Privet, When Trimmed

Miscellaneous Plants

Boston Ivy
Clematis Paniculata
Shrubs
Raspberries, Blackberries
Evergreens
Ornamental Trees
Perennials
California Privet Hedge
Japan Barberry

Prices on request.

Peter Bohlender & Sons

Tippecanoe City, Ohio

Rooted Cuttings

ALTERNANTHEREA, red and yellow, per 1,000	$ 8.00
BRILLIANTISSIMA, per 1,000	10.00
CUPHEA, Ageratum, Guernsey and Blue Star, per 100	.90
COLEUS, 10 kinds	1.00
FEVERFEW, Gem; FUCHSIA, GENISTA, VINCA VAR., DOUBLE PETUNIAS, DAISIES, single white and Mrs. Saunders	1.50
DAISIES, Boston Yellow	2.00
LANTANA, weeping	1.00
CINERARIA, Grandiflora, Dreer's fine 3-in.	8.00
ALYSSUM, Giant Double 2-in	2.00
SMILAX and PRIMULA Malacoides 2-in.	3.00
GERANIUMS, Rose, 2-in.	3.00

Cash.

BYER BROS., CHAMBERSBURG, PA.

Mention the American Florist when writing

HARRISONS' NURSERIES

Fruit Trees Budded from Bearing Orchards. Peach, apple, pear, plum, cherry, quince, grape-vines, strawberry plants, raspberries, blackberries, evergreens and shade trees. Catalog free.

Harrisons' Nurseries, Box 39, Berlin, Md.

Mention the American Florist when writing

Plant Propagation, Greenhouse and Nursery Practice.

By M. G. Kains.

342 pages, illustrated. Price $2.00.

American Florist Co.

440 S. Dearborn St., CHICAGO

Hill's Evergreens

BEST FOR OVER HALF A CENTURY

Small, medium and large sizes supplied. Price list now ready.

The D. Hill Nursery Co.

Evergreen Specialists — Largest Growers in America

Box 404. DUNDEE, ILL.

VIBURNUM PLICATUM

Also Berberris Thunbergii. Hydrangea Paniculata, Weigelia, Spireas, Etc.

Ask for complete list of Oak Brand Shrubs.

The CONARD & JONES CO — WEST GROVE PENN'A.

Robert Pyle, Pres. — Ant. Wintzer, Vice-Pres.

Christmas Trees in 1919.

An oversupply of Christmas trees in New York had the effect of bringing down the price to as low as 35 cents as compared with last year's figures of $2 each. Last season's high prices inflamed the imagination of the speculators in the sentiment of the holiday season, but competition and the oversupply "punctured their balloon."

In Chicago, the market was swamped, and 70,000 of the Christmas evergreens were given away to children by the commission merchants, rather than throw them on the city dumping grounds.

Ready Reference Section.

12 CENTS, NET, PER LINE.

ALYSSUM.

Alyssum, Double Giant, 2-inch, $2.00 per 100. Elmer Rawlings, Allegany, N. Y.

Alyssum, Double Giant, 2-in., $2.00 per 100; $18.00 per 1,000. Byer Bros., Chambersburg, Pa.

AMARYLLIS.

Amaryllis seedlings in many colors, 2¼ to 2½-in., $20 per 100, $180 per 1,000; 2¾ to 3¼-in. diameter, $30 per 100. These bulbs are all 4 to 5 years old and should bloom next spring. No charge for packing. F.O.B. here.

TAIT BROS. Co.,
Box 556 Brunswick, Ga.

ASPARAGUS.

Asparagus plumosus. 1000 extra heavy 4-in., ready for 5-in., $15.00 per 100; 500 not as heavy, 4-in., $12.50 per 100. 8000 2¼-in., $3.50 per 100. 1000 Sprengeri, 2¼-in., $3.00 per 100. Cash please. LOOMIS GREENHOUSES, Loomis, Calif.

Asparagus plumosus, 2¼-in., 3-in., 7½c; 4-in., 12½c. Sprengeri, 3-in., 7c. Cash. L. J. ROWE, Titusville, Pa.

Asparagus Sprengeri, 2½-in., $4.00 per 100. Byer Bros., Chambersburg, Pa.

BEGONIAS.

Begonias, tuberous rooted, single, in separate colors, scarlet, orange, yellow, rose and white, $15 per 100. A Henderson & Co., 166 N. Wabash Ave., Chicago.

Begonia (pink) in bloom. Fine for Xmas, 4-in., 15c. Cash. L. J. ROWE, Titusvlile, Pa.

BOXWOOD.

CHOICE BOXWOOD SPRAYS

Write us today for prices on Fall and Winter deliveries. Best merchantable fancy tips Dwarf variety. Quality guaranteed. Satisfactory delivery assured to all parts of U. S. A. and Canada.

PITTSBURGH CUT FLOWER CO.,
116-118 Seventh St. Pittsburgh, Pa.

BULBS.

Dutch Bulbs. Single and double tulips, hyacinths. For varieties and prices see advertisement on front cover page of this issue. Wm. F. Kasting Co., 568-570 Washington St., Buffalo, N. Y.

Bulbs. Single and double hyacinths. Darwin and single tulips. For prices see display advertisement elsewhere in this issue. J. M. Thorburn & Co., 53 Barclay St., New York.

Bulbs. Tulips and Lilium Giganteum. For sizes and prices see advertisement on front cover page of this issue. S. S. Skidelsky & Co., 50 Park Place, New York.

Bulbs. Single and double narcissi. For prices see display advertisement elsewhere in this issue. A. Henderson & Co., 166 N. Wabash Ave., Chicago.

CALCEOLARIA.

Calceolaria Hybrida, choicest mixed, 2-in., $9.00 per 100 cash. BRILL CELERY GARDENS, Kalamazoo, Mich.

CALENDULAS.

700 2-in. Orange King, $3.25 per 100, packed. Cash. Fine strain, our own saving.

HEITMAN-OESTREICHER CO.,
5630 North Ave. Milwaukee, Wis.

Calendula Orange King, 2-in., $2.00 per 100. Seedlings, $1.00 per 100. Byer Bros., Chambersburg, Pa.

CARNATIONS.

A1 CARNATION CUTTINGS.

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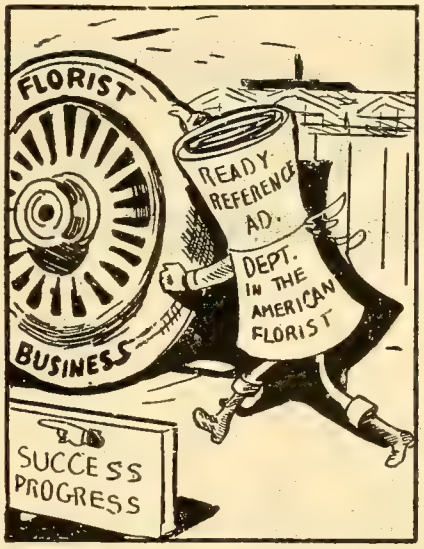

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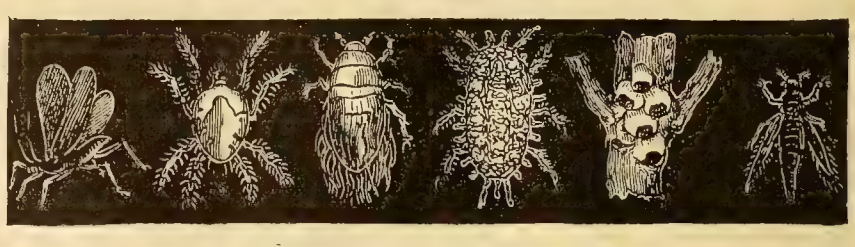

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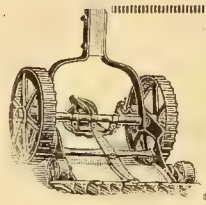

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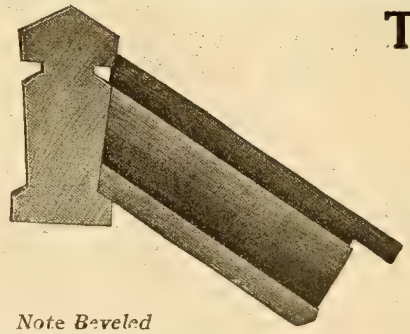

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THE AMERICAN FLORIST

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Vol. LIII. CHICAGO AND NEW YORK, JANUARY 10, 1920. No. 1649

THE AMERICAN FLORIST

ESTABLISHED 1885

Copyright 1920 by American Florist Company. Entered as Second Class Matter Nov. 11, 1891 at the Post Office at Chicago, Illinois, under act of March 3, 1879.

PUBLISHED EVERY SATURDAY BY

AMERICAN FLORIST COMPANY,

440 S. Dearborn St., Chicago.

Long Distance Phone: Harrison 7465.

Registered Cable Address: Ameflo, Chicago.

Subscription, United States and Mexico, $1.50 a year; Canada, $2.00; Europe and Countries in Postal Union, $2.50. Volumes Half Yearly From August 3, 1901. Single Copies, 10 cents.

Address all correspondence, subscriptions, etc., American Florist Co., 440 S. Dearborn St., Chicago

SOCIETY OF AMERICAN FLORISTS AND ORNAMENTAL HORTICULTURISTS.

OFFICERS — A. L. MILLER, Jamaica, N. Y., President; F. C. W. BROWN, Cleveland, O., Vice-President; JOHN YOUNG, 1170 Broadway, New York, Secretary; J. J. HESS, Omaha, Neb., Treas. The thirty-sixth annual convention will be held at Cleveland, O., August 17-19, 1920.

AMERICAN CARNATION SOCIETY.

Next annual meeting and exhibition, Chicago, January 21-22, 1920. OFFICERS: THEO. DORNER, Lafayette, Ind., President; C. W. JOHNSON, Morgan Park, Chicago, Vice-President; A. F. J. BAUR, Thirty-eighth St. and Rockwood Ave., Indianapolis, Ind., Secretary.

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Next annual meeting and exhibition, Boston, Mass., July 10-11, 1920. OFFICERS—G. W. KERR, Doylestown, Pa., President; WM. GRAY, Bellevue Rd., Newport, R. I., Secretary.

SUGGESTIONS FOR PLANT GROWERS.

Lilies.

The lilies for Easter should be brought into warm temperature right after the first of the year. A house of 60° at night should bring them into perfect condition for Easter when it occurs at the time it does this year. Those that are in 4-inch pots should be potted in 6-inch, and we have found the best way to do this was to first place a crock in the bottom of the pot and cover with about an inch of soil, then place the 4-inch plant on this, filling in around the stem above the old ball. The lily always throws out roots at the base of the stem when the buds form, and if potted in this manner these roots will be in soil and materially aid the plant in perfecting the bloom. With these roots covered with soil the plant also makes a much better appearance. The soil in which they are potted should be a rich compost of about the same composition as is used in rose culture, and the plant should be firmly potted and well watered and placed in a good light location where the plants will not get drawn. A plant 18 to 24 inches high when in bloom with the foliage thickly studded along the stem, is the one most desired at Easter. Keep the aphis down all the time by constant fumigation. These little insects are the worst plague to the lily grower, for if they once get established on lilies they are very difficult to dislodge, so it is much better to give the plants a fumigation every week and thus guard against them than to wait until their presence is manifest and try to kill them. This is one of the most pronounced cases where "An ounce of prevention is worth a pound of cure."

Fuchsias.

It is now a good time to start the old stock plants of fuchsias, for there is plenty of room in the propagating bench and it is the early struck cuttings that make the fine plants for vases and boxes, and if cuttings are taken in spring they immediately produce a flower and it is difficult to get a good growth, the plant often remaining short with a stunted appearance yet bearing flowers. If the old plants have been thoroughly ripened, shake the soil off and pot in a good new loam, cut back the wood and place them in a warm house and syringe plentifully. The young growths will shortly appear and should be made into cuttings as soon as they have attained a length of an inch and a half or two inches. As soon as rooted pot in 2-inch pots and give the young stock a warm temperature. When growth commences the top can be taken off and another cutting made, and the plants shifted to 3-inch pots. Another stopping will be necessary in late winter to make nice, bushy plants that will be full of bloom in early spring. Keep them clean from mealy bug by constant spraying.

Rambler Roses.

Of all the exhibits made at the flower shows in the east a few years ago, the rambler roses attracted the most attention. The varieties of these beautiful plants have increased rapidly and they can now be had in all the shades of red and pink and also white. The single varieties have also been greatly improved and many of these make most beautiful plants. Every grower should have a few of these for Easter, and even if they do not sell, they can be grown on for next year when a finer and larger plant will be had and the wood grown this year can be propagated, and if planted outside, will make nice plants. Plants grown in the field and lifted this fall will have to be started the first of the year to have them in bloom for Easter; pot-grown plants can be started two weeks later. They should be firmly potted in good rose soil, and placed in a cool house, one not running higher than 45° at night, and syringed often to soften the

wood. Before the eyes start into growth the plants should be tied out into the shape they are to be grown. These plants can by a little ingenuity and care be trained into any shape desired. Many fancy as well as grotesque forms are now seen every year. To the inexperienced the round spreading plant should be the first attempted. Five or six stakes at the edge of the pot with the stems wound around and two or three arching over the center is the simplest form. Experienced growers have them in the shape of umbrellas, large balls, ships, and any form they desire. When the growths have got well started the plants should be moved into a temperature of 55° at night, and the syringing on bright days should be kept up to prevent insects from getting a foothold. By the middle of March the flowers should begin to show color and if they do not a little warmer temperature will be required to have them well in bloom for the first week in April. A regular rose temperature of 60° at night will be necessary, but the flowers are not of as good color nor do they last as well if they are unduly forced. A fine assortment of these includes Crimson Rambler, Philadelphia Rambler, Dorothy Perkins, White Dorothy Perkins, Tausendschon, Lady Gay, Hiawatha and American Pillar, and in the baby ramblers, Crimson Baby, Jessie, Phyllis and Orleans.

Geraniums.

After the holiday trade there will be room enough to space out the geraniums and other bedding stock. The cuttings that were placed in flats, and the young stock in 2-inch pots, should be shifted to the 3-inch size and spaced on the benches so that a good growth is encouraged. As soon as well established in these pots the top can be cut off and another cutting obtained. All the young stock possible should be taken from the plants selected in the fall for propagating purposes, for all the cuttings from which it is expected to produce good sized plants should be in the propagating bench by February 1. Any rooted after March 1 will make small plants for bedding purposes. The best stock for late May and early June planting should be in 4-inch pots by April, that they may be well enough established by the middle of May to begin to flower, and should have at that time three or four good branches so that a succession of bloom is assured.

RACINE, WIS.—According to B. Bruz, prices this year showed an increase of from 25 to 50 per cent with double the volume of Christmas business compared with that of 1918. In cut flowers, roses, carnations, violets and bulbous stock were plentiful and of usual good quality. Paper Whites and roses took the lead and there was an increased call for both flowering and foliage plants. Wreaths could not be made fast enough to supply the demand, especially in boxwood and magnolia.

HARRISBURG, PA.—With prices 100 per cent higher than last year the volume of 1919 Christmas sales according to Charles L. Schmidt was about the same in money value. Considering the high prices prevailing the cut of flowers was ample to meet all requirements with quality much better than usual. There was a substantial increase in the call for flowering plants. Buying began early and there were few last-minute calls.

THE RETAIL TRADE

Conducted by Robt. Kift, Phila., Pa.

Next Week in the Flower Shop.

The midwinter season is now on with its cold and snowy bluster, the extremes of which have to be looked out for to insure the safe delivery of plants and cut flowers, from store to destination. The bottom of the cars should have at least a half inch of newspapers, held down by a well fitting piece of linoleum. It is possible to heat the car from the exhaust, but the stove burning artificial coal, is still the standard method.

In all the large cities, this is the time of public or semi-public social affairs, such as balls, dances, dinners and other functions. The largest of these are best handled by those who make a specialty

St. Valentine's Day Paster Stamp
of Society of American Florists' "Say it With Flowers" Campaign.

of this class of work, and who in time accumulate the accessories that give them a great advantage. While aside from large decorating, nearly all branches are open to those who understand the business and are capable, yet there are lines which can be given especial attention and made more profitable, as for instance, flowers for funerals, of which work, everybody wants all they can get. The man or firm who features this work, can make it more profitable by working into a steady run or demand. This is possible in a number of ways, for instance, interesting and working with undertakers on a commission basis, or issuing a design book to be placed in the hands of agents in small towns within a radius of 50 miles, who also are allowed a commission.

Keep on the lookout for funerals of public officials, firemen or policemen, also heads of departments in stores, factories and other industrial plants. In all of these, there are likely to be collections taken up for large pieces to be sent in the name of associates or employes. This very good business can be secured in a number of ways that will suggest themselves to the wideawake manager. The daily papers give the list of deaths, and often, obituary notices. To look this work up, is perfectly legitimate, as it has nothing to do with the family of the deceased. "Crepe pulling" is, of course, under the ban of any legitimate self-respecting florist, yet this means of getting business is employed by not a few, generally without stores, in every large city. Another plan worked with considerable success is a miniature booklet, illustrated with a few standard designs, all of which are priced on a sliding scale. This is mailed to family selections, as taken from each day's new death list.

Some make a specialty of corsage bouquets, and work up quite a trade by always having a few made-up in stock, and frequently featured in their windows.

A drawing card is to handle a certain variety of rose at a price that, while it looks low, shows a good profit. If kept constantly displayed, a good trade will be worked up, and draw people to the store who will buy other things. Sweet peas are another flower that will soon be more plentiful and can be featured to advantage. There are a number of ways in which they can be made attractive and still offered at a popular price.

Making a specialty of filling fern dishes is a great factor in drawing new trade. There may seem to be little money in this work of itself, but if satisfaction is given, it is almost sure to lead to other and more profitable business.

Primula malacoides and Townsendii will soon be well in flower, and are two of the best of the flowering plants at this season. Specimens in four-inch pots carry large masses of bloom which are useful in table decorations and plant baskets, or several together in pans to make larger plants. They are popular with the public, and sell at a good profit.

The new valentine stamps or stickers, 1½x2 inches, are the best thing of the kind yet sent out for the trade. At $3 per 1,000, they are wonderfully cheap publicity, which if universally used by florists all over the country on letters and packages, should be of great assistance in working up St. Valentine's day business. The poster, 14x21, an enlargement of the stamp, is a beauty. Displayed in the window, on the glass of the store door, or on the panels of the car, it will attract the attention of all who see it. Briefly, it is a large red heart on a black ground, printed on a green sheet. A winged cupid is standing to one side, just finishing in white script, the slogan, "Say it With Flowers." Below in black letters on the heart is printed, "Valentine's Day, Feb. 14th," and on the bottom of the sheet, at one corner, the words, "You can send flowers by wire." A paint pot and a bow and arrow on the ground finish the picture. The cost is 25 cents each. Send the order and money for a supply of these to John Young, 1170 Broadway, New York, and get them working. They are sure to make a hit with your customers.

St. Valentine's Day Paster Stamp.

The promotion bureau of the national publicity campaign has prepared the gummed paster stamp, 1½x2 inches, reproduced in the accompanying illustration. The heart is in red, on a black background, with an outer background in green. Cupid, of course, is in flesh color. The stamps are offered at low prices, on orders sent to Secretary Young, 1170 Broadway, New York.

Selling Flowers Successfully.

A noted and successful retailer declares the way to sell flowers is to sell them. By that he meant that a man whose business it is to sell flowers, should be on the job all the time, and see to it that every avenue through which trade could be brought to the store, was wide open, with nothing detrimental to obstruct or hinder their sale.

A certain amount of trade comes to everyone in business, those who are pro-

A. L. RANDALL CO'S FOURTH ANNUAL BANQUET, HOTEL SHERMAN, CHICAGO, DECEMBER 30, 1919.

gressive and enterprising, and others different and indifferent, the difference being that the wide-awake, up-to-date shop, attracts those who know flowers, and go where they are to be found in quantity and assortment and displayed to the best advantage. There is an atmosphere, if you like, that says, "We know how," a something about various plants and flowers, and their arrangement, the pleasant and courteous manner of the clerks, all of which gives confidence and makes the customer a friend of the house. The different kind of store that is a flower shop only in name, in which, prospective customers are told, in excusing their meagre stock, that "we just sold the last dozen we had, but expect more every minute;" is far too common. The interior generally presents an air of neglect. Passe plants are seen standing about or pushed back in a corner. There are perhaps a few salable flowering plants, but they probably stand on the floor where the grower left them, with no attempt at arrangement or featuring by covering the pots with paper or other decoration. The shelves contain a lot of shopworn baskets and other goods, no longer salable, but kept around, as they may "come in handy some day." There is no attempt to sell flowers in shops run in such a slip-shod manner. What business they get has to be forced on them, and it is a wonder how they manage to make even a bare living.

The stock that is handled by the florist, the plants and the cut flowers, are, of themselves, so beautiful that they should have surroundings in keeping, not necessarily expensive, but always bright, clean and inviting. Having a stock of good flowers on hand, while a step in advance, is not all that is necessary. They must be sold. Flowers are very perishable, and should be moved at once to give the customers the benefit of their longest life. Attractive as they are, artistic arrangement with the aid of the up-to-date accessories, flower vases, bowls, baskets and other receptacles, adds to and helps to feature them, causing favorable attention and sale. It is of great assistance in the sale of flowers to show them in some artistic form, so as to give a better idea of their decorative use. A dozen roses in a vase basket of suitable size will, with a little green, make them so much more attractive and noticeable than when standing in a fibre jar in the flower case, that they are soon sold. In short, flowers should be so kept to the front, and featured in every possible way, as to engage the attention of those who are not particularly looking for them, but who are won over and buy, just as they do from men in the street, because they see them, and they look so pretty.

It is this lack of display that has lost hundreds of dollars to the indifferent storekeeper, the man who thinks he is on the job while waiting for customers to come to him. His window displays are generally formal, and sometimes remain almost the same a month at a time, while to attract attention, and bring people into the store, there must be frequent changes, each studied out to feature something seasonable, and for which there should be ready sale.

Truly, the way to sell flowers is to sell them: if not one way, then another, and so on and on, always striving to create interest and demand for which the stock is to be kept always a little in advance.

Bulb Culture in United States.

Dr. Wm. A. Taylor in his report as chief of the bureau of plant industry has the following:

During the year, one-half of our bulb stocks have been removed to the new bulb farm at Bellingham, Wash. Owing to a shortage of labor, the other half was left undug on rented ground. The total excess production for the year was about 350,000 bulbs, or one minimum carload, which supplied the entire quota of the congressional distribution. These stocks proved to be fully up to the standard. The narcissi were especially commented upon as of superior quality. Of the minor lists of stocks not before handled, the Dutch irises, branching tulips, our native camassias, and some of the newer narcissi have done especially well. The propagation of the lily is promising. Many species grow readily in this region by simply drilling the seed in open ground in autumn. Even such a species as Lilium washingtonianum is now promising under practically open-ground conditions, most of the plants not appearing above ground, however, until the second spring.

The preservation of bulbs taken out of beds after flowering has proved to be thoroughly practicable this season. Some 20 or more thousand tulips and narcissi from the department grounds will give 80 per cent of flowering bulbs, besides an average increase of 160 per cent of small bulbs, which are just as good planting stock as can be secured anywhere. One year will bring the 80 per cent of flowering stock to first-class condition and half of the small stock to flowering size. This class of conservation is to be encouraged and no doubt will be practical now that bulbous stocks have doubled in price.

It has been demonstrated that the beautiful Palestine irises can be grown very satisfactorily in the Sacramento valley, and probably in the other interior valleys of California. Our experiments show that a reproduction of three and one-half fold may be expected the first two years after importation; also, what is known as the "Juno" group succeeds well here. In general, these groups, although in some respects the most attractive of the great iris family, have not been considered successful in this country up to this time.

The investigations of Easter lilies conducted at Arlington Farm, near Washington, have revealed a number of things of importance:

(1) Our seedling stocks after two years give a reproduction of bulblets which is ample for all purposes of propagation. This means that once a seedling strain has been developed a stock can be worked up very rapidly by vegetative methods, and these same methods will serve to continue the increase.

(2) Stem bulblets, which form in the axils of the leaves near the surface of the ground, are six to 12 in number under ordinary conditions, and several of them will give one, two, or three flowers the first year and grow to good flowering size with one year's cultivation.

(3) An increased bulblet propagation can be secured by plunging the pots, by hilling up around the plants, or by layering the stems.

(4) Seed dried for two or three months germinates in a shorter time than that which is sown immediately upon its maturity.

(5) Home-grown bulbs three to 6½ inches in circumference average three to five flowers to the stem when forced for Easter.

(6) A few flowers are secured in one year from seed.

(7) Seed sown in July, when carried on in pots, will produce bulbs which can be forced for the second Easter following.

(8) These facts enable growers to produce their own Easter lily bulbs from seed in one year's time, the seedlings being carried in pots. After flowering, the bulbs not disposed of can be carried out of doors south of Philadelphia and will be ready to force again after one year's recuperation.

(9) Stocks thus produced are free from disease.

THE ROSE.

Planning for 1920.

With Christmas near at hand, the rose growers should be "up on their toes." In the eastern states, we find from personal observation and reports, that the rose crop will be rather short, and the timing of the cut for the holidays, (always a matter of guess work) has seemed more like real guess work than in the old Killarney days and there is no such show of blooms at this time as the Killarneys used to produce, so the question arises, are we as well off, growing the less productive varieties than with the Killarneys? Of course, the newer sorts, like Columbia and Premier, up to the present time, are bringing about double the price of Killarneys, but owing to the Killarneys, producing about three flowers to one on the two varieties mentioned above, one might materially say, "Where do we get off?" This is one way of looking at it, and this is not intended for a "knock" to two exceptionally fine roses, and as I stated several months ago in these columns, I firmly believe, when the grower gets the real "hang" of growing Premier and Columbia, these two varieties are going to make things hum. But the Killarney class of roses also has its drawbacks, with the exception of the Double White. Their tendency to go to pieces in warm weather, threw them out of the class of "all the year around" roses, and that is where their successors begin to loom up very auspiciously, for they will (with the proper care) produce fine blooms summer and winter and after keeping a careful account of the sales of the two rose in the discussion, namely Premier and Columbia, I feel assured that at the end of the season there would be few growers that would care to go back to (we might truthfully say) the over-production days of Killarney.

We have heard more than one rose grower say that the Killarney class of roses did more to cheapen the indoor roses than any other family of roses ever introduced, but in our estimation, we think just the opposite, as the superior quality of Killarney, as it was grown in all sections and selling at a most reasonable price, brought out more buyers of roses and created more sales than any othes variety had ever done previous to the introduction of the finest strain of roses ever introduced, the original "Killarney" and her various sports. Personally, I often wondered how we could ever have pulled through some alarmingly tight places, if it had not been for our old tried and true friend. So we naturally from, let us say, sentimental as well as business reasons, regret the supplanting of the most of them, but we feel somewhat consoled by the fact that in the Double White, we still have our old friend on the job, and likely to stay, as the best white of them all so far. But who knows what may happen within the next few years? It would not surprise the writer to see a few beds of Killarney cropping up here and there, we will say fair for the sake of a little more show of color over the top along about this time of the year, yet, who knows?

If you have been on the job, you have the dates on record of the time when you pinched for your Christmas crop for 1919, and this really will help you very much, as it does eliminate some of the guess work, but every now and then there will be a mild autumn, with lots of muggy weather, when, at times, one can hardly run a one pipe coil through the houses without raising the ventilators in order to keep the temperature down around the 60° mark. Who ever saw a rose grower or a florist who has not an alibi: "We would have done this, if it had not been for so and so, this, that and the other," but from a general standpoint, the season of 1919, has been rather peculiar as a growing season, and fortunate is the grower who has his plants in excellent condition at this time, as we have had perhaps as many cloudy days as clear ones, and the real bracing, brilliantly bright, growing days have been unusually scarce, but this is something we cannot help, and that we should not worry over, but look forward cheerfully to the season of 1920 and prepare to propagate the stock for another season. For the very best of reasons, there will be comparatively llittle grafting done, and that is the scarcity of manetti stocks, good (or bad) English, Irish and French grown. Therefore, the young stock will have to be principally own root plants. This will mean no serious drawback, providing, of course the wood is selected carefully, and the cuttings are properly made, and cared for afterward. In this, we mean that two eyes should be used in working up the cuttings, and sometimes three, but always one at the base of the cutting. As stated many times before, there is no particular virtue in chopping off all the foliage, as the cuttings can be just as easily rooted with every end leaf intact, if one does not crowd them in the cutting bed, and the trimming process need be resorted to only to save space, as of course, the trimmed cuttings take up much less room.

If one has orders for a lot of young stock, and there is any doubt about getting up the quantity, we would suggest getting started at once, and work up the stock gradually. Do not hit the plants too hard at this time, as the growths are slower coming back at this season than during any other period. So do not take too many at one time, If growing stock for home planting, we have always preferred the cuttings rooted in February. The very best of wood can be had at that time, and cutting them then will not retard the plants but instead, will often benefit them. This also saves handling an extra shift, and one can perhaps utilize the space the early cutting would require to good advantage till later.

As to the early stock cuttings being any better and stronger than those propagated, say February 20, there is little if any advantage gained on rooting them early. We bear out this statement by the fact that a batch of Columbia, struck or potted off March 25 last, and planted three weeks later than any of the other Columbias, are far in advance of the early struck and planted stock, as to the size of plants, evenness in growth and quality of blooms, yet, all the wood selected for cuttings was flowering wood and of the same uniformity. Of course, there might have been some little difference in weather conditions following the planting, but not enough difference to lead one to put the most dependence on January progagating. There is one advantage, however, in striking the cuttings fairly early, and that is one can get the bottom heat for the sand bed more uniform about February 1, and I do not advocate March propogating by any means, but merely state the instance above for what it stands for as a comparison, but to repeat, February, starting at the first of the month, is an ideal time as a rule to take the wood and have it in a condition that makes good strikes a possibility, without a serious setback to the plants. We also suggest using blooming wood, believing that there is more to be gained in using the shorter blooming growths for cuttings than to sell the flowers, and blind wood in our estimation, unless unusually strong, is very poor wood to use.

E.

Roses Infested by White Worms.

ED. AMERICAN FLORIST:

Will you kindly tell me the name of the small white worm which is causing trouble among my rose plants, making punctures and deposits of eggs as shown by the sample twig herewith? What are the best methods to employ to get rid of these pests?

Tennessee. P. S. W.

We have examined the specimen, in question, and find no small white worm. Instead, we find injuries, and eggs deposited in the woody portion of the plant beneath the injuries. These injuries and eggs may be those of either tree hoppers (membracidae) or tree crickets (gryllidae), and in order to determine which it is, it will be necessary for us to have more material for the purpose of rearing the insects. As for the control of an insect of this type, we would suggest cutting out and burning the shoots that show the injury.

H. L. S.

CHRYSANTHEMUM HAMBURG LATE PINK.

FIRST ANNUAL BANQUET OF SALESMEN OF THE McCALLUM CO., PITTSBURGH, PA., DECEMBER 29.

National Publicity for Flowers.

The campaign for 1920 opens under very auspicious conditions. The florists' industry is in most satisfactory shape, and complaints as to poor business are rare, indeed. The general demand for flowers is running a close race with supply. Our wholesale markets are discharging their heavy loads without signs of gluts in any direction. The horizon of business is clear, and prices were never so remunerative. These conditions have, in the main, prevailed since the opening of the fall season.

Can anyone question that our publicity campaign has not had a great deal to do with this? The public think of flowers now as they never did before. Sentiment, which should be a large factor in creating a demand for our products, has been aroused to a remarkable extent, and gifts of flowers are becoming of common occurrence where not long ago they were altogether too rare. The meaning of our slogan is well understood, and "Say It With Flowers" comes readily to mind at the right time.

The reports covering the Christmas business throughout the country, without exception, describe the volume as unusually large, and most of it record-breaking in character—and this in spite of, perhaps, the highest prices ever experienced by the public. In many localities it was impossible to obtain sufficient stock to meet the demand. A western florist, in writing our promotion bureau, intimated that he was prepared to increase his contribution to the publicity fund. The demand for flowers was very great, he said, and due, of course, to the campaign.

Our efforts certainly have been rewarded with success, in measure far greater than could have been anticipated. The predictions of our large band of optimists have been entirely fulfilled, and we are going into the year just opened to us with the feeling of satisfaction that we are not experimenting, we are not taking chances, for we know absolutely that the money we have expended is returning to us with the proverbial hundredfold increase, and much more.

Just think this over, Mr. Non-subscriber, and ask yourself what you have done to deserve your share in this benefit. Do not think we are scolding, but we do want you to think that we need your support to carry along our campaign. Remember, that we have now not only to keep alive the interest already created, but to extend that interest. The more we can spread our propaganda, the greater the benefit to enjoy.

Our slogan, "Say It With Flowers," is worthy of all we can lavish upon it. It cannot be over-popularized—it would mean loss to us as an industry did we not popularize it enough. Help us to keep our publicity going—going all the time, not spasmodically. And do your best to assist the movement personally, in your own vicinity, where you can easily link up with our campaign announcements to your personal advantage. Drop us a line and we will tell you how.

At the present time our auditors are going over our finances; therefore, for a week or two we are not able to make a statement as to what our resources will be for the season extending beyond St. Valentine's day. Every subscriber to the fund, however, will, in a few days, receive a notification as to the payment of his 1920 contribution so nobly pledged beforehand. For the same reason we are unable, at this time, to announce the exact amount pledged for the 1920 campaign, but particulars in full will be published in the next issue of this paper.

With the assistance our work deserves, we can make the New Year a banner one for the trade.

JOHN YOUNG, Sec'y.

CAMDEN, N. J.—James M. Thoirs reports a 30 per cent increase in Christmas sales, with prices advanced 15 per cent over those of 1918. The supply of cut flowers was limited, with Paper Whites the only bulbous offering. Quality in all lines was of better grade than usual. There was no increase noticeable in the call for any particular flower, but plants showed a gain in favor.

Chrysanthemum Hamburg Late Pink.

As a welcome addition to the cut flower supply in Buffalo, N. Y., and vicinity during December, Chrysanthemum Hamburg Late Pink, shown in the accompanying illustration, occupied a prominent position. Chrysanthemums in that territory were about two weeks earlier than usual, the above variety included, with a certain number available for Thanksgiving.

C. F. Guenther, Hamburg, N. Y., with whom it originated, in commenting on it, says: "If you want a chrysanthemum for early or midseason, do not touch it, but grown late, so that it will flower during December, it will pay. It should be propagated during March and April, and after being rooted, we watch the plants so that they do not receive a set-back. The young stock is placed in 2-inch pots and later transplanted in benches close together, and, if possible, set out by the middle of June in solid beds six inches each way and grown one flower to the plant. Trials have been made with two flowers, but results were not as satisfactory. No crown buds are taken; all are terminals, and the taking of these begins October 1 and later, which brings the crop during December. Houses are run cool as soon as weather permits, and there is little danger in having the temperature go to 42 degrees, as the petals never dampen off, and the flowers also show better keeping qualities.

"Hamburg Late Pink likes lots of water during the summer, but objects to "wet feet" when fall comes. The most important things to watch are: Not to let the plants get hard; not to let them get too dry during summer, not to let them get too wet in fall and winter; not to take an early bud.

"A sport of Hamburg Late White, this variety is an improved late Maud Dean, the petals being narrower and more numerous, and if brought into bloom in December, will produce very few flowers with open centers. With the exception of the past season, cutting started December 1 and was finished by January 15."

Gullett & Sons' New Year Party.

Gullett & Sons, the well known growers of Lincoln, Ill., began the new year in a pleasant way, tendering a masquerade party to their employes, one of the large service houses at the establishment being used for the occasion, the event originally scheduled for New Year's eve, being postponed to the night of January 3. Of the 150 who attended, about one-half were en masque. The evening's entertainment opened with a grand march, which was led by Ernest and Earl Morrow, gorgeously arrayed in minstrel suits, in black face. Having spent several years with some of the best circuses, they carried their parts to perfection. Following a waltz, there was a vaudeville programme of several numbers with Wilbur Gullett in the role of master of ceremonies. Among the talent was Ike B. Oakman, of the plant range, who in a character sketch, impersonate "Erastus Johnson of New Orleans" featuring "A little Bit of Chicken," followed by a clog dance, both of which were well done and heartily enjoyed. A burlesque trombone solo, staged by Don Lucas, of the carnation section, with Ernest Morrow behind the curtain furnishing the "wind," caused surprise among Mr. Lucas' friends who were unaware of his talent until the expose was made, but the act scored a big hit. Mr. Wiedenhoft presented "Dickey Nightingale," a star warbler, who rendered a number of popular selections in good style and showed "budding" genius. It was later proved that "Dickey" was George Duttlinger. "Caruso and His Trained Monkeys," staged under the personal direction of Wilbur Gullett, brought roars of laughter. Mr. Gullett appeared in the role of an Italian organ grinder, assisted by two small boys, Juel White and Dean Plese, cleverly costumed as dancing monkeys, with tambourines. This turn was followed by the Morrow twins with clever impersonations of John Philip Sousa and Signor Creatore in a fanfare. At intervals during the evening, Vincent Jones, a noted tenor, who sang in many of the French and American war camps, contributed a number of selections. Fine music was provided, and dancing was on until midnight. A hot luncheon was served in the packing room. The accompanying illustration shows the happy gathering.

WILKES-BARRE, PA.—A. W. B. Evans reports Christmas prices about the same as in 1918, while business showed a 10 per cent increase. The cut flower quality was good, the supply including a plentiful offering of roses, violets and Paper Whites, while carnations were a short item. The demand for plants was about as in former years. Wreaths, especially in the larger sizes for cemetery decoration, sold exceptionally well.

HOLIDAY TRADE.

Business Shows Substantial Increase.

As stated in our last week's issue, page 1234, reports received from all parts of the country, indicated that the 1919 Christmas sales had set a new business record for that period. Further advices tell of equally gratifying conditions existing in many other cities in the United States and Canada, exceptions being very rare where a substantial increase in volume of business is not recorded, with prices showing a satisfactory increase in keeping with the cost of production and other general expenses. Where publicity was employed such as advertising in local papers, store circulars, etc., results were most satisfactory. From many cities, comes the information that the slogan, "Say it With Flowers," played an important part in the splendid business, and Florists' Telegraph Delivery orders showed a substantial increase over former years. The following condensed reports show general conditions:

ASHEVILLE, N. C.—At the Brownhurst Greenhouses, Christmas trade this year showed an increase of nearly 38 per cent over that of 1918, with a 12 per cent advance in prices. In cut flowers, the supply in general while of good quality, was below requirements. In plants, there were better sales in both flowering and decorative offerings, especially the former. The demand was for higher priced stock and there was the largest demand for wedding flowers and decorations since this firm started business 28 years ago.

COLORADO SPRINGS, COLO.—The Pikes Peak Floral Co. recorded a Christmas sales volume about 12 per cent better than for 1918, with prices about as usual. The supply of roses, violets and carnations was limited, while bulbous flowers fared better and about met the call. Quality in general was finer than last year. Basket arrangements and large plants had the preference, and the heavy demand in cut flowers was for roses of fancy grade, such as Russell, Ophelia, American Beauty and Columbia.

BRISTOL, TENN.—P. S. Wise, proprietor of the Fairmont Garden, reports Christmas prices much better than a year ago, resulting in an increase on sales' volume of more than 45 per cent. Roses, carnations and violets were in short supply, and the call for bulbous stock was greater than could be taken care of. Quality was equally as good as a year ago. Flowering plants showed an increase in popularity. Advanced prices were paid without complaint.

DALLAS, TEX.—At the establishment of the Lang Floral & Nursery Co. sales in money value for Christmas, 1919, were one-third more than a year ago, with a sharp advance in prices. The supply of roses, carnations and violets was far from adequate, but quality was very good. Plant stock showed poor form. Many more of these and fancy baskets were sold than in former years. Money was plentiful, and sales depended not so much on what customers desired as what they could get.

SAVANNAH, GA.—According to A. C. Oelschig & Co., Christmas sales for 1919 were greater both in money value and quantity of flowers disposed of and prices much higher than last year. In carnations, violets and roses, many more could have been sold, if available, but an ample supply of bulbous stock moved freely. Roses were of better quality than a year ago. In the plant section there was an increased demand over former years.

PEORIA, ILL.—Twenty per cent better Christmas business than last year with prices advanced in about the same ratio is reported by B. Juerjens. In roses, carnations and violets the supply was only half as plentiful as a year ago with bulbous flowers also below requirements. Low temperatures resulted in much poor stock. Everything sold, however, and due to the shortage in cut stock, plants moved very well.

ROCHESTER, N. Y.—J. B. Keller Sons report Christmas business about 30 per cent greater than in 1918 with prices advanced from 25 to 35 per cent. Roses, violets and carnations were in good supply and of excellent quality, but with the exception of Paper Whites, the market was bare of bulbous stock. An increased demand for flowering plants was noticeable.

PORTLAND, ORE.—Clark Bros. report a 20 per cent increase in volume of sales, with prices higher than last year. The cut flower supply, with the exception of chrysanthemums and white carnations, was not equal to the demand, with roses more popular than ever before. Great numbers of flowering plants were disposed of and represented the bulk of the sales.

WICHITA, KAN.—Charles P. Mueller reports 1919 Christmas business about 60 per cent better than last year, with prices much higher than a year ago. Roses, carnations and violets were in short supply and the same was true of bulbous stock. Flowering plants were more popular than ever before. Florists' Telegraph Delivery business showed a great increase.

BANGOR, ME.—Adam Sekenger enjoyed 50 per cent better Christmas business than in 1918, with prices double those of that period. Roses were plentiful and of unusually fine quality, and stock in general was better than usual. The greatest call was for red roses. There was less demand for plants, and anything not in flower met with little favor.

MASQUERADE PARTY OF EMPLOYES OF GULLETT & SONS, LINCOLN, ILL., JANUARY 3, 1920.

New York Federation of Societies.

The Albany Florists' Club has invited the New York Federation of Horticultural Societies and Floral Clubs to be its guest, January 15, 1920. There will be a short business session of the federation at 3:30 p. m., followed by a lecture by Dr. S. W. Fletcher, of the Pennsylvania State College, on "French Horticulture." A banquet will be followed by informal after-dinner speaking and a general good time. The affiliated societies are asked to send delegates and thus show the Albany horticulturists that their hospitality is appreciated, and incidentally help advance the horticultural interests in New York state. Let us all join in making the federation a live organization. There is much that can be accomplished in New York state through co-operation. We have the largest horticultural interests of any state. Make your slogan "On to Albany, January 15!" The Albany florists will "say their welcome with flowers," and a feed. All delegates should report at the store of F. A. Danker by 1 p. m., Thursday, January 15.

Another meeting of the Federation will be held in Ithaca, Wednesday, February 11. The following programme has been prepared for this meeting:

10 a. m. "Some Disease Problems of Florists' Crops." L. M. Massey.

11 a. m. "The Agricultural College and the Florist." Prof. E. A. White.

12 m. "Winter Flowers of California." Dr. A. C. Beal.

1 p. m. Luncheon to delegates of the federation, followed by business session.

Farmers 'week will be in progress, and the New York State College of Agriculture can assure the visitors that much of interest will be on the programme any day during the week.

E. A. WHITE, Sec'y.

Milwaukee, Wis.

LIMITED SUPPLY HOLDS PRICES UP.

Stock of all kinds has been very scarce since Christmas. The demand for New Year's was very good, but owing to the limited supply, prices were up instead of down, as is usually the case after a holiday. Funeral work has increased greatly of late, which also helps to keep the market on the tight side. While the old year went out like a lamb, 1920 was ushered in with zero weather, which dropped to 10 below, January 2. This cold period continued up to, and including, January 5. Prospects are that cut flowers will be scarce for some time to come.

NOTES.

The first 17 days of December constituted the coldest similar period in the history of the local office of the weather bureau that extends back to 1871. Among low temperatures on these days were two below December 3, three below December 13, four below December 9, six below December 17, eight below December 14, and 15, and nine below December 10.

Walter Maas & Co., Edlefsen-Leidiger Co., M. A. McKenney & Co., A. Currie Co., Currie Bros. Co. and Anderton & Seeman, who are all in the vicinity of the wholesale houses, had elaborate window displays and report business as very fine.

Edw. J. Hamme, of Wauwatosa, is in bed nursing internal injuries, caused by an accident while tobogganing, December 26. This is his second serious accident within the past two months.

William Zimmermann and Gimbel Bros., on Grand avenue, went heavy into the plant business, due to the scarcity of cut flowers and it was a case of sold out when the rush was over.

Announcement of the engagement of Carl P. Menger, son of Mr. and Mrs. Charles Menger, retail florists at 536 Twenty-seventh street, to Miss Clara Heiber, was made January 4.

All wholesalers, Holton & Hunkel Co., Gust Rusch & Co., and the C. C. Pollworth Co. found it necessary to cut all shipping orders, as it was impossible to get the stock.

The A. F. Keelner Co., decorators on a large scale, report being swamped with orders for the holidays. It was the best since pre-war times.

Baumgarten, Inc., who located in their new store, at 93 Wisconsin street, only a short time ago, report business way ahead of expectations.

We greatly regret to report that Mrs. Seaman, who has been on the sick list for some time, is very low at this writing.

C. E. Dillmann, who was confined to his home with a severe cold, is again able to be out and around.

E. O.

Montreal.

GOOD CHRISTMAS SALES AT HIGH PRICES.

Christmas trade this year came true to expectations and stock sold out completely at enormous prices. As early as the Saturday previous the retail stores found themselves short of flowering plants, but with mild weather prevailing, some growers were enabled to make additional shipments on Monday and Tuesday. Azaleas proved strong favorites and quite a number of these were offered at prices ranging from $8 to $15, trimmed. Cyclamens held second place, with poinsettias third in popularity. Boston ferns sold remarkably well. There were a few palms on sale, but prices were too high to be attractive. Basket arrangements sold very well. Solanums were the only plants which were in good supply. Primula obconica was scarce and the same was true of begonias. Cut flowers were plentiful on Wednesday, with roses in the majority, prices ranging from $6 to $50 per dozen. Stock was very good and in good supply. Carnations sold at $4 per dozen. Sweet peas, violets and yellow and white narcissi concluded the cut flower list. The weather was ideal for delivery, streets in good condition and temperature above zero. Prices obtained were double those of last year and profits were better in proportion.

J. L.

Columbus, O.

JANUARY TRADE OPENS STRONG.

Business during the past week has been exceptionally active in every way, according to the statements of the down-town florists. New Year's business was much heavier than anticipated, and many of the stores had their stocks entirely cleaned up before the evening arrived. There was a large number of dances, receptions and parties, and many flowers were required for decorative purposes. In fact, it was the best New Year ever experienced by florists in this city, and they were well satisfied with the results. Flowers are quite plentiful, although there is some shortage reported in certain items. Roses are in good supply, and the quality is exceptionally good. They retail from $4 to $12 per dozen. The varieties are principally Russell, Ophelia, Columbia and Sunburst. Sweet peas are plentiful and of fine quality and sell from $1 to $2 per bunch. Carnations are rather scarce, and the better flowers are hard to get. They retail about $3 per dozen. The offerings are principally white and pink varieties. Narcissi are arriving in excellent shape and of good quality. They sell at $2 per dozen. Violets are exceptionally strong and the supply is generally good. Plants are not in such demand as during the holiday period. Florists are united in saying that the prospects for the month of January are exceptionally good.

J. W. L.

San Francisco.

CHRISTMAS TRADE BEST IN HISTORY.

Christmas trade for 1919 will long be remembered as the best in the history of the business in this city. Due to favorable weather, there was a large supply of cut flowers of nearly every description. There was a much heavier supply than last year. The great surprise was the enormous increase in the plant trade. It is conservatively estimated that the plant business was about 100 per cent greater than last year. There certainly never has been such a supply of pot plants offered and disposed of. This was anticipated by the trade in general, and the stores put in twice as much stock as in former years and disposed of it all. The popular demand was for medium priced stock. There was, however, a big supply of select quality, which, although offered at a higher price, was sold without the slightest difficulty. Cyclamens, begonias and poinsettias were the best selling mediums-priced stock. The poinsettia supply was extra fine. It was much finer than last year, and an enormous quantity was sold. Both pink and red were to be had. Made-up plants were very popular. The demand for boxes of flowering and foliage plants was very strong. Erica melanthera in all sizes were freely offered and sold along with the rest. Azaleas, in pink, white and red, were seen everywhere. This stock cleaned up at fancy figures, ranging from $15 to $20 each. Many of them were planted in rustic baskets and brought a higher figure. All sorts of foliage plants were in excellent demand, and the day after Christmas, found the stores cleaned out completely. While the supply of cut flowers was much heavier than last year, prices ruled about the same. There was a splendid supply of red roses of the very finest quality. They sold out quickly. The demand for Russell was greater than the supply, but fancy prices were realized for all offerings. There was a nice supply of American Beauties. Ophelia, Shawyer, Radiance and Columbia were all in equal favor and brought the best returns. There was a splendid lot of chrysanthemums for so late in the season. Some of the Bonnaffon were as good as a month ago. Appleton shared the honors with the former variety. Helen Frick was the only pink to be had. There was a very strong shipping demand for this stock for some days previous to Christmas, but not withstanding all this, there was enough to go around. Very few white sorts were on the market. The supply of carnations improved greatly before Christmas and some very good stock found a ready market. There was a great shortage of good reds. Whatever stock was obtainable brought $8.00 per 100 at wholesale. Colored stock sold at from $5 to $6. There were enough violets to meet all requirements, thanks to favorable weather. There was no noticeable increase in the prices. A great quantity was shipped out of the city daily during the week before Christmas. Cut poinsettias were not in very great supply, the growers preferring to sell their pot stock rather than cut it. The first freesias of the season came in, and were a welcome addition to the list. They sold out in a hurry at good figures. Paper Whites were to be had, but the supply was not abundant. Cattleyas came in freely for several days before Christmas, and met with instant demand from the public. Cypripediums were largely featured and proved popular. Gardenias were in good supply and commanded good prices. There was a limited amount of sweet peas to be had, but not nearly enough for the demand. Probably more greens were used for decorative purposes this season than any other. There were more California red berries than the mar-

ket could readily absorb, and quite a quantity arrived too late for any use. More English holly was seen this year than ever before. Large shipments came in from British Columbia. This stock was peddled at every street corner. The stores report only a small demand, owing to the large supply on the market. A limited amount of holly in tubs found a ready sale. The growers certainly did their share this Christmas in producing such a splendid lot of flowering plants. The weather was all that could be wished for, and deliveries, as a rule, were prompt.

NOTES.

The first Christmas trade experienced at the store of J. A. Axell was much beyond his expectations. For many days previous to Christmas his force was busy shipping violets, chrysanthemums, roses and asparagus. His growers were in with heavy cuts of roses of excellent quality. He was particularly fortunate in having a large supply of red roses, for which high prices were obtained.

The high grade of plants and flowers that the firm of Podesta & Baldocchi handled was never so beautifully arranged, as it was for the Christmas trade. Everything they had to offer was sold out completely on Christmas day. They featured many beautiful specimen azaleas, ericas, cattleyas and other stock, all of which found a ready market.

The Art Floral Company had three floors full of decorative and flowering plants for Christmas. Manager Matraia estimates the increase in the plant trade this year at fully 100 per cent, or practically double that of last year. He had a large force of extra salesmen and is much pleased.

Domoto Bros., at Oakland, had over 1,800 azaleas in full bloom for the holiday trade. It was the finest lot ever handled in this market and brought fancy prices. Their poinsettias and begonias were also of a high grade, and they had had no difficulty in disposing of the entire stock.

Frank R. Mills, of Palo Alto, says business was equal to other years in his city. He had a large suply of flowering plants of every description. His carnation houses were in full crop, and he shipped large quantities of this flower every day. He has a nice cut of Cattleya labiata at present.

Pelicano, Rossi & Co., according to Frank Pelicano, had the largest business in the firm's history. Double the amount of plants were carried and sold than was the case last year. The demand for the higher priced stock was strong at this store, which has a very exclusive clientele.

The E. W. McLellan Company had a good supply of American Beauty and Russell roses from both their ranges of glass. Their shipping business is reported as being heavier than in former years. They also handled large quantities of violets and chrysanthemums.

George Angus, one of the best-known gardeners in California, has been elected president of the Menlo Park Horticultural Society. Mr. Angus is a plant grower of much ability, and is always well up among the prize-winners at the society's exhibitions every year.

Eric James, the Elmhurst plant grower, is being congratulated by the trade on the quality of the stock he produced for the holidays. It was no doubt as fine as was ever handled by this market. His shipping trade was beyond expectations.

At the Chas C. Navlet store, on Market street, a fine trade was admirably handled. The demand for flowering plants was greater than they expected. They report business at their San Jose, Calif., store to be far ahead of any other year.

Sidney Pay, head gardener at the Grant estate, at Burlingame, has returned from a vacation spent in Australia. He was accompanied by his wife ,and both report having a splendid trip.

The United Flower & Supply Co. did a large retail plant business, and deliveries were being made nearly all day. Christmas business was ahead of expectations with them.

JAMES T. LYNCH.

Los Angeles, Calif.

SHORT SUPPLY ADVANCES PRICES.

What is known in this section as ideal tourist weather prevails, with cold, crisp nights and clear, warm days. The large amount of moisture in the ground, however, as the result of recent rains, has retarded outdoor growth of roses and in some cases killed geraniums. Carnations appear to be the best outdoor stock available at present, but prices are a trifle high, and the same applies to greenhouse offerings. Consequently sales are not as good as usual. Outdoor roses are scarce and pot plants are not as plentiful as in former years, although the quality is good and they find ready buyers.

NOTES.

E. C. Amling, of Chicago, has bought 33 acres of ground on Santa Monica boulevard in Sawtelle, right across the city limits of Santa Monica. The present plan is to build a range of rose houses, covering about five acres, and 10 acres of lath houses for growing greens. Work will be started immediately and pushed as fast as material and help can be secured. Mr. Amling has also incorporated the E. C. Amling Co. of Los Angeles, a $50,000 corporation, to wholesale or retail cut flowers, plants, seeds, bulbs, supplies, etc. This move was decided upon last sping.

When one thinks of roses, it seems to call to mind Wright's Flower Shop, at which establishment a splendid supply in variety is offered to its customers throughout the year. Mr. Wright recently purchased a large stock of orchids, another flower for which his store is noted.

A visit to the establishment of the Los Angeles Floral Co. proves that this firm's slogan, "The House of Quality and Service," is well chosen. Manager Richards and his force are kept busy at all times.

Geo. J. Hall & Co., considering the short time they have been in business, have been doing a gratifying volume of trade. Their store was well prepared for the holiday demand.

With deep regret, we learn of the death of the mother of Charles Mattin, which occurred December 17, in her seventieth year.

Walter Armacost & Co. had a varied stock of baskets, which they displayed to excellent advantage, for the holiday trade.

W. C. M.

Toronto, Ont.

BUSINESS SHOWS SUBSTANTIAL INCREASE.

The holiday business in this section is generally reported as being from 25 to 50 per cent larger than last year, and with many, was the best ever experienced. There could have been considerable more business done had there been stock of the cheaper grades, but the method of growing for the Christmas trade usually produces flowers which all grade high, so that many customers were lost who were looking for medium or shorter grades. American Beauties were not to be had, and it goes against the grain to have to refuse an order for 25 dozen at $35 per dozen, which was our experience with a customer. Premier. Russell and Columbia were the varieties that brought the higher prices, and they were fine and gave general satisfaction. Carnations were not as plentiful as in other seasons and the quality was somewhat inferior, but at the high figures at which they were sold, it lessened the demand considerably, so that the scarcity was not as noticeable as it would have been otherwise. The great help to the storemen was the splendid plants of azalea which were to be had in quantity. It is to these that a large part of the increased sales can be accounted for, and which helped considerably in giving the stores their holiday attire. Cyclamens and poinsettias were also prominent in the different arrangements, and many good combination baskets were noticed. Primulas, begonias, solanums and ferns and foliage plants for the cheaper baskets were plentiful, so the shortage on cut flowers was not so keenly felt. December 24, the temperature dropped to near the zero mark, which made the delivery of stock difficult, but with the extra precaution used, there were very few complaints from frozen stock. Since Christmas the trade has kept up well. Stock has shortened up, and most lines are still selling at the holiday quotations, so that the bulbous stock, which is starting to be more plentiful, is welcomed.

H. G. D.

Boston, Mass.

GOOD SUPPLY AT STEADY PRICES.

Business conditions are now about normal, with stock more plentiful and little change in prices. Roses are arriving in good numbers and the quality is fine. Carnations are holding high at $12, with Laddie bringing $20 per 100. There is a good strain of freesia at $8 per 100. Among other offerings are French Golden Spurs, pans of hyacinths, marguerites, and calendulas. Orchids bring $12 and $18 per dozen. Gardenias are seen in large numbers and sell easily at $6 per dozen.

NOTES.

Alfred E. Walsh, of the flower market, was tendered a farewell dinner by his many friends in the trade January 1, upon his departure for Denver, Colo., where he will enter a new field.

William A. Riggs, of Auburndale, lost his crop of sweet peas New Year's morning when coal piled against the woodwork of the house caught fire.

B. A. Snyder & Co. report a good New Year's trade with heavy demand for orchids, roses and sweet peas.

H. M. Robinson & Co. report the closing of one of the firm's most successful years.

Thomas Roland is now cutting heavily on roses at his Revere range.

S. K. G.

Rochester, N. Y.

GOOD DEMAND BUT SUPPLY LIMITED.

The holiday business was excellent, but might have been much better had there been a more adequate supply and prices had been more liberal. Due to the shortage of coal and extremely cold weather the crops, both of cut flowers and plants, did not mature as expected. Poinsettias sold well, although the quality was nothing extra. Begonias, primroses, heathers, peppers and solanums also found ready buyers. All decorative material, such as laurel, pine and arbor vitæ moved well, as did wreaths, red bells, frieze, etc.

NOTES.

At George B. Hart's commission house, business was somewhat greater than last year, and had prices been more moderate a still better showing would have resulted.

H. E. Wilson reports a splendid business and a practical cleanup of his holiday stock. His winter crop of Dutch hyacinths has now commenced to come in.

J. B. Keller Sons arranged excellent displays in both show windows.

CHESTER.

Kansas City, Mo.

BUSINESS EXCEEDS EXPECTATIONS.

Business for both Christmas and New Years was unusually good, and much better than anticipated, the better grades of stock bringing high prices and quality in demand. Cut stock was none too plentiful and the supply ran short in most cases, especially violets and sweet peas for corsage work. Roses in all leading varieties were exceptionally fine and brought from 18 to 60 cents wholesale. Carnations were in shorter supply than ever before at the holiday season, owing to the long period of cloudy weather. Pot plants were never finer and brought good returns. Made-up baskets and plant arrangements went well. Strawflowers made up in many ways and cemetery wreaths were popular.

NOTES.

At Samuel Murray's attractive shop, it would have been impossible to handle a greater volume of business, despite every facility for up-to-date service. Large plants and basket arrangements were immensely popular and their delivery was easily accomplished. He is more than pleased with the large business done.

Arthur Newell, at his up-to-date establishment, had a very heavy call for fine stock and every detail moved with precision that left no chance for complaint. His offerings met with quick and remunerative sales. Arrangements of strawflowers, one of his leaders, were especially popular and moved at sight.

The Wm. L. Rock Flower Co. had their greatest Christmas business with a large supply of cut flowers and plants to care for the demand. Quality stock cleaned up first. The line of wreaths, never more attractive, sold out completely.

The Pinehurst Gardens Co. received large shipments of cut and pot stock from the range at Pleasant Hill, all of which was easily disposed of. Their first real holiday trade was most gratifying.

W. J. Barnes had the best holiday trade in his career, both in cut flowers and plants, while wreaths went exceptionally well. Palms were also on the move and brought good returns.

Bob McGrail reports the largest business he ever had with the principal call for quality stock. Wreaths were a strong factor in the demand.

Miss J. E. Murray is glad of a breathing spell after the rush. Business at her establishment was unusually good.

Miss Lou Boggess reports she had all she could handle and had to turn away orders, but is glad the rush is over.

H. Kusik & Co. sold out completely each day and could have moved much more stock had it been available.

T. J. Noll & Co. report the best holiday business, both local and out-of-town, they ever experienced.

Ed. Humfeld did a wonderful business at his new store, with a good gain over previous years.

The Alpha Floral Co. had fine sales in every line, with total business much better than last year.

August Luther had a fine trade, especially in plants. E. J. B.

Toledo O.

PLANTS LED HOLIDAY DEMAND.

On the whole, the holiday market was favorable to a large business with the possible exception of roses which were scarcer than usual, and of rather poor quality. Most of the florists, however, had put in a large stock of plants, and where cut flowers could not be had, it was easy to divert the demand to plants. Such favorite Christmas plants as the cyclamen and the poinsettia were quite plentiful, of excellent quality and enjoyed a brisk sale. All offerings were higher priced than usual. Cyclamens brought from $1 to $10 and poinsettias were retailed for $1 per bloom. Combination baskets and hampers of mixed plants sold well. The call for made-up baskets of artificial materials such as ruscus and boxwood, of which some handsome examples were seen, was about normal. There was a good sale for wreaths and the variety of these on display was greater than usual. Cut flowers did not sell quite as well as plants this year and the supply was hardly equal to the demand. Violets and narcissi were plentiful. There was little demand for orchids at $5 per bloom. Incoming telegraph orders were numerous, but the outgoing ones were not as large as on other occasions. Funeral work was quite heavy during the week. The business for New Year's was lighter than usual, but there were many wedding orders in that week.

NOTES.

Schramm Bros., who were closed a year ago, certainly reaped a harvest this season. The day before Christmas was the largest in sales ever enjoyed by this firm. They made a bid for a great business by extensive advertising, both in the newspapers and by mail. They had a splendid array of cyclamens and poinsettias, for which there was a great call. Cut flowers were scarce, but most of the customers bought plants instead.

Mrs. J. B. Freeman, though handicapped somewhat by the loss of her decorator, Charles Bailiff, who resigned his position shortly before Christmas, reports that she broke all records. There was a heavy call for corsages at her store and a good demand for plants.

Growers cleaned out completely at good prices and among other retailers interviewed who report a fine trade were S. N. Peck, Metz & Bateman, Feniger, Scottwood Greenhouse, Mrs. Suder, Helen Patten, Mussbach Sisters, A. E. Warning and A. G. Imoberstag.

Max Spanner reports a splendid business. The demand for cut poinsettias was not heavy enough to clean up his tremendous stock and he had some plants left. On the whole, however, he reports a most profitable trade.

A. C. K.

Newark, N. J.

In a day's visit among the Newark florists, we found a unanimous sentiment of satisfaction over the results of the holiday business. We could not, in one day, visit all of them, but so far as we could learn, business was excellent. This was to be expected, as it is an old, populous and wealthy city. It has many manufacturing establishments in which the help receives high wages. Writing in particular of the florists, in addition to a number of fine retail stores, there are also a number of good growers, and amicable relations seem to exist between the two branches. Much of the stock sold by the retailers reaches them direct from the growers. Particularly, in carnations, fine stock was noticed.

The manager of the Rosery Floral Co., Broad and Market streets, stated that it was the greatest holiday business they ever had. They had four autos running in delivery, besides a number of boys for short trips. Everything in plants cleaned up, and there were good sales of cut flowers.

Philips Brothers, prominent Broad street retailers, stated that they sold out well in both plants and cut flowers, and that their holiday business was much better than last year. An almost exactly similar report was received at Beyerow's, also of Broad-street.

W. R. James has a store at 220 Clinton avenue, and greenhouses in the suburban town of Irvington. At the store, which for the day, was in charge of Mrs. James, it was stated that they had a fine holiday trade.

Connelly & Plunkett, Bloomfield and Mt. Prospect avenue, who are heavy buyers in the New York market, report excellent business.

George Penek, whose store is just across the park from the Hudson tube terminal, reported an enormous business.

McLaughlin & Murphy, of Clinton avenue, reported fine business and satisfied customers. A. F. F.

Cleveland.

LIMITED SUPPLY MOVES FAST.

Stock in the local wholesale houses has been short of the demand since the holidays, with prices still on a high level. A few days' sunshine has improved the supply of sweet peas, both in quality and quantity. For those in the trade who had funeral orders to handle, white and yellow narcissi have been a "life saver." Stevia is in fair supply. Carnations clean up quickly on advance orders as do roses and violets. Greens are plentiful. There is a marked shortage of novelties in the cut flower line.

NOTES.

The Brookline Floral Co. has converted its heating system from gas to coal, the change being made necessary by the gas company being unable to maintain a sufficient supply.

Charles Reep, of North Olmstead, O., has been cutting a fine lot of Paper White and yellow narcissi.

William Lisy has taken a position with the Heights Flower Shop on Cedar road. C. F. B.

The Late Peter Gottfried Pearson.

Peter Gottfried Pearson, of Bettendorf, Ia., whose death occurred recently following a brief illness, was well and favorably known as a landscape gardener, having at one time been in the employ of Mr. Studebaker at South Bend, Ind., and later with W. L. Velie, at Moline, Ill., where he also had charge of the city park system. For the past five years he was employed by Joseph Bettendorf.

TRI-CITY FLORISTS' CLUB RESOLUTIONS.

Whereas, it has pleased the Great Master to take from our midst our brother and co-worker, Peter Gottfried Pearson, in whose demise we feel the loss of a noble and worthy member of our association and craft, and as such voice our sentiment; therefore, be it

Resolved, that The Tri-City Florists' Club, as a body, hereby extends to the family, its profoundest sympathy and condolement in their bereavement. Be it further

Resolved, that, in recognition of the faithful allegiance and affiliation to the order of his vocation, a copy of these resolutions be sent to the family, a copy be spread on the minutes of the association, and copies be sent the various trade journals and the press in general.

Foreign Notes.

Thomas W. Turner, superintendent of the Royal Hospital Gardens, Chelsea, London, Eng., and for many years foreman at the Chiswick Gardens of the Royal Horticultural Society, in the eventful days of the late Superintendent A. F. Barrows, died November 13, last.

The Japanese Bulb Import Control Committee of London, Eng., was relieved of its duties early last November, the restrictions on imports of these bulbs having been removed last August.

The Rev. W. Wilks has retired from the secretaryship of the Royal Horticultural Society of England after many years service. W. R. Dyhes has been mentioned as his successor.

The death is announced of M. de la Rocheterie, for many years president of the French Society of Chrysanthemum Growers.

THE AMERICAN FLORIST

ESTABLISHED 1885.

Subscription, United States and Mexico, $1.50 a year; Canada $2.00; Europe and Countries in Postal Union, $2.50.

When sending us change of address alway send the old address at the same time.

Advertising rates on application.

From the first issue THE AMERICAN FLORIST has accepted only trade advertisements.

Advertisements must reach us Tuesday (earlier if possible) as we go to press Wednesday.

We do not assume any responsibility for the opinions of our correspondents.

THE AMERICAN FLORIST,
440 S. Dearborn St., CHICAGO

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LEAD has advanced from 7¾ to 8 cents at New York.

GREENHOUSE builders are complaining of the scarcity and high price of building material.

DEALERS say the severe cold weather of the past two weeks has delayed shipments of gladiolus and other bulbs.

MANY kinds of flower seeds are in short supply and, to avoid disappointment, florists should cover their needs early.

THE first trade calendar to reach us this year, is that of Benjamin Hammond, Beacon, N. Y., the well known manufacturer of insecticides, greenhouse paint, putty, etc.

Personal.

Adam Graham, Cleveland, O., and two daughters, were in Chicago this week en route to San Francisco, Calif., whence they expect to sail to the orient early in February.

Society of American Florists.

The following telegram was received from Secretary Young, December 31, unfortunately, too late for last week's issue, which was printed one day earlier than usual, on account of the holiday: "Add affiliated directors, Wm. F. Ekas, president florists' club at Baltimore."

DEPARTMENT OF PLANT REGISTRATION.

Adiantum Pelicanii.—Public notice is hereby given that as no objection has been filed against the registration of Adiantum Pelicanii by Frank D. Pelícano, 119 Guttenburg street, San Francisco, Calif., the same becomes complete.

BOARD OF DIRECTORS' MEETING.

By order of President A. L. Miller, a meeting of the board of directors is called for Friday, January 23, and Saturday, January 24, at the Hollenden hotel, Cleveland, O.

By order of Henry Penn, chairman, a meeting of the national publicity committee is called for Wednesday, January 21, and Thursday, January 22, at the Hotel LaSalle, Chicago.

Members of the board, and the publicity committee, should make their hotel reservations at once.

JOHN YOUNG, Sec'y.

Edgeplain Floral Co.

The Edgeplain Floral Co., St. Leonard station, Bucks county, Pa., has been incorporated with an authorized capital of $100,000 under charter from the state for the purpose of growing roses for cut blooms, the officers being Ellwood Heacock, president; John Burt, director, and Robert C. Strafford, secretary-treasurer, Edgar W. Bailey, a practical rose grower, is to be superintendent of the greenhouses. As a location for its range, the company has purchased 70 acres at the above place, 23 miles from Philadelphia, Pa., on the Philadelphia, Newtown and New York railroad, from which there will be a siding to facilitate the handling of coal. The erection of the first iron-frame house, 72x600 feet, for which a contract has been awarded the Lord & Burnham Co., will be started in March, the structure to be finished in May. A stack 100 feet high is provided for, which will allow for increased boiler installation as found necessary. It will require 28,000 plants to fill the house. The company expects to market its product through commission houses in Philadelphia and New York.

Ellwood Heacock, president of the company, is a nephew of the late Joseph Heacock, and was for six years actively engaged with him as treasurer of the Joseph Heacock Co.

Horticultural and Garden Competitions.

Under the title, "Horticultural Exhibitions and Garden Competitions," the United States department of agriculture has issued Department Circular 62, with 38 pages and numerous illustrations. It calls attention to the fact that the spirit of competition in an organized way, will do much for the community in helping to create added interest in vegetable, fruit and flower growing, and in holding such exhibitions, a large number of small exhibits should be the aim, rather than a few large displays. Under horticultural exhibits, the circular treats of organization, competitors, classification and schedules, the last named covering spring and fall shows, and exhibitions of vegetables, autumn fruits, narcissi, irises, peonies, roses, sweet peas, gladioli, dahlias and chrysanthemums, sweepstakes prizes, arrangement of exhibits, judging premiums, rules, etc. Several pages are also devoted to lawn and garden competitions, with rules for the judging and arrangement of classes.

The circular contains much information useful to beginners in flower show work. The matter of numbering the classes in schedules is treated rather lightly, however. Practical exhibition men have found that the consecutive numbering of all classes is strictly necessary for convenience of management, exhibitors, judges and the visitors.

Carnation Convention Hotel Rates.

Members and friends of the American Carnation Society and the Illinois State Florists' Association expecting to attend the annual meeting and exhibition to be held at the Hotel La Salle, Chicago, January 21-22, should make their reservations at once. The hotels are filled up all the time, and unless reservations are made early, visitors are very likely to be disappointed in securing the accommodations they want. Rates are as follows:

ONE PERSON	Per Day
Room with detached bath	$2.00 to $4.00
Room with private bath	3.50 to 7.00

TWO PERSONS	Per Day
Room with detached bath	$3.50 to $6.00
Room with private bath	5.00 to 10.00
Two connecting rooms with bath	Per Day
Two persons	$ 6.50 to $10.00
Three persons	8.50 to 16.00
Four persons	10.50 to 19.00

Make your reservations direct to the Hotel La Salle, Chicago.

CHAS. W. JOHNSON, Chairman,
Local Committee of Arrangements.

Club Meetings Next Week.

[Secretaries of clubs and societies are requested to send change in time, place and date of meeting.]

Chicago, January 15—Commercial Flower Growers of Chicago at Randolph hotel, Wells and Randolph streets. Otto H. Amling, secretary, Maywood, Ill.

Chicago, January 14, 8 p. m.—Gardeners' and Florists' Union, No. 10,615, at 232 North Clark street. Louis Heidtmann, secretary, 4653 Fulton street, Chicago.

Cincinnati, January 12, 8 p. m.—Cincinnati Florists' Society at 532 Race street. Alex. Ostendarp, secretary, 14 East Third street, Cincinnati.

Detroit, Mich., January 14, 8 p. m.—Detroit Florists' Club at Hotel Statler. H. C. Forster, secretary, 1634 Woodward avenue, Detroit.

Knoxville, Tenn., January 13, 7:30 p. m.—Knoxville Florists' Society at store of member. Robt. E. Mapes, secretary, Box 116, Knoxville.

Lancaster, Pa., January 16, 7 p. m.—Lancaster County Florists' Association at Chamber of commerce. A. M. Herr, secretary, Lancaster.

Lenox, Mass., Jonuary 14, 7:30 p. m.—Lenox Horticultural Society at Town hall. Henry Heeremans, secretary, Lenox.

Louisville, Ky., January 14, 8 p. m.—Kentucky Society of Florists at Y. M. H. A. hall. Joseph Abele, secretary, Louisville.

Madison, N. J., January 14, 8 p. m.—Morris County Gardeners' and Florists' Society at Masonic hall. Edward Reagan, secretary, Morristown, N. J.

New Orleans, La., January 11, 2 p. m.—Gardeners' Mutual Protective Association at 5001 North Rampart street. John Parr, secretary, 4530 North Rampart street.

New York, January 12, 8 p. m.—New York Florists' Club at Engineering building, 33 West 39th street. John Young, secretary, 1170 Broadway, New York.

New York, January 14, 8:30 p. m.—Greek-American Florists' Association at 119 East 23rd street. C. P. Thomas, secretary, 58 West 28th street, New York.

Seattle, Wash., January 13, 8 p. m.—Seattle Florists' Club at Henry building. Thomas Wylie, secretary, Holly street, Seattle.

Springfield, O., January 12, 7:30 p. m.—Springfield Florists' Club at member's place of business. Arthur Leedle, secretary, Springfield.

Toronto, Ont., January 12, 8 p. m.—Toronto Retail Florists' Club at Dunlop's hall. H. W. James, secretary, 16 West Adelaide street, Toronto.

Wants, For Sale, Etc.

Small Type, 12 Cents Per Line, Each Insertion. Display, $1.50 Per Single Column Inch, Each Insertion. These prices are net, cash with order. For Plant Advs., See Ready Reference Section.

Where answers are to be mailed from this office enclose 10 cents extra to cover postage, etc.

Situation Wanted—By an all around grower, single, 20 years' experience. Address
Key 452, c/o American Florist.

For Sale—Greenhouse business, operating, paying well, all new stock growing, six acres land; space under glass 53x150 ft., insured, all equipment new; splendid field for business; nearest competitor one hundred miles. Address
H. H. Rothe, Moultrie, Ga.

FOR SALE

On account of other interests will sell florist and seed business, established over 20 years, practically for the cost of fixtures. A good opportunity for a live man or lady. Close to New York City. Correspondence solicited Address
Key 451, care American Florist.

HELP WANTED

One expert assistant orchid grower and one expert assistant rose grower. Location, Indiana. Address
Key 453, care American Florist.

Help Wanted

Florist for all around greenhouse work. Wages $30 per week. Apply
JOHN A. MICHAL
7045 Stony Island Ave., CHICAGO

HELP WANTED.

Single young man, who has some knowledge of and interest in trees and shrubs; willing to learn and to make himself general useful as assistant in city cemetery. Position permanent; give age, education, etc. Protestant preferred.
Key 450, care American Florist.

Help Wanted

Working Gardener to take charge of institution greenhouses and grounds near Chicago. Good place for competent single man. State age, experience and wages. Address
Key 449, care American Florist.

HELP WANTED

Working Foreman, January 10th, who understands the florists' business, where results can be expected. (No roses or carnations grown here), but everything else. 40,000 square feet. Place now in first-class condition. Have a good man now, who leaves for other work on above date. One who can handle bulb stock right, pot plants and assist occasionally with decorations preferred. Right in town with every convenience. Answer at once stating salary and reference. Will wire acceptance.
W. G. MATTHEWS, Dayton, Ohio.

HELP WANTED.

Young man of energy and ability to take charge of a branch nursery for the growing of ornamental trees, shrubs, evergreens and roses. First-rate opportunity to a man who demonstrates his ability, as a share of the profits of an old established business will be given in addition to his salary. Give full particulars, references and wages expected.
ELLIOTT NURSERY CO., Pittsburgh, Pa.

BOILERS — BOILERS

ALL SIZES.

Selected Boiler Tubes, all sizes, for greenhouse piping and **Retubing Boilers.** Thoroughly cleaned like **New** and trimmed. Complete stock of **New** and **Second Hand** Pipe, Valves, Fittings, etc.

LEVINE & CO.
3738 South Halsted Street, CHICAGO, ILL.
Phone Boulevard 9354.

WANTED

Retail Storeman

Capable of taking charge of flourishing business in good sized manufacturing city. State age, experience and wages expected. Address

Key 448, care American Florist

OFFICIAL S. A. F.

Shipping Labels

Actual size of leaf 2¾x5¼ inches

FOR CUT FLOWERS: in two colors, gummed paper; your card, etc., in black and leaf adopted by the S. A. F. in red. Prices: Per 500, $3.35; per 1000, $5.00. Samples on request. Electro of leaf, postpaid, $2.00. Cash with order.

AMERICAN FLORIST CO.
440 S. Dearborn St., CHICAGO

MANAGER WANTED

For Commercial Greenhouses

Must be capable of handling men and all lines of commercial stock. Mail full particulars, including salary. Address
Key 447, care American Florist.

Fleischman Wants A Florist

Florist and Salesman wanted who is at the present time employed; one who seeks to elevate himself in the knowledge of handling and selling flowers.

A first-class opportunity for a young man to become thoroughly acquainted with the best workmanship and handling the best flowers obtainable.

A position for a man who is bright and active, and an opportunity to command a good salary.

FLEISCHMAN, 5th Ave., cor. 42nd St., New York

PLANT STOCK

OF ALL KINDS

Needed Promptly

TO FILL THE

VACANT BENCHES

CLEARED OF CHRYSANTHEMUMS AND HOLIDAY PLANTS

MAIL YOUR AD TODAY

AMERICAN FLORIST CO., 440 S. Dearborn St., Chicago

ABUNDANCE OF STOCK

	Per 100	Per 1000
2¼-inch Smilax plants	$ 2.75	$25.00
2¼-inch Snapdragons, white, pink and yellow	5.00	48.00
4-inch Marguerites, white and yellow	15.00	
25,000 Vincas, field grown	8.00	75.00

10,000 Bench Ferns, 5 varieties, $25.00 and $30.00 per 100.

Packing free of charge. Liberal extras.

Alonzo J. Bryan
Wholesale Florist
Washington, New Jersey

Carnation Laddie

Rooted Cuttings, January and later delivery.
$10.00 per 100; $90.00 per 1000. Order now

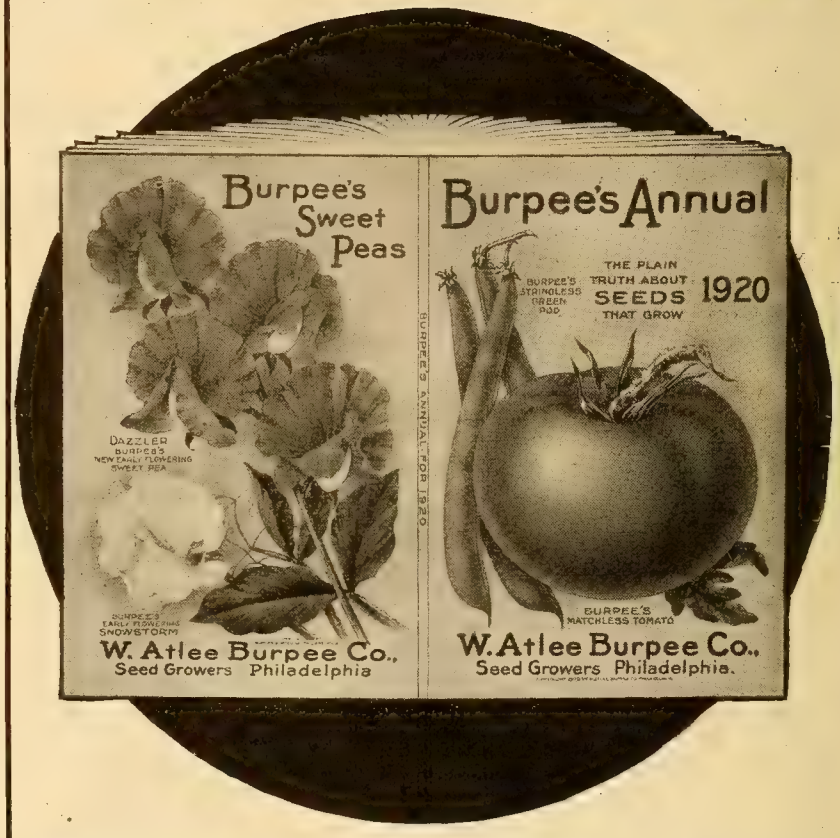
A. F. LONGREN
4249 West Monroe St., CHICAGO, ILL.

Seattle, Wash.

QUALITY OFFERINGS LEAD DEMAND.

Local florists agree that the 1919 holiday trade was something to be remembered with pleasure, and barring a few small poinsettias, the entire offerings were cleaned up in good style. So good was the demand that on ordinary funeral orders, for the three days after Christmas, the retailers found themselves obliged to scour the town. The general puplic was apparently prepared to meet higher asked prices, and cases where complaints were made at the figures the retailer charged, were extremely rare. The day before Christmas saw a rush that taxed the sales force of every store in town, and the volume of trade for Christmas day itself was also heavy. Local greenhouses sold everything they could offer. All of the California arrivals went the same way, and even this week, some of the trade complain of a scarcity of top offerings. Still another phase of the sales which promises future business, was the heavy percentage of telephone orders received from business men. This week, there has been a general scarcity reported in all lines from local greenhouses, and the trade between Christmas and New Years held up in such good style that the heavy arrivals from California are all moving freely. Rose Premier has been featured in a number of stores with good results. Ophelia and Russell are enjoying their usual good call, and two firms have featured Shawyers lately. The shipment of Irish Elegance from the south has been halted, as it was found the stock opened too fully en route. Some splendid carnations have been received, and the reds have sold on sight, while nearly every dealer reports his cooler bare of this offering at the close of the day's business. Orchids were in heavy demand at Christmas, as there were more than 20 large weddings held during the period. Bouvardias were big sellers, in reflection of this condition, and freesias seem to have caught the eye of buyers to a noticeable degree. Pot azaleas were big sellers in several stores, and sweet peas are kept cleaned up by the shortage, or absence, of Brunner roses and lily of the valley. Palms were in heavier demand than expected during Christmas week, and most firms had to send rush calls to the greenhouses for more stock. The cyclamen crop is still the object of comment from every visitor, and shipping orders far exceed the amount the trade has to offer in excess of local requirements. Ferns attracted many buyers, and the additions of thistles and ruscus enabled the retailer to get unheard of prices for his stock this year. The active social sea-

Burpee's Seeds Grow



Burpee's Annual for 1920

The Leading American Seed Catalog.

Burpee's Annual gives reliable information about Burpee-Quality seeds. It fully describes the leading varieties of vegetables and flowers, and contains over ninety color illustrations of Burpee specialties. **Burpee's Annual** will be mailed to you free.

WRITE FOR A COPY TODAY.

If you are a florist, ask for a copy of **Burpee's Blue List,** our florists' catalog.

W. Atlee Burpee Co.,
Seed Growers Philadelphia.

A FIELD OF TRUE TYPE RUBRUM LILIES
Grown Especially for the American Bulb Co.

A few cases of Hardy Lilies planted now will come in very handy, for they will bloom at the time when flowers are scarce. These flowers last longer than any others you can use in a floral piece. They improve the character of the floral design when used with other flowers.

We offer for immediate shipment the following varieties: Rubrum, Album, Magnificum and Auratum. Sizes: 7-9, 8-9, 9-10, 9-11, 10-11 and 11-12.

The quality of our Lily Bulbs cannot be surpassed. We positively assure you that these bulbs have been properly cultivated to produce the best bulbs for florists' forcing. This type of Lily in Japan grows wild, and during the war very few were cultivated for export purposes; so when our Mr. Miller arrived in Japan, and knowing of the scarcity, he immediately purchased fields that had been cultivated

To produce a good Hardy Lily, it is necessary to gather the bulbs in the mountains, where they grow wild, and then cultivate them for a season or two in open land. This method improves the quality and has long been practiced by the Japanese growers. Very few are available this season, so we can expect many uncultivated Lily Bulbs. **In trusting us with your order, you assure yourself of the best cultivated bulbs from the Orient.**

American Bulb Co.

172 North Wabash Ave., Chicago

VAUGHAN'S SEED STORE
CHICAGO NEW YORK

Edw. H. Goldenstein	Thos. D. Long	Geo. H. Mohn	W. S. Puffer	D. H. Stevenson	W. J. Guille	Edw. Boylan	S. J. Redfern

These travelers are now making their midwinter trips.
If you have not received advance card please write us.

For Florists' Supplies, Baskets, Chiffons and St. Valentine Novelties
PITTSBURGH CUT FLOWER CO., 116-118 Seventh St., Pittsburgh, Pa.

son, the great increase in store decorations, more elaborate club and theatre dresses, and a better demand from the general public, combined to make Christmas of 1919 one of the finest ever experienced here.

NOTES.

A Christmas luncheon decoration at the Sunset Club by Rosaia Bros. drew coments from the local press. The table was banked with cotton batting for snow, with holly scattered about, and in the center was a small Christmas tree, dipped in white kalsomine and decorated with cattails, green cones and red and green baby ribbon streamers. This was illuminated. At the drawing room door was a huge tree, docorated with green cones and brightly lighted, which was placed in the center of a holly, cedar and ruscus wreath, 12 feet in diameter. In the hall were two small trees, placed before mirrors, and at either end of the table were tall Italian candlesticks in polychrome treatment.

The most elaborate wedding decoration of the year was handled here last week by Mr. Holmes, of the Hollywood Gardens. In the church, twelve tall, five-branched candlesticks (six to a side) and the usual greens, formed the aisle decorations, while on top of each of these was a stand holding a basket of white chrysanthemums. The altar was a banked mass of Woodwardia ferns and white chrysanthemums, and the bouquets for the bride and bridesmaids were all of colonial pattern. The home decorations were just as noteworthy.

A shop which shows clearly how system can be used by the retail florist, is that of the Woodlawn Flower Shop. Not only is a full basement under the store in use, but mezzanine floors for packing are found in the rear of the store. A novel carrying system between the basement and this floor is installed so in reality three floors can be used at once in getting out orders. Harry A. Crouch reports a Christmas business far in excess of that for 1918.

Santa Claus put in an early appearance this year at the home of Dr. and Mrs. Walter A. Moore, leaving behind a charming baby daughter. Dr. Moore states that with another stockholder to support, the sales of the Hollywood Gardens will have to show a further gain. This concern is getting the heaviest cut of roses from its own range of any local dealer, but still had to draw on outside growers.

Two faces familiar to local florists are again to be seen. Gus Burkman and William Hawkins being attached to the sales force of Rosaia Bros. Mr. Burkman was formerly with this house, but has been connected with the Butte Floral Company, of Butte, Mont., lately, while Bill Hawkins has been in California since he closed his own establishment, the Pacific Greenhouse Company, at Ravenna.

The Pathe News Weekly, shown at a local theatre last week, carried several hundred feet of film showing the greenhouses of the Thomas Floral Company. George F. Rosaia was seen beside some of the large pot cyclamens, which have made him famous, and showed not the slightest trace of camera shyness.

"Keeney's Home of Flowers" opened the day before Christmas on Pine street, between Second and Third avenues, although it will be several weeks before all of the decorations are completed. Joseph Goldberry, formerly with Rosaia Bros., is manager here and reports a splendid holiday trade.

Felix Rosaia reports that the holiday business was notable by the way that buyers were demanding the best quality, regardless of cost. The usual thing this year, was for the customer to say, "I want some of your best——," not "How much will —— cost me?"

Lambert Peterson, one of the best known growers of the Pacific northwest is confined at the Seattle General Hospital with a serious attack of pneumonia. His many friends here are wishing him quick recovery.

H. M.

LINDLEY PAPER BOXES

Write us for prices or see list of sizes and prices in The American Florist issues of December 6th and 13th. Prices advance soon. Do not delay in placing orders.

LINDLEY FLOWER BOX CO., - Marion, Indiana

Mentiom the American Florist when writing

The Meyer Green Smilax Thread

is $2.00 per lb. and the SILKALINE is $2.25 per lb., net 30 days. We allow a discount in case lots of 500 lbs. and upwards. We also manufacture all kinds of twists and can put up the silk in any color you might desire, such as violet, pink, red, green, etc. We guarantee 16 oz. of actual thread to the lb. Be sure that you get the Meyer threads as this thread is for the florists who desire honest dealings and good goods.

Manufactured by the

JOHN C. MEYER FLORIST THREAD WORKS
LOWELL, MASS.

Pittsburgh, Pa.

MARKET SUFFERS FROM SEVERE SHORTAGE.

At present this market is experiencing one of the worst shortages of stock it has known for some time. The demand is largely for cheap and medium-priced stock, with not nearly enough to go round. American Beauties and long-stemmed roses are in fair supply, and clean up daily at high prices, owing to the shortage of everything else. To make matters worse, this city has been in the grip of zero weather for several days and many shipments have arrived frozen. Carnations are on the short

The holiday demand has undoubtedly depleted your supply of Prepared Foliages and Artificial Flowers.

Now Is the Time to Stock Up for 1920

Magnolia Leaves--Cycas--Evergreens

SPECIAL PRICES ON ARTIFICIAL FLOWERS

	Per 100		Per 100
WAXED ROSES, white, pink, yellow.....	**$2.50**	**Waxed Dahlias,** lavender, pink, white.....	**$4.00**
WAXED CARNATIONS, white or pink..	**2.00**	**Waxed Orchids**	**5.00**
Waxed 'Mums, lavender, pink, white, yellow	**4.00**	**Waxed Sweet Peas**.....	**$10.50** per 1000

THE OVE GNATT CO., Inc.

Preservers of Natural Foliage. **La Porte, Ind.**

Manufacturers and Importers of Baskets, Florists' Supplies and Decorators' Novelties.

side, but what few do arrive are of fine quality. Callas are more plentiful, but not strong enough to make them a factor. Paper White narcissus are arriving in large quantities, but sell on sight, while sweet peas, baby primroses, calendulas and mignonette are only seen in limited amounts. Violets are of fine quality, with just about enough to supply the demand. The quantity of orchids and lily of the valley is small, with a light sale. A summary of the New Year's business shows a larger increase than anyone counted on. Stock sold on sight and brought prices that would have been considered high for Christmas several years ago. When the wholesale houses closed on New Year's eve, they did not have a flower in their boxes and have had none to put there since.

NOTES.

On Monday evening December 29, the McCallum Company held its first annual banquet and convention of salesmen at the Seventh Avenue hotel. Covers were laid for 75, and it was a success in every sense of the word. One of the features was in having each of the salesmen tell about the hardest sale he ever made. The territory covered by the men employed by the McCallum Company takes in all of the United States, Canada and the West Indies. After the dinner, all hands repaired to the garden dancing parlors, on the north side, where dancing was indulged in till midnight. Everybody pronounced it a great success and it has been voted to make it an annual occurrence.

Joseph Thomas, the well-known grower, of Greensburg, Pa., had the largest business in his history for Christmas. Where possible, Mr. Thomas made his deliveries by auto. As an illustration, he had an order for 500 assorted plants to be delivered in Wheeling, W. Va. It was during the zero weather, just before Christmas, yet every plant was delivered to the retailers in Wheeling by auto, in first-class condition.

The business outlook is brighter for this district than it has been for some time. There are no strikes in progress, labor is at a premium, and all things point to the most successful and largest season in all lines that this section has ever known.

M.

RUSH
PERISHABLE

Keep from Heat and Frost

H. A. COOK, Florist
Oberlin Flower Store
63 S. Main St. Phone 359
OBERLIN, OHIO

To _____

_____

_____

No. 110 R. B. GUMMED LABEL.

500.....**$1.50** **1000**.....**$2.75** **3000**.....**$7.25**

Choice of Red, Blue or Green Ink.

The John Henry Co., Lansing, Mich.

PUSSY WILLOWS

FOR FORCING.
The Big Pink Kind. Good Quality.
15 to 30 inches..... $4.00 per 1000
2 to 4 feet ..... 7.00 per 1000
Cash with order. Packing free
MINNEAPOLIS NURSERY,
4117 So. Aldrich Ave., MINNEAPOLIS, MINN.

We Are Rose Growers

And are now cutting roses from 245,000 rose plants all in one big range of glass. Our growers are the highest paid of any rose ranges in the West and they produce the best and most even run of roses in this market. Remember all our stock is grown, handled and sold only by ourselves. Compare our prices, quality and length of stems and freshness of stock with what you may buy from others, and then see the advantage of buying direct of a large grower.

CURRENT PRICE LIST

RUSSELLS AND COLUMBIA

Fancy long, per 100	$25.00 to $30.00
Medium, per 100	15.00 to 20.00
Short, per 100	10.00 to 12.00

HOOSIER, OPHELIA, SUNBURST AND WHITE KILLARNEY

Long, per 100	$20.00
Medium, per 100	$12.00 to 15.00
Good short, per 100	8.00 to 10.00

CARNATIONS, Assorted, per 100	$10.00 to $12.00
NEW FANCY FERNS, per 1,000	4.00
Galax, bronze, new, per 1000	1.50

Adiantum per 100	$1.50 to $2.00
Asp. Sprays per 100	3.00 to 4.00
Sprengerii per 100	2.00 to 3.00

All seasonable flowers not grown by us will be procured for our customers. A trial order solicited.

In buying direct of the grower you are assured of fresh stock at all times and the most even run of quality possible.

BASSETT & WASHBURN

LONG DISTANCE PHONE: CENTRAL 1457

Greenhouses: Hinsdale, Ill., and Greggs Station, Ill.

OFFICE AND STORE

178 N. Wabash Ave., CHICAGO, ILL.

NOTICE:—We close at 5 o'clock week days. Closed all day Sundays.

Chicago.

STOCK IS STILL SCARCE.

Stock of all kind is still scarce at this writing and is cleaning up completely every day in practically every item at high prices. American Beauty roses are good property and move fast. Mrs. Chas. Russell, Columbia and Premier are in strong demand, which holds true for roses in general. Some particularly fine Sunburst are noticed at the wholesale houses and command high figures. Carnations are in short supply and are cleaning up fast at prices ranging from $10 to $12 per 100 in the fancy grades and in some instances more. Sweet peas are bringing $3 to $4 per 100 and extra select $5 per 100. Violets are having a good call but are on the short side. Lily of the valley is not bringing as high prices as it did formerly and choice stock is obtainable at figures around the $12 per 100 mark. Gardenias are sold as fast as they arrive and the demand for orchids continues to be as brisk as ever. Stevia is having a good call. Calendulas, white and yellow narcissi, daisies and callas are included in the offerings together with a few poinsettias which came in too late for Christmas. The first jonquils arrived this week and are bringing high market prices. Green goods are in strong demand, owing to the scarcity of cut flowers, with boxwood and galax having an extra heavy call. The New Year demand was very brisk with a heavy out-of-town call for stock and while the local trade was reported brisk by some of the retailers, others claim it was not as good as last year. The market has never been cleaned up so completely nor were prices so high all through December and the early part of January as this year. The usual after-holiday glut has failed to make its appearance so far, and according to some of the growers, stock will be in short supply for several weeks to come.

1881 to 1920

YOUR

PROTECTION

Kennicott Bros. Co.
CHICAGO
Wholesale Cut Flowers

The Chicago Flower Growers Association

WHOLESALE GROWERS of CUT FLOWERS and PLANTS

182 North Wabash Avenue L. D. Phone, Randolph 631 CHICAGO

ORCHIDS

We have more Cattleyas to offer than any other house in this market.

EXTRA FANCY, $1.50 to $2.00 each.

Large Supply of Roses

Premier--Russell--Columbia--Milady--Etc.

Carnations-Violets-Valley--Peas
Daisies -- Snapdragons -- Stevia
Narcissus--Calendulas--Greens

PETER REINBERG

Wholesale Florist

30 East Randolph St., LONG DISTANCE PHONES CENTRAL 601 and 2846 CHICAGO

GOOD SUPPLY

ROSES--CARNATIONS

Everything Else Listed

Buy Direct from the Grower. CURRENT PRICE LIST Subject to Change Without Notice.

	Per 100
MRS. CHAS. RUSSELL	
Extra Special	$40.00 to $50.00
Specials	30.00 to 35.00
Select	25.00
Medium	15.00 to 20.00
Short	12.00 to 15.00
COLUMBIA	
Specials	30.00 to 35.00
Select	25.00
Medium	15.00 to 20.00
Short	12.00
MILADY	
Specials	25.00 to 35.00
Select	20.00
Medium	15.00 to 18.00
Short	10.00 to 12.00

		Per 100
Champ Weiland, Killarney, Killarney Brilliant, White Killarney, My Maryland	Specials	$25.00
	Select	$15.00 to 20.00
	Medium	10.00 to 12.00
	Short	8.00

	Per 100
SUNBURST, OPHELIA	
Special	$25.00 to $30.00
Select	20.00
Medium	15.00 to 18.00
Short	10.00 to 12.00
PREMIER	
Specials	$30.00 to $35.00
Select	25.00
Medium	15.00 to 20.00
Short	12.00
ROSES, OUR SELECTION	8.00
Carnations	10.00 to 12.00
Sweet Peas	3.00 to 4.00
Adiantum	2.00
Asparagus, per bunch	50 to 75c
Boxwood	per bunch, 35c
Ferns	per 1,000, $4.00
Galax, bronze and green, per 1,000, $2.00	
Leucothoe Sprays	1.00
Smilax	per doz. strings, $3.00

EXTRA SPECIAL STOCK BILLED ACCORDINGLY

EXCELLENT CROP OF

Roses and Carnations

In All the Leading Varieties.

CURRENT PRICE LIST Subject to Change Without Notice.

RUSSELL and PREMIER.	Per 100
Select	$35.00
Fancy	25.00
Medium	20.00
Short	15.00

COLUMBIA and RICHMOND.	Per 100
Select	$30.00
Fancy	20.00
Medium	15.00
Short	12.00

SUNBURST and OPHELIA, KILLARNEY BRILLIANT	Per 100
Select	$20.00
Fancy	15.00
Medium	12.00
Short	10.00

WHITE and PINK KILLARNEY.	Per 100
Select	$15.00
Fancy	12.00
Medium	10.00
Short	8.00

ROSES, OUR SELECTION.....$8.00

CARNATIONS.	Per 100
Fancy Stock	$10.00 to $12.00

MISCELLANEOUS.	
Calla Lilies, per doz.	$2.50
Ferns, per 1,000	4.00
Smilax, per doz.	3.00
Galax, per 1,000	2.00
Sprengeri, bunch	.50

Other Greens at Market Prices.

WIETOR BROS.

30 East Randolph St., L. D. Phone Randolph 2081 CHICAGO

CARNATION CONVENTION COMMITTEES.

The following local committees have been appointed for the meetings of the American Carnation Society and the Illinois State Florists' Association, to be held at the Hotel LaSalle, January 21-22:

Reception Committee—T. E. Waters, chairman; Mrs. C. L. Washburn, chairman, ladies' reception committee.

Wholesalers' Committee — August Poehlmann, chairman; C. L. Washburn, Paul Klingsporn, John Michelson, Allie Zech.

Retailers' Committee — A. Lange, chairman; W. J. Smythe, Andrew Chronis, E. Wienhoeber, H. N. Bruns.

Allied Trades' Committee—Philip Foley, chairman; E. Kurowski, Charles Kroeschell, W. C. Wright, Phil McKee.

Seedsmen's Committee—J. C. Vaughan, chairman; Ralph B. Howe, A. Henderson, A. Miller.

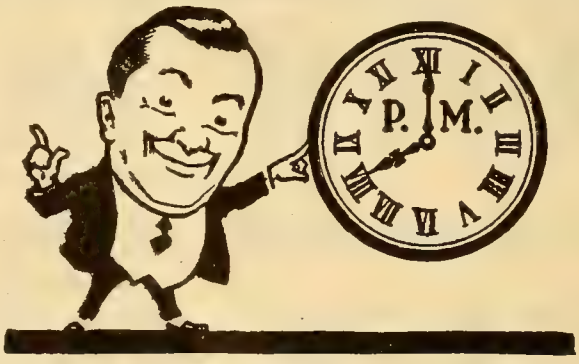
Growers' Committee—Joseph Kohout, chairman; Otto Amling, Paul Weiss, Emil Buettner, Sam Pierce.

Press Committee—Michael Barker, H. B. Howard, James Morton, Mrs. Hancock.

Ladies Reception Committee—Mrs. C. L. Washburn, chairman; Miss Frauenfelder, Mrs. A. J. Zech, Miss Keenan, Mrs. Geo. Asmus, Mrs. W. N. Rudd, Mrs. August Poehlmann, Miss Marie Groth, Miss Barbara Ott, Mrs. C. W. Johnson, Miss L. A. Tonner, Miss M. C. Gunterberg, Mrs. T. E. Waters, Mrs. Philip Foley, Mrs. Adolph Poehlmann, Miss Nettie Parker.

NOTES.

E. C. Amling has bought 33 acres of ground on Santa Monica boulevard, in Sawtelle, right across the city limits of Santa Monica, Calif. The present plan is to build a range of rose houses, covering about five acres and 10 acres



Now is the Time

To Buy and Use

BOXWOOD

When Cut Flowers are scarce.

Choice Dwarf Baby Boxwood.....25c per lb.

GALAX

$10.00.....per case of 10,000

All Other Greens. All Cut Flowers.

A. T. PYFER & COMPANY

164 North Wabash Ave., CHICAGO, ILL.

L. D. Phone, Central 3373.

Good Supply of Roses

Russell-Premier-Columbia-Sunburst
Ward-Ophelia-Richmond-Milady, Etc.

FANCY CARNATIONS

are in better supply with us now so order what you need from us.

Violets, Daisies, Sweet Peas, Stevia, Calendulas, Paper White Narcissus, Yellow Narcissus, Snapdragons, Jonquils, Other Flowers and Greens.

A. L. VAUGHAN & Co.
NOT INC.
PHONES:
CENTRAL 2571-AUTOMATIC 48-734-CENTRAL 2572.
161 North Wabash Ave. Chicago

Mention the American Florist when writing

Furnish your customers with the best Cut Flowers at all times — Get them from us.

JOSEPH FOERSTER CO.
WHOLESALE FLORISTS
160 N. Wabash Avenue, CHICAGO, ILL.

Mention the American Florist when writing

of lath houses for growing greens. Work will be started immediately and pushed as fast as material and help can be secured. Mr. Amling has also incorporated the E. C. Amling Co. of Los Angeles, a $50,000 corporation to wholesale or retail cut flowers, plants, seeds, bulbs, supplies, etc. This move was decided upon last spring.

Percy Jones
INC.
Wholesale Florists
30 E. Randolph St., CHICAGO, ILL.

Tonner
Wholesale Florists
Dealers in Supplies Chicago Ill.
30 East Randolph Street.
L. D. Phone: Central 62 4.

Make Our Store Your HEADQUARTERS

During the week of the Annual Convention and Exhibition of the American Carnation Society and the Illinois State Florists' Association or at any other time that you may be in the city. Have your mail sent in our care, arrange to meet your friends here, etc.

ZECH & MANN

30 E. Randolph St.

CHICAGO

Long Distance Phones { Central 3283 / Central 3284

Our Offerings Include:

ROSES.

COLUMBIA

RUSSELL

White Killarney

Pink Killarney

Milady Sunburst

Killarney Brilliant

Ward Ophelia

Premier

MINIATURE ROSES

Cecile Brunner

CARNATIONS

MISCELLANEOUS

Valley Cattleyas

Stevia Jonquils

Paper Whites Violets

Sweet Peas

GREENS.

Plumosus Sprengeri

Galax, bronze. Galax, green

Ferns

Adiantum Smilax

Boxwood

The American Carnation Society and the Illinois State Florists' Association will hold their annual conventions and exhibitions at the Hotel La Salle, January 21-22, and Joseph Kohout, president of the Commercial Flower Growers' Association, is urging every grower in this vicinity to make a display. The public will be invited to attend the exhibition, so it is up to every grower to send as much stock as possible so there will be something to show the visitors. The growers in this vicinity ought to exhibit, inasmuch as they are right on the ground and everyone should make it his business to have at least a couple of vases on display.

The Grossberg-Tyler-Finnermann Co. has increased its capital stock to $22,000 and has taken over the business of the Embee Artificial Flower Co., located in the same building. The Grossberg-Tyler-Finnermann Co. will manufacture artificial flowers and will continue business at both of their stores until larger and more suitable quarters can be obtained. Morris Grossberg left January 5 on an extended business trip.

Matters of greatest importance to the growers, wholesalers and retailers of this city and vicinity will be discussed at a meeting to be held at the Hotel Randolph, Monday, January 12, at 7:30 p. m., and every florist engaged in these lines commercially should be present to take care of his own special interests. Existing conditions call for immediate and decisive action.

The St. Valentine's day sticker is a fine one this year, and is causing much favorable comment among those in the trade. Every retail florist should use them, and can obtain a supply from any one of the wholesale houses. The profit made in sales of this sticker, above expense of handling, will revert to the national publicity fund.

Stewart Spalding, manager of the Coliseum, died in New York last month, age 65 years. Mr. Spalding was always generous and courteous to the managers of the Coliseum flower shows in the years that are gone, and his passing will be greatly regretted by all who knew him. He was a native of Vermont.

The Central Floral Co. did a splendid New Year's business, with the demand exceptionally heavy for corsages, which cost Louis Duris a new pair of shoes. He told Walter Walters if he sold 100 corsages for $10 each, he would buy him the best pair in the city. Mr. Walters won easily.

Bassett & Washburn's sales for New Year's were much ahead of last year, owing to the fact that they were in heavy crop with roses. Mr. Washburn says that the shipping demand is holding up remarkably well.

The A. L. Randall Co. treated all its traveling men to a dinner at the Winter Garden, which proved to be one of the most enjoyable affairs ever held. There was plenty of entertainment besides a splendid feast.

Poehlmann Bros. Co. reports a brisk New Year's trade, with a clean-up in all lines of cut flowers. The demand is continuing strong at this establishment and there is never any surplus to speak of.

Civil service examinations for city park and nursery men will be held January 5-12. Application blanks may be had from the civil service commission, room 619, city hall.

President Peter Reinberg, of the forest preserve, has added the names of J. C. Vaughan and Wm. A. Peterson to his list of co-workers in developing the plans of the preserve.

Wietor Bros.' sales for January 1 were $23 greater than those of December 25. Some particularly fine Premier and Sunburst are included in the rose shipments.

A. L. Vaughan, of A. L. Vaughan & Co., is more than pleased with business, especially from out-of-town points, which demand continues to be exceedingly brisk.

P. L. McKee has recently purchased nearly all the outstanding stock of the American Greenhouse Manufacturing Co., which makes him practically sole owner.

Miss Anna Brice, of Vaughan's Seed Store, who has been on the sick list many weeks, is progressing favorably, and expects to return to work soon.

Zech & Mann are now offering a good supply of jonquils, in addition to a complete line of other seasonable stock.

Phil Schupp says that the New Year's demand, like Christmas, was the best J. A. Budlong Co. ever experienced.

The Joseph Foerster Co. is having a heavy call for fancy sweet peas, which they are handling in quantity.

H. Van Gelder, president of Percy Jones, Inc., was on the sick list for a few days this week.

The Chicago Flower Growers' Association reports a steady demand for orchids, especially cattleyas.

The many traveling men who spent the holidays at home have resumed the trails of commerce.

Visitors: Morris Le Vine, with Lion & Co., New York; L. C. Hecock, Elyria, O.; Ruby M. Elam, manager of the Galloway Flower Shop, Waterloo, Ia.; A. Glaser, Dubuque, Ia.

Peoria, Ill.

Local florists are unanimous in saying that the holiday trade of 1919 has never been equalled. The sales averaged about 20 per cent greater than last year. Owing to the great shortage of cut flowers, plants were in strong demand and few of the stores had any left over for New Year's. In cut stock, roses took the lead. Very few carnations were to be seen. Some of the shops displayed narcissi and a few had some late chrysanthemums. Very fine cyclamens and poinsettias were also seen. The absence of holly was quite noticeable. J.

SHEBOYGAN, WIS.—James Matthewson, Jr., was operated upon January 6, and came through the ordeal safely.

BEST QUALITY TO BE HAD IN

Roses and Carnations

Columbia, Russell, Premier, Milady, Ophelia, Ward,
Weiland, Brilliant, Double White and Pink Killarney,
Sunburst, Hearst, Nesbit, Brunner and Richmond

NONE BETTER ON THE CHICAGO MARKET

All colors==CARNATIONS==Good quality

We are now in heavy crop with Carnations; hence we can take good care of you on this item as well as Roses.

Choice stock of Valley, Sweet Peas, Yellow Narcissus, White Narcissus, Calendulas, Violets, Stevia, Daisies, Mignonette, Pansies and all other Seasonable Stock.

Don't Forget Us on GREENS, as We Have Mexican Ivy, Sprengeri, Ferns, Adiantum, Etc.

If you want good stock and good treatment, buy of

Chicago's most up-to-date and best located Wholesale Cut Flower House.

You can increase your profits and business by sending all orders direct to

J. A. Budlong Co.

Quality Speaks Louder Than Prices.

Wholesale Cut Flowers and Greens

184-186 North Wabash Ave., Corner Lake St., CHICAGO

Roses, Valley and Carnations Our Specialty

Prices As Low As Others.

SHIPPING ORDERS GIVEN CAREFUL ATTENTION.

We are in daily touch with market conditions, and when a decline takes place you can rely upon orders sent us receiving such benefits.

WE ARE CLOSED ALL DAY SUNDAY.

Cincinnati.

SHORTENED SUPPLY FOLLOWS HOLIDAYS.

Now that cold weather has arrived, we can all be thankful that we were spared the excessive wrapping of plants and cut flowers for the holidays. While Christmas weather was mild, New Year's day the mercury began to go down fast, and some cases of frozen plants were reported, but nothing of a serious nature. The great demand for stock of all kinds at Christmas time caused an unusual shortage the following week, since all growers were cutting everything in sight, with the result that some stock was cut too green to open or to be of much use. At the present time, it is next to impossible to obtain enough short and medium grade flowers to supply the demand. With New Year's activities over, and the young folks returning to their studies, the big demand will shorten up for a while and stock and prices may get a chance to become normal again. January is noted, however, for its short, cloudy days, and we really cannot expect much lowering of prices until February. The unusually high prices of Christmas have prevailed the past week, and from present appearances, there is little change forecast for the week. Carnations are scarce and bring record prices. This market is lacking in good carnation stock, but we hope the shortage will soon right itself through outside shipments. Orchids are practically a negative quality, since our source of supply has been cut off through a bad boiler leak, and the ruination of a house of cattleyas. The public here has been educated to recognize the fact that lily of the valley is not a necessity, and in consequence, we do not have much call for it. There is a limit to price setting. Poinsettias, in cut blooms, were a good article for profit this year. In the past, every florist used to be stocked with cut poinsettias before Christmas and also after that day. The unusual demand was caused by the high price of roses and the carnation shortage. The better grade sold at $12 per dozen, and found ready buyers. Paper Whites are on the short side at present, but will soon be equal to demand. Yellow narcissus is a wonderful flower, but the perfume is nauseating to a degree. Were it not for this fault, it would outsell Paper Whites, even though higher priced. Pussy willows were in big demand, as were also colored cattails and teasles. In corsage work, the best seller was, perhaps, an arrangement consisting of three partly open Columbia roses, surrounded by Sweetheart, and the small foliage Mexican ivy. In basket work, a popular seller was an arrangement of calendulas, yellow narcissus, Ward roses, baby primroses and stevia. The growers and commission men are reaping a harvest, but could do more if they were in full crop at this time.

NOTES.

The funeral of a prominent newspaper man was the occasion for a great many designs, one florist getting an order for a wreath made of orchids, violets and Premier roses from New York through the Florists' Telegraph Delivery, which was one of the most elaborate and artistic ever made in this city.

Eck Bros., Vine street, have just passed through the most successful holidays of their business career. This up-to-date firm caters to the general public, and nothing is left undone in the way of system and strict attention to business in carrying out the wishes of their many patrons.

J. A. Peterson, of Westwood, has about decided upon the name for his new begonia, and will soon give it for publication. K.

E. F. WINTERSON CO. 166 N. Wabash Ave. Chicago
L. D. Phone, Central 6004
Established 1892

Daily Shipments of the finest stock in Roses, Carnations and Violets. Headquarters for Wild Smilax, Fancy Ferns, Adiantum and all Green Goods. Don't forget, our Supply Department is complete—Ribbons, Chiffons, Boxes, Crepe Paper and Wire Designs.

ERNE & COMPANY
—WHOLESALE FLORISTS—
30 E. Randolph Street, L. D. Phone, Randolph 6578. CHICAGO, ILL.

Nashville, Tenn.

HEAVY DEMAND AND SHORT SUPPLY.

The week following the holidays was characterized by an unusually strong demand for flowers and a distressing shortness of supply of blooms of all kinds. Social activity seemed to take on new life and a number of debutantes were introduced to society at parties with decorations calling for roses in no small quantity. There was also a greatly increased demand for corsages at prices varying from $2.50 to $15 each. Roses have been scarce in this market and carnations are almost negligible. There are some cut narcissi and a few of the smaller flowers such as stevia. Funeral work holds its own. Prices continue to hold firm and with the present scarcity, are not likely to become much lower. Roses are bringing from $4 to $12, and in some cases, $15 per dozen. There are still good plants in the market. Cyclamens are now coming in profusely and solanums and Lorraine begonias are to be had. A small pot of narcissi with from five to six bulbs bring $1.50. The southern smilax sells well and is much used at present in the decorations.

NOTES.

The Joy Floral Company had a superb supply of both cut flowers and plants and did a wonderful business. For choice Columbia roses, they got as high as $15.00 per dozen. They virtually sold out of everything. Their Chattanooga house went way over last year in the bulk of their sales, selling every plant that was shipped to them, with a large demand for more, which they were unable to supply. There was an enormous sale of prepared wreaths and the sale on vases, baskets and Christmas novelties was very fine.

Geny Bros. could not be excelled in the quality of their Columbias, fine blossoms, long stems and rich foliage. They easily brought top notch prices. Of a very large supply of poinsettia plants, they had an absolute clean up, while their pot narcissi, both white and yellow, sold in the greatest profusion. They had very few carnations, but plenty of roses. In plants they also had primulas and cyclamens, as well as nice solanums.

At the annual meeting of the state florists' association, which will be held in Knoxville, probably the first week in February, the leading florists of this city will be represented and make displays. Thomas H. Joy, of the Joy Floral Co., Leon Geny, of Geny Bros., and Will McIntyre, of the McIntyre Floral Co., have signified their intention of being present.

Mount Olivet Cemetery advertised their stock, and as they have a good call always right there in the greenhouses, did a fine business. Their plants consisted largely of Paper White narcissi, of which they had many, and the prepared wreaths and dried flowers.

The McIntyre Floral Company had fine Columbia, Ophelia and Russell roses, with not a small supply of carnations. They had a wonderful trade, but could have sold more had they had it, but are well pleased with their holiday business.

L. H. Haury & Sons had a very good stock of cut flowers and plants, with many poinsettias and solanums. They had a good clean up on all kinds of stocks.

M. C. D.

Ferns--Galax--Leucothoe

DIRECT FROM THE WOODS TO THE DEALER
New Crop Ready for Immediate Shipment.

	1,000	Per case of 10,000
Green Galax, 3 to 3½-in.	$1.25	$ 7.50
Green Galax, 3½ to 5 in.	1.50	8.50
Bronze Galax, 3 to 3½-in.	1.25	7.50
Bronze Galax, 3½ to 5-in.	1.50	8.50
	1,000	Per case of 5,000
Fancy Ferns, 12-in. and up	$2.00	$ 7.50
Dagger Ferns, 12-in. and up	2.00	7.50
Long Green Leucothoe	4.00	
Medium Green Leucothoe	3.00	
Short Green Leucothoe	1.50	

Above prices on galax apply to lots of 10 cases and up. Remember that we are the RETAILERS' friend, and solicit the RETAILERS' business.
Member of the BLUE RIDGE DECORATIVE EVERGREEN ASSOCIATION.
Wire us at Elk Park, N. C. Terms, Cash with order.

ELK GALAX & FERN CO., Banners Elk, N. C.

EVERGREENS The following are my wholesale prices, f. o. b. shipping point:

Galax Leaves, less than case lots	$1.25 per 1000	Leucothoe Sprays, 14 to 18 inches	$2.50 per 1000
Galax Leaves, large size case of 10,000	9.00 per case	Leucothoe Sprays, 18 inches and up	3.50 per 1000
Galax Leaves, in 10 case lots	8.00 per case	Green Sheet Moss	1.50 per bag
Fancy and Dagger Ferns	1.00 per 1000	Mountain Laurel, branches 12 to 20 in.	2.50 per 1000
Leucothoe Sprays, 10 to 14 inches	1.25 per 1000	Hemlock Branches, 12 to 36 in.	3.50 per 1000

M. F. MILLER - - - - - - - - Erwin, Tenn.

Baltimore.

HOLIDAY TRADE BREAKS RECORD.

Regardless of a scarcity of stock and higher prices than in previous years, the 1919 holiday trade in this city not only exceeded expectations but broke all records for both wholesalers and retailers, the former doing more business with the usual working force, while the retailers, with a fewer number of orders, were enabled to give them better attention and service. With the prevailing high prices, the grower shared in the same proportion, and many of them had the most satisfactory trade in many years.

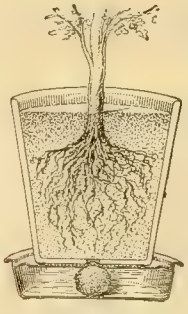
NOTES.

Mayor Broenning has accepted an invitation to be present at the next meeting of the florists' club, January 12, on which occasion, Charles H. Grakelow, of Philadelphia, will also be a guest. The ladies, too, have been invited, and refreshments will be served.

Robert Halliday, of the H. F. Michell Co., Philadelphia, Pa., sent out some very handsome engraved Christmas cards with compliments of the firm, with his own card, as local representative, attached.

R. G., JR.

Sell More Potted Plants



You can easily double your plant trade by showing your customers how easy it is to grow potted plants with a

Little Wonder Plant Irrigator

They keep your plants watered just right. Wholesale price, $20.00 per 100.

If your supply house does not carry them send us their name with your order.

Sample by mail, 35c

The Wonder Plant Irrigator Co.
2918 N. Clark St., CHICAGO

Mention the American Florist when writing

GOLDFISH 1,500,000 (Fancy and Plain)

Ready for market at rock-bottom prices.
Ship anywhere in U. S. or Canada.
Write for our illustrated catalogue.

Oriental Goldfish & Supply Co.
3757 to 3761 Cottage Grove Ave., Chicago, Ill

Mention the American Florist when writing

John Kruchten Co.

30 East Randolph Street, WHOLESALE FLORISTS L. D. Phone Central 8016-8017. CHICAGO, ILL.

Mention the American Florist when writing

E. C. AMLING CO.

The Largest, Best Equipped, Most Centrally Located

WHOLESALE

CUT FLOWER HOUSE

IN CHICAGO

169-75 N. Wabash Ave., CHICAGO

L. D. Phones

CENTRAL 1977 and 1978

Mention the American Florist when writing

MILLER & MUSSER

Wholesale Florists

211 North State Street CHICAGO

Mention the American Florist when writing

A. L. Randall Co.,

Wabash Ave., and Lake St. CHICAGO, ILL.

Wholesale Cut Flowers, Florists' Supplies.

Mention the American Florist when writing

WEILAND-RISCH CO.

FLOWER GROWERS

TELEPHONE CENTRAL 879 154 N. WABASH AVE. CHICAGO ILLINOIS

Mention the American Florist when writing

George Reinberg

WHOLESALE FLORIST

Extra fancy Ophelia, Sunburst, Columbia, Russell, Milady, White Killarney and Killarney Brilliant Roses. All orders given prompt attention. Try us.

162 N. Wabash Av., CHICAGO

Mention the American Florist when writing

Wire Hanging Baskets

Price List, 1919. Plain Wire Hanging Baskets.

10-inch	$1.75	14-inch	$3.00
12-inch	2.25	16-inch	4.50

SHEET MOSS in bags, per bag, $2.00

Our Sheet Moss is the best value for the money in the market.

Michigan Cut Flower Exchange, 264-266 Randolph St., DETROIT, MICH.

Mention the American Florist when writing

Wholesale Flower Markets

Chicago.

CURRENT PRICE LIST.

		Dozen
Roses, Beauty		$4.00@$12.00
		Per 100
"	Mrs. Chas. Russell	10.00@ 50.00
"	Columbia	10.00@ 50.00
"	Premier	10.00@ 50.00
"	Hoosier Beauty	8.00@ 40.00
"	Killarney Brilliant	8.00@ 35.00
"	Killarney	8.00@ 25.00
"	White Killarney	8.00@ 25.00
"	Richmond	10.00@ 35.00
"	My Maryland	8.00@ 35.00
"	Mrs. Geo. Shawyer	8.00@ 35.00
"	Milady	8.00@ 35.00
"	Sunburst	8.00@ 35.00
"	Mrs. Aaron Ward	8.00@ 25.00
"	Ophelia	8.00@ 35.00
"	Double W. Killarney	8.00@ 25.00
"	Champ Weiland	8.00@ 25.00
"	Stanley	8.00@ 35.00
"	Bayard Thayer	10.00@ 50.00
"	Cecile Brunner	4.00@ 8.00
"	George Elgar	4.00@ 8.00
"	Baby Doll	4.00@ 8.00
"	Nesbit	4.00@ 8.00
"	Our selection	8.00@ 10.00
Carnations		10.00@ 15.00
Cattleyas	per doz	18.00@ 24.00
Cypripedium	per doz.	4.00@ 6.00
Migonette		6.00@ 8.00
Yellow Narcissus		8.00@ 10.00
Snapdragons	per doz.	1.00
Daisies		2.00
Valley		12.00@ 15.00
Calendulas		4.00@ 6.00
Gardenias	per doz.	6.00@ 9.00
Jonquils		10.00@ 12.00
Paper Whites	per 100	6.00@ 8.00
Callas		25.00@ 35.00
Sweet Peas	per 100	3.00@ 4.00
Violets		3.00@ 4.00
Ferns	per 1,000	4.00
Galax	per 1,000	1.50@ 2.00
Leucothoe		1.00@ 1.25
Mexican Ivy	per 1,000	5.00@ 6.00
Plumosus Strings	each	.60@ .75
Smilax	per doz.	2.50@ 3.00
Sprengeri, Plumosus, Sprays		3.00
Boxwood, 35c per lb., per case		9.00

ZECH & MANN

WHOLESALE FLORISTS

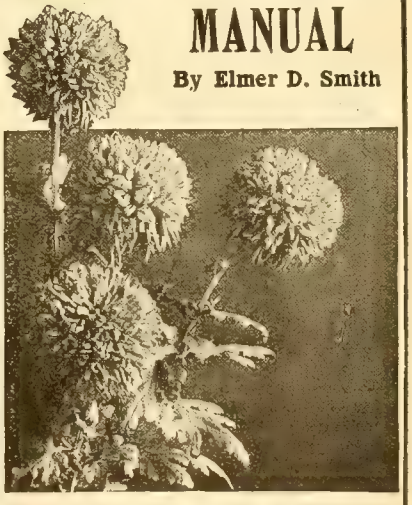
30 E. Randolph St., CHICAGO

Telephone Central 3284

Mention the American Florist when writing

THE CHRYSANTHEMUM MANUAL

By Elmer D. Smith



FOURTH EDITION

Price 60 Cents. Cash with Order.

American Florist Co.

440 S. Dearborn St., Chicago

SPECIAL

Assortment of 50 Tumbler Baskets $22.50

RAEDLEIN BASKET CO.

713 Milwaukee Ave. CHICAGO, ILL.

REFRIGERATORS

COMPLETE FIXTURES

CENTRAL REFRIGERATOR & EQUIPMENT CO.

Estimates Submitted.

155 No. Clark Street, CHICAGO

Rooted Carnation Cuttings

C. W. Ward, Matchless, Alice, Washburn, Beacon, Theo, White Enchantress, $50.00 per 1000. White Perfection, $40.00 per 1000.

now can be filled in January. We guarantee all cuttings to be in the best condition at the time of shipment.

THE LEO NIESSEN CO., 1201 Race St., Philadelphia, Pa.

Philadelphia.

DULL PERIOD FOLLOWS HOLIDAYS.

As is usual at this period, flowers have been scarce the past week. Dull and cloudy with snow was the rule, with a touch of almost zero weather, January 3, which reduced the shipments of all kinds of stock to the lowest point of the season. While the demand has been light, the supply has not been sufficient to go around, and only steady buyers met with any success. While prices are not up to the Christmas mark, they are not far from it, as carnations sold at from 10 to 15 cents. It sems to be the general opinion that this crop is 50 per cent below last year's production. Roses are grabbed up quickly, being portioned out in small lots immediately on arrival. Columbia shows quite a lot of imperfect flowers. Ophelia and Ward are very popular, while there are no good American Beauties less than $1.00. Lilac takes the place of lily of the valley, and a continuous supply can be depended on from now until the end of the season. Sweet peas are a disappointment. With more planted than ever before, the supply is not much over half of that of last year. Reports of buds dropping is general, caused by the dark, gloomy weather. A big crop is looked for when sunny days come again. Cattleyas are more plentiful; some fair flowers may be bought as low as $1.00. Stevia, which was so plentiful at Christmas that it sold three bunches for $1.00, is now scarce at 50 cents a bunch and poor at that. There are plenty of Paper White and the yellow narcissi that are held firmly at $6 to $10, if anything, higher than at the holidays. Single violets are $2.00 per hundred. In discussing the situation, one of the large wholesalers said there was nothing to be worried about; flowers were always scarce the first two weeks in January, smaller growers having to an extent closed up their places, and the bad growing season of last summer had considerably shortened the stock of carnation plants, so the shortage in this staple was to be expected. The Killarneys, which for years were the quantity rose of midwinter, have had to give way to newer varieties, which are not nearly so productive at this season. Within the next two weeks, he fully expected an increasing supply all along the line, when the situation would again become normal.

January 5.—Shipments from the growers were very light this morning and there was a scurrying for stock all along the line, a number of the stores having orders for baskets of flowers for the installation of the mayor, the members of the new city council and other officials.

NOTES.

The January meeting of the florists' club was intensely interesting and was largely attended by greenhouse men. Burning low grade oil and culm was described by three well informed speakers. Henry Thomas, of the Sun Oil Co., stated that when shipping facilities were improved there would be oil for everybody. He also proved that it was more efficient than coal as fuel. J. C. Harley exhibited portions of a burner and showed its ease of operation and simplicity. John Klinger explained the water grate which made possible the burning of culm and other low grade coal at a saving of 40 per cent. The speakers were all heartily applauded at the close of their remarks.

In speaking of the variation of market prices, a good judge, with long experience, said: "A thing is worth what it will bring, no more, no less. This is irrespective of what it costs to produce. If it can be placed on the market for 5 cents, and will sell for 25 cents, that is what is is worth. An article that costs 25 cents to produce, but will only bring five cents proves that is all it is worth. Conditions are controlled in a degree by judgment and salesmanship, but in the main the law of supply and demand governs and makes the price, and the growers of flowers should, in planning their crops, work closely to this law so as to get the best results."

H. I. Faust, of Merion, is justly proud of his many improvements of the past summer. The two new houses erected are the last word in economy of space, heating, side ventilation and light, hav-

EDWARD REID

Roses, Carnations, Snapdragon, Violets. All Seasonable Flowers.

This is the exclusive shop, only one block from Express Depots.

1619-1621 Ranstead Street, PHILADELPHIA, PA.

Wholesale Flower Markets

BOSTON, Jan. 7.

	Per 100	
Roses, American Beauty	25.00@	150.00
" Shawyer, Russell	10.00@	30.00
" Killarney	10.00@	30.00
" Milady	12.00@	30.00
" Francis Scott Key,		
" Radiance	12.00@	30.00
" White Killarney	8.00@	30.00
" Killarney Brilliant	16.00@	25.00
" Ward	12.00@	20.00
" Hadley	25.00@	100.00
" Ophelia	15.00@	30.00
" Premier	8.00@	30.00
" Columbia	25.00@	50.00
" Maryland	25.00@	50.00
" Hoosier Beauty	15.00@	35.00
" Stanley	16.00@	25.00
Cattleyas, per doz.	9.00@	18.00
Cypripediums, per doz.	12.00@	36.00
Sweet Peas		4.00
Carnations	12.00@	15.00
Longiflorum Lilies	20.00@	25.00
Pompons, per bu, $0.50@$1.00		
Violets	2.50@	3.00
Marguerites	4.00@	6.00
Calendulas, per doz.	.75@	1.00
Paper White Narcissi		8.00
Bonvardia, per doz.	1.50@	2.50
Callas	16.00@	25.00
Snapdragons, per doz.	2.50@	3.00
Adiantum		1.50
Asparagus Strings, per doz.		9.00
Asparagus bunches, each		.50

BUFFALO, Jan. 7.

	Per 100	
Roses, Beauty, Special	80.00@	100.00
" Fancy	40.00@	50.00
" Extra	25.00@	30.00
" 1st	15.00@	20.00
" Killarney	6.00@	15.00
" My Maryland	8.00@	20.00
" Killarney	8.00@	20.00
" Sunburst	8.00@	20.00
" Ward	8.00@	15.00
" Columbia	15.00@	25.00
" Ophelia	10.00@	25.00
" Russell	12.00@	25.00
" Shawyer	8.00@	20.00
" Bon Silene	4.00@	6.00
Cattleyas	150.00@	200.00
Daisies	1.00@	3.00
Chrysanthemums	8.00@	40.00
Violets	2.00@	2.50
Valley	15.00@	20.00
Calla Lilies	25.00@	35.00
Japan Lilies	8.00@	10.00
Easter Lily	25.00@	35.00
Paper Whites	5.00@	6.00
Carnations	5.00@	10.00
Mignonette	6.00@	10.00
Snapdragons	8.00@	15.00
Sweet Peas	2.00@	3.00
Asparagus Sprengeri	.35@	.50
Ferns, per 1000		3.00
Calendulas	3.50@	5.00
Smilax		25.00
Stevia		2.00

Write For Our Price List On Cut Flowers

H. G. BERNING

1402-4 Pine St., St. Louis, Mo.

BERGER BROS.

Roses, Carnations, Violets, Stevia.

1225 Race St. Philadelphia, Pa.

Pittsburgh Cut Flower Co.

WHOLESALE FLORISTS

116-118 Seventh Street, PITTSBURGH, - PA.

Growers of Quality Flowers.

CINCINNATI, Jan. 7.

	Per 100	
Roses, Premier	10.00@	40.00
" Columbia	10.00@	40.00
" Butterfly	10.00@	35.00
" Golden Rule	10.00@	35.00
" White Killarney	8.00@	10.00
" Pink Killarney	8.00@	20.00
" Sunburst	8.00@	20.00
" Mrs. Aaron Ward	8.00@	20.00
" Ophelia	8.00@	20.00
" Celcile Brunner	4.00@	4.00
" Baby Doll	4.00@	4.00
Carnations	8.00@	12.00
Calendulas	4.00@	5.00
Paper White Narcissus	5.00@	6.00
Sweet Peas	2.00@	3.00
Violets (California)	1.00@	1.50
Ferns, per 1,000	3.00@	3.50
Leucothoe, per 1000		6.00
Galax, per 1000	1.50@	2.00
Mexican Ivy, per 1000		6.00
Smilax, per string	.20@	.25
Plumosus (southern), per bunch	.25@	.35
Stevia	2.00@	3.00

C. C. POLLWORTH CO.

EVERYTHING in the line of **Cut Flowers, Plants and Florists' Supplies.**

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HOLTON & HUNKEL CO.

462 Milwaukee St., Milwaukee, Wis.

Wholesalers and Growers of **Choice Cut Flowers and Greens**

Fancy Chiffons

(About 35 to 40 yards to bolt.)	Per yd.
Dotted effect, 4 in. wide	$0.10
Lily of the Valley effect, 4 in. wide	.10
"Blue" Valley, cut edge, 6 in. wide	.09
Dotted effect, 6 in. wide	.13
Lace effect, 6 in. wide	.13
Lily of the Valley effect, 6 in. wide	.13
"Gold" Valley effect, 6 in. wide	.14
Silk, with Satin Borders, 6 in. wide	.15
Silk, with Satin Borders, 8 in. wide	.20
Maline, 27 in. wide	.30
Silk Gauze (or netting), 6 in. wide	.13
Silk Gauze (or netting), 14 in. wide	.23

Special list of many other useful items sent free.

Geo. H. Angermueller Co.
1324 Pine St., ST. LOUIS, MO.

Mention the American Florist when writing

H. Bayersdorfer & Co.

The Wholesale Supply House of America . . .

EVERYTHING THE BEST IN FLORISTS' SUPPLIES

1127 Arch St., Philadelphia, Pa.

Mention the American Florist when writing

ing glass sides from the benches up to the eaves. One is filled with exceptionally fine cyclamens; the other contains poinsettias and Christmas peppers. A new office between the packing shed and the last new greenhouse, is very bright and cheerful, in which it is a pleasure, as Mr. Faust says, to take his customers and receive their orders.

Frank M. Ross and wife left December 31 for a month's sojourn in Florida's sunny clime. Their destination is Palm Beach. As a diversion, Mr. Ross will try his luck at tarpon fishing, having taken along the latest and best in tackle. Their Pullman state room was a bower of flowers, furnished by friends in the trade, who were on hand to see them off.

Ellwood Heacock and Edgar W. Bailey paid a flying visit to Duckham & Pierson and the Chas. H. Totty Co., at Madison, N. J., January 2, also A. N. Pierson, Inc., Cromwell, Conn., the following day. The roses seen were all in splendid condition.

Reports from long distance shipments to commission houses in this city, invariably tell of a record Christmas business ,and that many more flowers could have been sold had they been obtainable.

E. G. Hill, of Richmond, Ind., spent several days the past week visiting the rose growers of this vicinity. He was particularly gratified that all were so well pleased with Premier.

Charles H. Grakelow and Victor I. Ridenour had a lot of fine work for

GUST. RUSCH & CO.

Wholesale Florists

Jobbers in FLORISTS' SUPPLIES.

Phone Main 1245. P. O. Box 206

444-446 Milwaukee St., Milwaukee, Wis.

Wholesale Flower Markets

PHILADELPHIA, Jan. 7. Per 100

Roses, Beauty, special	90.00@100.00
" " fancy	50.00@ 75.00
" Mrs. Chas. Russell	25.00@ 60.00
" Killarney	10.00@ 18.00
" Hadley	25.00@ 50.00
" Sunburst	12.00@ 20.00
" Wards	12.00@ 15.00
" Ophelia	12.00@ 30.00
" Columbia	15.00@ 30.00
" Premier	20.00@ 50.00
Cattleyas	.75@ 1.50
Stevia	.35@ .50
Lilac, bunch	2.00@ 2.50
Poinsettias, dozen	4.00@ 5.00
Narcissus	6.00@ 8.00
Mignonette	10.00@ 12.00
Gardenias	9.00@ 12.00
Cypridediums	35.00
Carnations	12.00@ 15.00
Snapdragons	2.00@ 3.00
Callas	25.00@ 35.00
Easter Lilies	35.00
Calendulas	6.00@ 8.00
Adiantum	1.50@ 2.00
Smilax	.25
Asparagus Strings	.50@ .75

MILWAUKEE, Jan. 7. Per 100

Rose, Killarney, W. Killarney	10.00@ 25.00
" Ward	8.00@ 20.00
" Mrs. Chas. Russell	15.00@ 35.00
" Ophelia	10.00@ 30.00
" Columbia	20.00@ 50.00
" Hoosier Beauty	15.00@ 35.00
Carnations, assorted	10.00@ 12.00
Cattleyas, per doz.	3.00
Oncidium	20.00
Stevia	2.00
Paper Whites	8.00
Violets	3.00

PITTSBURGH, Jan. 7. Per 100

Roses, Beauty, special, per doz.	12.00
" " fancy, per doz.	10.00
" " extra, per doz.	7.50
" " No. 1, per doz.	4.00
" Hadley	20.00@ 50.00
" Killarney	8.00@ 25.00
" Maryland	8.00@ 25.00
" Scott Key	20.00@ 75.00
" Sunburst	8.00@ 20.00
" Mrs. Aaron Ward	8.00@ 20.00
" Russell	15.00@ 60.00
" Columbia	15.00@ 50.00
" Ophelia	10.00@ 25.00
" Hilda	6.00@ 18.00
" Premier	20.00@ 60.00
Carnations	10.00
Cattleyas, each	2.00
Ferns, per 1,000	3.50
Sweet Peas	4.00
Daisies	4.00@ 6.00
Galax, per 1,000	2.00
Plumosus, per bunch	.40
Sprengeri, per bunch	.50
Smilax, per doz.	3.00
Calendulas	4.00
Stevia, per bunch	.50@ .75
Narcissus, white	6.00

Wholesale Florists' Supplies

THE HOUSE OF MERIT

Staple Baskets and Seasonable Novelties in Quantity.

Send for Our Catalogue.

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For Real Service in FLORISTS' SUPPLIES?

We are manufacturers and importers—not merely jobbers. **Send for Our New Catalog and be convinced.**

The McCallum Co., Pittsburgh, Pa.

MINNEAPOLIS, MINN.

RICE BROTHERS

Wholesale Florists and Supplies

218 North Fifth St.

Send list in for quotations.

ST. LOUIS, Jan. 7. Per 100

Roses, Hadley	10.00@ 30.00
" Premier	15.00@ 60.00
" Killarney	6.00@ 15.00
" White Killarney	8.00@ 10.00
" Hoosier Beauty	15.00@ 35.00
" Russell	15.00@ 60.00
" Ward	8.00@ 15.00
" Sunburst	12.50@ 35.00
Ferns	3.00
Carnations	12.50@ 15.00
Carnations, Laddie	25.00
Orchids, each	.75@ 2.00
Stevia, bunch	.35@ .75
Sweet peas	3.00
Narcissus	6.00
Chrysanthemums, pink, doz.	5.00@ 12.50
Chrysanthemums, yellow, doz.	5.00@ 12.50
Calendulas	4.00@ 5.00
Calla	10.00@ 25.00
Mignonette	12.50
Violets	1.00@ 2.00
Galax, per 1,000	1.50
Leucothoe, per 1,000	7.50
Boxwood, per lb.	.25

the city hall and had a great time getting stock to fill their orders.

F. X. Murphy had a great flower day, having 28 large baskets for various councilmen and city fathers, who were sworn into office.

There has been a great demand for callas recently, which has forced the price up to 35 cents each.

J. J. Habermehl's Sons were heavy buyers, January 5, having orders for large decorations.

S. S. Pennock and family are enjoying a vacation in Florida, arriving there December 24.

Miss Nora Ohl, of Ardmore, Pa., is spending a few days in Atlantic City.

K.

New York.

MODERATE NEW YEAR'S DEMAND.

The business of New Year's day was only fair. In the wholesale district, December 31, 1919, one wholesaler remarked that business was "hardly up to a good Saturday." The wholesale stores kept open for a few hours in the evening, but most of them had closed before 10 p. m. The supply of stock, so soon after Christmas, was necessarily light, but there was more than enough to supply the demand. In several lines there was a considerable cut from Christmas prices. Special American Beauty roses went as a rule, from $150 to $200 per 100, but moved slowly. The shorter grades of tea roses, being more in demand, held firm, but some of the special stock was hard to move at asking prices. Carnations were $12 to $15 per 100 and violets $1 to $2.00 per 100, and slow at that, many being left over. Orchids continued slow at $1.50 to $2.00 per flower for the best cattleyas. Lily of the valley has been and continues cheap and hard to move. A considerable stock of cut poinsettias was left over from Christmas, which no one seemed to want at any price. In the minor stocks, such as callas, calendulas, pansies, stevia, etc., there was about the usual movement . January 1 being an exceptionally fine and mild day, there was considerable activity in the leading reail stores, but the smaller stores had but little business. The weather turned cold that night, the temperature going down to five above zero, with a piercing wind, on the morning of January 3. This will further reduce the supply, but there is no immediate prospect of a scarcity. American Beauties are very slow at $100 and $125 for specials.

January 5.—The weather continues cold, with the night temperature five to nine degrees above zero. There is a light supply of stock and still lighter demand. All special American Beauty roses are hard to move.

NOTES.

The Christmas tree market seems to have been overloaded all along the line. The Boston Transcript, January 2, had the following editorial note: "The fact that the would-be Christmas tree profiteers were badly stung will not cause much long-felt grief except by those who were the immediate victims." There is a moral in this, that sensible people will note. The other kind of people never note anything—till it hits them in the neck.

The next meeting of the florists' club will be held on the night of January 12. It is to be "ladies' night," and it is expected that the installation of officers and minor business will be speedily transacted, after which there will be music and dancing, and refreshments will be served. Each member that has notified Chairman Gerlaird of the house committee, will be entitled to take with him not more than two ladies.

The organization of an iris society, which is announced to take place January 29, in the Museum building, Bronx park, should attract attention. Flowers that wholesale for $1 each as the irises are now doing in this market, may be classed among the "upper ten" of flowerdom and deserve a society of their own.

It has been stated that the greenhouses of the Cottage Gardens Co., Queens, N. Y., a few years ago the finest carnation range in this section, are soon to be torn down. It is understood that David S. Ward and R. T. Brown will continue the nursery business.

J. Litchenberger, formerly in the retail business at 1564 Avenue A, has removed to 1560, and is now exclusively engaged in the manufacture of florists' gold letters. S. J. Bretz, his former employe, has taken the store at 1564, and carries a good stock.

Peter F. McKenney, the retailer of Fifth avenue and 42d street, who was laid up for several weeks with a severe attack of pleurisy, has completely recovered, and is again at business. His many friends are glad to see him about again, as he is a good mn.

A retail store that is always attractive is A. T. Bunyard's, 413 Madison avenue. He had an exceptionally fine stock of plants and cut flowers for Christmas, and sold out well. He also reports a good New Year's business.

William H. Miller, a florist well known in the trade, recently arranged a fine decoration in the Church of the Heavenly Rest, for the wedding of Miss Alexandra Blaine Thaw. Many fine flowers were used.

Matthew Battieta, a clever young man well known in the retail trade, has taken the store at 44 Carmine street, formerly occupied by Buonfiglio, and has made improvements and is doing a good business.

Herman Weiss has removed his wholesale business from 130 West 28th street to the basement of the Coogan building, Sixth avenue and 26th street, which was recently fitted up for business.

The Rosary Flower Co. is now well located in a handsome store at 423 Park avenue, between 55th and 56th streets. They removed a short time ago from Park avenue and 80th street.

The basement of the Coogan building, Sixth avenue and 26th street, which has been vacant for many months, is being refitted for several wholesale florists to occupy.

Manager Perry, of the Dards store, states that their New Year's business in both plants and cut flowers was excellent.

A. F. F.

LAWRENCE, KAN.—Ralph W. Ward, of Clinton, Mo., according to the Journal-World, of this city, has purchased seven acres at 15th street and Barker avenue, and will erect a $30,000 range here.

TAMPA, FLA.—The Tampa Floral Co. enjoyed a 40 per cent greater Christmas trade than in 1918, with prices considerably advanced over those of that period. Roses were plentiful and of good quality, but carnations, especially red, were short of the demand. There was a good call for palms, ferns and crotons. Money seemed to be plentiful.

NEW HAVEN, CONN.—Fred G. Horn reports Christmas prices about 50 per cent higher than in 1918, with a satisfactory volume of sales. In roses, carnations and violets, the supply was short and there were no bulbous flowers. The quality in general was about as in former years. Plant sales showed an increase and there was a good demand for boxwood wreaths.

SWEET PEAS, ROSES, Carnations, Violets.

Joseph S. Fenrich, 51 West 28th Street, NEW YORK
Telephones: 420-421-422 Watkins.

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WHOLESALE COMMISION FLORISTS
GROWER AGENT
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Evergreens and Florists' Supplies
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West of 6th Ave. Open 6 a. m. every morning.

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All the NEW ROSES, CARNATIONS and Seasonable Flowers.

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Prompt and careful attention to your interests. Consignments Solicited.

Riedel & Williams
WHOLESALE FLORISTS
25 years' experience. Consignments solicited.
49 West 28th St., New York
Phone 4024 and 4025 Watkins.

Wholesale Flower Markets

NEW YORK, Jan. 7. Per 100

Roses, Beauty, Specials	75.00@	100.00
" " extra and fancy	40.00@	50.00
" Hadley	25.00@	60.00
" Hoosier Beauty	25.00@	50.00
" Francis Scott Key	25.00@	60.00
" Columbia	15.00@	35.00
" Prima Donna	15.00@	30.00
" Double White Killarney	20.00@	30.00
" White Killarney	15.00@	20.00
" Aaron Ward	15.00@	30.00
" Ophelia	8.00@	30.00
" Sunburst	12.00@	30.00
" J. L. Mock	12.00@	30.00
" Mrs. Chas. Russell	12.00@	40.00
" Premier	20.00@	75.00
Cattleya orchids, special	100.00@	150.00
Carnations	12.00@	15.00
Adiantum Croweanum and Hybridum	1.00@	1.50
Asparagus Plumosus, doz. bchs.	2.50@	3.00
Smilax, doz. strings	1.50@	2.50
Bouvardia, per doz.	1.00@	2.00
Lilies, white	25.00@	35.00
Gardenias, per doz.	12.00@	18.00
Callas, per doz.	4.00@	6.00
Paper White Narcissus, doz.	.75@	1.00
Lilies, Rubrums	12.00@	15.00
Sweet Peas	2.00@	5.00
Lily of the Valley	8.00@	12.00
Violets	1.00@	1.50
Calendulas, per doz.	.50@	1.00
Stevia, bunch	.25@	.35
Yellow Narcissus, per doz.	1.00@	1.25
Snapdragons, per doz.	.50@	2.00
Cypripediums	25.00@	60.00
Mignonette, per doz.	1.50@	2.50
Iris, per doz.		12.00
Wallflowers	.50@	.75

Frank H. Traendly Charles Schenck
Traendly & Schenck
Wholesale Florists and Cut Flower Exchange
136 Sixth Avenue, NEW YORK
Between 26th and 27th Sts.
Telephones: 798 and 799 Watkins
Orchids, Roses, Carnations, and all the other best products of the leading growers.
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WHOLESALE FLORIST
Everything in Cut Flowers
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Desirable wall space to rent for advertising.
Open for Cut Flower Sales at 6 o'clock every morning.
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Fresh Cut Decorative Evergreens
Highest Standard of Quality.
Largest stock in America. Send for illustrated catalog of Greens and Florists' Supplies.
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A complete assortment of the best in the market can always be relied upon.
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Summer Season.

NEW YORK Orders Sent to **H. H. BURNS,** 509 Madison Ave.
Will be filled with the choicest flowers. Send us your Long Island, Tuxedo and Westchester, N. Y., orders.

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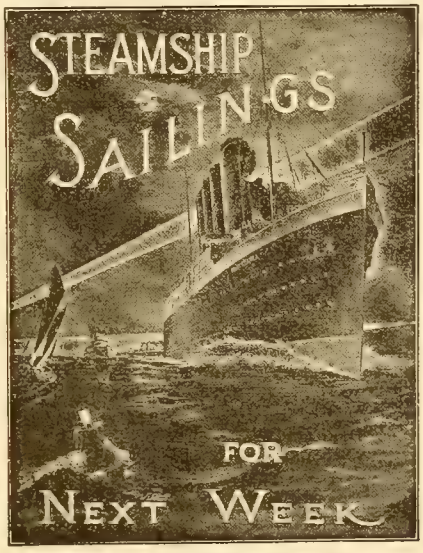

FROM NEW YORK EXCEPT AS NOTED.

January 10.

La Lorraine, French Line (Havre.)
FROM NEWPORT NEWS, Schiedyk, Holland-America Line.
Celtic, I. M. M. Line (Liverpool.)
FROM NORFOLK, Deranof, I. M. M. Line (Liverpool.)
FROM GALVESTON, Nubian, I. M. M. Line (Liverpool.)
Canopic, I. M. M. Line (Gibraltar-Genoa.)
Mesaba, I. M. M. Line (London.)
Bardic, I. M. M Line (London.)
FROM BOSTON, West Cape, I. M. M. Line (London.)
West Wanneke, I. M. M. Line (Antwerp.)
Yamhill, I. M. M. Line (Hamburg-Rotterdam.)
FROM PHILADELPHIA, Eastern Sea, I. M. M. Line (Glasgow.)
Columbia, Cunard-Anchor (Glasgow.)
FROM BALTIMORE, Copenhagen, Cunard-Anchor (London.)
FROM PHILADELPHIA, Vennonia, Cunard-Anchor (London.)

January 12.

FROM BOSTON, Triumph, I. M. M. Line (Liverpool.)
FROM NEW ORLEANS, Antillian, I. M. M. Line (Liverpool.)
FROM PHILADELPHIA Westerdyk, I. M. M. Line (Rotterdam.)
FROM PHILADELPHIA, Vellavia, Cunard-Anchor Line (Liverpool.)

January 13.

FROM PORTLAND, ME., Venusia, Cunard-Anchor (London.)

January 14.

Orocoma, I. M. M. Line (Liverpool.)
FROM PORTLAND, Babboosic, I. M. M. Line (Liverpool.)
Defiance, I. M. M. Line (London.)
FROM BOSTON, Oakland, I. M. M. Line (London.)
FROM BOSTON, Osawatomie, I. M. M. Line (Antwerp.)

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Joy's

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The Smith & Fetters Co.,

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Oldest Florist South

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St. Paul, Minn.

Holm & Olson

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We fill orders for any place in the Twin Cities and for all points in the Northwest. The Largest Store in America; the largest stock; the greatest variety. Write, wire or phone. We are alive night and day.

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Correspondence Solicited.

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City Index to Retail Florists Filling Telegraph Orders.

Albany, N. Y.—Eyres, 106 State St.
Albany, N. Y.—Danker's.
Boston, Mass.—Thos. F. Galvin, Inc.
Boston, Mass.—Penn, The Florist.
Brooklyn, N. Y.—Hugo H. Jahn.
Brooklyn, N. Y.—Joseph Trepel.
Brooklyn, N. Y.—James Weir, Inc.
Brooklyn, N. Y.—The Long Island Floral Co.
Buffalo, N. Y.—S. A. Anderson, 440 Main St.
Chicago—Alpha Floral Co., 146 S. Wabash.
Chicago—Central Floral Co., 132 N. State St.
Chicago—Friedman, 522 S. Michigan Blvd.
Chicago—C. Frauenfelder, 3343 W. Madison St.
Chicago—Fleischman, Railway Exchange Bldg.
Chicago—A. Lange, 77-79 E. Madison St.
Chicago—Mangel, 17 E. Monroe St.
Chicago—Schiller, The Florist, 2221 W. Madison.
Chicago—G. Wittbold Co., 745 Buckingham Pl.
Cincinnati, O.—Julius Baer.
Cincinnati, O.—Hardesty & Co.
Cincinnati, O.—H. W. Sheppard.
Cleveland, O.—Bramley & Son.
Cleveland, O.—Smith & Fetters Co.
Cleveland, O.—The J. M. Gasser Co.
Colorado Springs, Colo.—Pikes Peak Floral Co.
Dallas, Tex.—Lang Floral & Nursery Co.
Dayton, O.—Matthews, The Florist.
Dayton, O.—J. W. Rodgers.
Denver, Colo.—The Park Floral Co.
Detroit, Mich.—Central Floral Co., 35 Broadway
Detroit, Mich.—John Breitmeyer's Sons.
Duluth, Minn.—Duluth Floral Co.
El Paso, Tex.—Potter Floral Co.
Grand Rapids, Mich.—Grand Rapids Floral Co.
Grand Rapids, Mich.—Henry Smith.
Harrisburg, Pa.—Charles L. Schmidt.
Hartford, Conn.—Geo. G. McClunie.
Kansas City, Mo.—W. J. Barnes.
Kansas City, Mo.—Samuel Murray.
Kansas City, Mo.—A. Newell.
Kansas City, Mo.—Wm. L. Rock Flower Co.
La Crosse, Wis.—John A. Salzer Seed Co.
Lincoln, Neb.—C. H. Frey.
Lincoln, Neb.—Frey & Frey.
Los Angeles, Calif.—O. C. Saake.
Los Angeles—Wolfskill Bros. & M. Goldenson.
Louisville, Ky.—August R. Baumer.
Louisville, Ky.—The F. Walker Co.
Memphis, Tenn.—Idlewild Greenhouses.
Milwaukee, Wis.—J. M. Fox & Son, Inc.
Montreal, Que., Can.—The Dominion Floral Co.
Nashville, Tenn.—Joy Floral Co.
Newark, N. J.—Bergerow's.
Newark, N. J.—The Rosery Floral Co.
Newark, N. J.—Philips Bros.
Newburyport, Mass.—E. W. Pearson.
New Orleans, La.—Metairie Ridge Nursery Co.
New Orleans, La.—Chas. Eble.
New Orleans, La.—The Avenue Floral Co.
New York—The Aphrodite Co.
New York—Astoria Florist, 2188 Broadway.
New York—A. T. Bunyard, 413 Madison Ave.
New York—H. H. Burns, 509 Madison Ave.
New York—N. Christatos, 1028 Sixth Ave.
New York—Dard's, 44th and Madison Ave.
New York—David Clarke's Sons.
New York—John D. Flessas, 665 Columbus Ave.
New York—Henry Hart, Inc.
New York—Guido, Inc., 595 Lexington Ave.
New York—Hession.
New York—Kottmiller.
New York—Malandre Bros.
New York—J. G. Papadem Co.
New York—A. B. Cazan.
New York—Max Schling.
New York—Thos. F. Galvin, Inc.
New York—G. E. M. Stumpp.
Omaha, Neb.—Hess & Swoboda, Farnum St.
Omaha, Neb.—Lewis Henderson.
Passaic, N. J.—Edward Sceery.
Paterson, N. J.—Edward Sceery.
Philadelphia, Pa.—Charles H. Grakelow.
Philadelphai, Pa.—J. J. Harbermehl's Sons.
Pittsburgh, Pa.—Randolph & McClements.
Pittsburgh, Pa.—A. W. Smith Co.
Pittsburgh, Pa.—Mrs. E. A. Williams.
Rockford, Ill.—H. W. Buckbee.
Roanoke, Va.—Fallon, Florist.
Rochester, N. Y.—J. B. Keller Sons.
Salt Lake City, Utah—Miller Floral Co.
San Francisco—Podesta & Baldocchi.
Seattle, Wash.—Hollywood Gardens.
Seattle, Wash.—Rosaia Bros.
Sheboygan, Wis.—J. E. Matthewson.
Stamford, Conn.—Quality Flower Shop.
St. Louis, Mo.—F. H. Weber.
St. Louis, Mo.—Grimm & Gorly.
St. Paul, Minn.—Holm & Olson.
Tacoma, Wash.—California Florists.
Terre Haute, Ind.—J. G. Heinl & Sons.
Toledo, O.—Mrs. J. B. Freeman.
Toronto—Dunlop's, 8 and 10 W. Adelaide St.
Washington, D. C.—Blackistone, Inc.
Washington, D. C.—Geo. H. Cooke.
Washington, D. C.—Louise Flower Shop.
Washington, D. C.—Gude Bros.
Washington, D. C.—Geo. C. Shaffer.
Wilkes-Barre, Pa.—A. W. B. Evans.
Worcester, Mass.—Littlefield, Florist.
Worcester, Mass.—Randall's Flower Show.
Yonkers, N. Y.—New York Floral Co.

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Corner Broadway and Gratiot Avenues.

Artistic Designs.
High Grade Cut Blooms

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Canada's best known and most reliable florist.

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We deliver anywhere in Canada and guarantee safe arrival.

Flowers Delivered Anywhere. Phone, 1952 Bedford

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BROOKLYN'S LARGEST FLORIST
NINE STORES.
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Telegraph orders delivered to all parts of New York City, Brooklyn and Long Island.
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THE BEST THAT GROWS.
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We solici. telegraph orders. Regular trade discl.
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Anderson service means fresh, sturdy stock and prompt deliveries in Buffalo, Lockport Niagara Falls and Western New York
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Covers All New England Points

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Anderson, S. A., 440 Main, Buffalo, N. Y.
Aphrodite Co., The, New York.
Astoria Florist, 2188 Broadway, New York.
Avenue Floral Co., The, New Orleans, La.
Baer, Julius, Cincinnati, O.
Barnes, W. J., Kansas City, Mo.
Baumer, August R., Louisville, Ky.
Bergerow's, 746 Broad St., Newark, N. J.
Bramley & Sons, Cleveland, O.
Breitmeyer's Sons, John, Detroit, Mich.
Buckbee, H. W., Rockford, Ill.
Bunyard, A. T., 413 Madison Ave., New York.
Burns, H. H., 509 Madison Ave., New York.
California Florist, Tacoma, Wash.
Central Floral Co., 132 N. State St., Chicago.
Central Floral Co., 35 Broadway, Detroit, Mich.
Clarke's Sons, David, New York.
Cooke, Geo. H., Conn. Ave. and L., Washington.
Danker's, Albany, N. Y.
Dard's, 44th and Madison Ave., New York.
Dominion Floral Co., The, Montreal, Que., Can.
Duluth Floral Co., Duluth, Minn.
Dunlop's, 8 and 10 W. Adelaide St., Toronto.
Eble, Chas., New Orleans, La.
Evans, A. W. B., Wilkes-Barre, Pa.
Eyres, 106 State St., Albany, N. Y.
Fallon, Florist, Roanoke, Va.
Fleischman, Chicago.
Fox, J. M. & Son, Inc., Milwaukee, Wis.
Frauenfelder, C., Chicago.
Freeman, Mrs. J. B., Toledo, O.
Frey, C. H., 1133 O St., Lincoln, Neb.
Frey & Frey, 1338 O St., Lincoln, Neb.
Friedman, 522 S. Michigan Blvd., Chicago.
Galvin, Thos. F., Inc., New York and Boston.
Gasser Co., J. M., Cleveland, O.
Grakelow, Charles H., Philadelphia, Pa.
Grand Rapids Floral Co., Grand Rapids, Mich.
Grimm & Gorly, St. Louis, Mo.
Gude Bros., Washington, D. C.
Guido, Inc., 595 Lexington Ave., New York.
Habermehl's Sons, J. J., Philadelphia, Pa.
Hardesty & Co., Cincinnati, O.
Hart, Henry, Inc., 1000 Madison Ave., N. Y.
Heinl & Sons, J. G., Terre Haute, Ind.
Henderson, Lewis, Omaha, Neb.
Hess & Swoboda, Omaha, Neb.
Hession, Madison Ave. and 76th St., New York.
Hollywood Gardens, Seattle, Wash.
Holm & Olson, St. Paul, Minn.
Idlewild Greenhouses, Memphis, Tenn.
Jahn, Hugo H., Brooklyn, N. Y.
Joy Floral Co., Nashville, Tenn.
Keller Sons, J. R., Rochester, N. Y.
Kottmiller, 426 Madison Ave., New York.
Lang Floral & Nursery Co., Dallas, Tex.
Lange, A., 77-79 E. Madison St., Chicago.
Littlefield Florist, Worcester, Mass.
Long Island Floral Co., Brooklyn, N. Y.
Louise Flower Shop, Washington, D. C.
McClunie, Geo. G., Hartford, Conn.
Malandre Bros., New York.
Mangel, 17 E. Monroe St., Chicago.
Matthews, The Florist, Dayton, O.
Matthewson, J. E., Sheboygan, Wis.
Metairie Ridge Nursery Co., New Orleans, La.
Miller Floral Co., Salt Lake City, Utah.
Murray, Samuel, Kansas City, Mo.
Newell, A., Kansas City, Mo.
New York Floral Co., Yonkers, N. Y.
Papadem, J. G. Co., 2953 Broadway, New York.
Park Floral Co., The, Denver, Colo.
Pearson, E. W., Newburyport, Mass.
Penn, The Florist, Boston, Mass.
Philips Bros., 938 Broad St., Newark, N. J.
Pikes Peak Flo. Co., Colorado Springs, Colo.
Podesta & Baldocchi, San Francisco.
Potter Floral Co., El Paso, Tex.
Quality Flower Shop, Stamford, Conn.
Randall's Flower Shop, Worcester, Mass.
Randolph & McClements, Pittsburgh, Pa.
Rock, Wm. L., Flower Co., Kansas City.
Rodgers, J. W., Dayton, O.
Rosery Floral Co., The, Newark, N. J.
Rosaia Bros., Seattle, Wash.
Saake, O. C., Los Angeles, Cal.
Salzer Seed Co., John A., La Crosse, Wis.
Schiller, The Florist, 2221 W. Madison, Chicago.
Schling, Max, 785 Fifth Ave., New York.
Sceery, Edward, Passaic, N. Y.
Sceery, Edward, Paterson, N. J.
Schlatter, Wm. & Son, Springfield, Mass.
Schmidt, Chas. L., Harrisburg, Pa.
Shaffer, Geo. C., Washington, D. C.
Sheppard, Henry W., Cincinnati, O.
Smith & Fetters Co., Cleveland, O.
Smith Co., A. W., Pittsburgh, Pa.
Smith, Henry, Grand Rapids, Mich.
Stumpp, G. E. M., New York.
Trepel, Joseph, Brooklyn, N. Y.
Walker Co., The F., Louisville, Ky.
Weber, F. H., St. Louis, Mo.
Weir, James, Inc., Brooklyn, N. Y.
Williams, Mrs. E. A., Pittsburgh, Pa.
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Write or wire headquarters for flowers for Texas, Oklahoma, Louisiana, New Mexico. No orders too large, none too small.
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WORCESTER, MASS.
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Max Schling Flowers
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522 SO. MICHIGAN BLVD., Auditorium Annex, CHICAGO
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Successor to the HILL FLORAL CO.
Good Stock and Good Service.
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BRAMLEY & SON
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The Largest Growers of Flowers in the City.
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Mention the American Florist when writing

CHARLES L. SCHMIDT
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Night and day service in all Central Pennsylvania.
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Best service in both cities and adjoining territory
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Penn The Florist
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Worcester, Mass.
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Orders in or around WASHINGTON, D. C.
Geo. C. Shaffer
FLORIST
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Podesta & Baldocchi
224-226 Grand Avenue
Mail or telegraphic orders promptly and most carefully executed.

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GEO. H. COOKE
Florist
Connecticut Avenue and L Street

Washington, D. C.
BLACKISTONE, Inc.
14th and H Streets, N. W.
Exceptional Service

Los Angeles, Calif.
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We Solicit Telegraph Orders.
Regular Trade Discount.
215 W. FOURTH STREET

Grand Rapids, Mich.
GRAND RAPIDS FLORAL CO.
ALFRED HANNA & SONS will fill your orders for Designs and Cut Flowers in Michigan.

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Malandre Brothers
2077 Broadway, near 72nd St.
'Phone, Columbus 6883
The name "Malandre Brothers" on a box of flowers is a Guarantee of Quality.
Orders from other cities receive our personal attention.

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Send your orders for flowers for delivery in this city and vicinity to
John A. Salzer Seed Co.
Quality and Service Assured.

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MASONIC TEMPLE
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The Rosery Floral Co.,
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Everything in Flowers
Prompt Deliveries to any town or city within 150 miles of Newark.
Telephone Market 494

"WE NEVER SLEEP"
IDLEWILD GREENHOUSES **Memphis, Tenn.**
89 South Main St.
"Up-to-the-Minute" Service and Execution.
Every Flower in Season

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Samuel Murray,
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Member of Florists' Telegraph Delivery.

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Mangel
The Palmer House Florist
17 E. MONROE ST.
Member of Florists' Telegraph Delivery.

For St. Louis.
WIRE
Grimm & Gorly

The Seed Trade

American Seed Trade Association.

E. C. Dungan, Philadelphia, Pa., President; Wm. G. Scarlett, Baltimore, Md., First Vice-President; David Burpee, Philadelphia, Pa., Second Vice-President; C. E. Kendel, 216 Prospect Avenue, S. E., Cleveland, O., Secretary-Treasurer.

The thirty-eighth annual meeting will be held at Milwaukee, Wis., June 22-24, 1920.

THE price of bags at Chicago, January 7, was $60.

ASPARAGUS SPRENGERI seed is among the very scarce items this season.

A. H. GOODWIN, of the W. W. Barnard Co., Chicago, has returned from New York.

PALM BEACH, FLA.—J. Chas. McCullough and family, of Cincinnati, Ohio, are now at their winter home here.

GILROY, CALIF.—L. W. Wheeler and Mrs. Wheeler, of the Pieters-Wheeler Seed Co., are making an eastern trip.

ONION SETS in the Chicago district continue in strong demand with prices about the same as last week's, namely, $3.00 for colors and $3.50 for whites, prompt shipment.

J. C. BODGER, of the John Bodger & Sons Co., Los Angeles, Calif., is making a trip to Europe, sailing from New York on the S. S. Mauretania, January 28. Passport No. 150954.

THE handsome calendar of the Jerome B. Rice Seed Co., Cambridge, N. Y., features a bunch of Vick's Scarlet Globe radish, natural size, in colors, an excellent reproduction, Michigan grown radish being one of this firm's specialties.

VISITED CHICAGO.—Kirby B. White, of D. M. Ferry & Co., Detroit, Mich., returning from the St. Louis convention of the Association of Official Seed Analysts; J. S. Michael, of the Sioux City Seed Co., Sioux City, Ia.; Alling Woodruff, of the Woodruff-Boyce Seed Co., Seattle Wash.; Mrs. M. Johansen and H. Winslow, of the Johansen-Winslow Co., El Monte, Calif.; J. C. Bodger, of the John Bodger & Sons Co., Los Angeles, Calif.

New York Seed Trade.

Eugene Schaettel, of Vilmorin-Andrieux & Co., Paris, France, who sailed for home this week, carried in his baggage a parcel of hard coal for use in his Paris home.

E. A. Hartland, of Vaughan's Seed Store, is rejoicing in his New Year's gift of a bouncing baby boy.

Eighteen Holland bulb salesmen arrived on the S. S. New Amsterdam last week.

Catalogues Received.

Vaughan's Seed Store, Chicago and New York, wholesale dealers' list: seeds and bulbs for spring planting; W. Atlee Burpee Co., Philadelphia, Pa., seeds; Wm. Henry Maule, Philadelphia, Pa., seeds; Bessie Boston Dahlia Farms, San Mateo, Calif., dahlias; Aggeler & Musser Seed Co., Los Angeles, Calif., seeds; W. C. Slate, South Boston, Mass., garden and field seeds; Walter S. Schell, Harrisburg, Pa., seeds; Iowa Seed Co., Des Moines, Ia., seeds; O. R. Jackson Seed Co., Houston, Tex., seeds.

Pape & Bergmann, Quedlinburg, Germany, chrysanthemum, petunia and godetia seeds.

Association of Official Seed Analysts.

The twelfth annual meeting of the Association of Official Seed Analysts, held at St. Louis, Mo., December 29-30, was a very successful one. The sessions were well attended by a live group of analysts and seedsmen, and the enthusiasm and spirit of co-operation shown, make it stand out as one of the best, if not the best, ever held. The different factions were well represented and tried to get together on the points at issue. It is rumored there may be a meeting of the official seed analysts and the seedsmen of the country to consider new legislation. The St. Louis seedsmen outdid themselves in hospitality and contributed considerably to the success of the convention.

The programme was varied and interesting. Edgar Brown, of the seed laboratory, Washington, D. C., brought out some important facts on seed legislation and seed importation. He also announced that during the past year, 79 per cent of the seedsmen of the country did not label their seeds. Mr. Brown expressed his disappointment over the seedsmen not living up to their promises. In connection with seed importation, he said there will be a heavy importation of Italian red clover this year, and that it is very inferior when used in this country. F. H. Hillman and Miss Helen H. Henry, of the seed laboratory, Washington, D. C., sent in a paper on the "Identification of Seed of Italian Alfalfa and Red Clover," which was read by Mr. Brown.

G. T. Herrington, of Washington, D. C., gave several papers on research problems he has been working on. He discussed the nature of dormancy and after-ripening of seeds, and his paper on "Forcing the Germination of Freshly Harvested Wheat and Other Cereals" was very interesting. Three methods were suggested: Drying the seed, scratching the embryo, and treating with sulphuric acid.

A valuable and interesting paper on the "Identity of Certain Sweet Clover" was given by R. C. Dahlberg, of St. Paul, Minn. A. C. Wilson, of Springfield, Ill., explained and discussed the new Illinois seed law. Dr. J. G. Dickson, Madison, Wis., presented some valuable data on seed sterilization and its effects on germination. Results on the germination of Kentucky blue grass were contributed by C. H. Waldron, of Raleigh, N. C. Several other important papers were read, among them one by Kirby B. White of D. M. Ferry & Co., Detroit, Mich., entitled "Some Objections to Governmental Control of Garden Seed Sales."

All papers presented at the meeting will be printed in the publication of proceedings. The Association of Official Seed Analysis expects to issue a bulletin on "Methods of Seed Testing" some time during the coming year. It has not been definitely decided where the next meeting will be held. Chicago or Milwaukee have been suggested.

Officers elected for the ensuing year are as follows: Edgar Brown, Washington, D. C., president; J. P. Helver, New Brunswick, N. J., vice-president; A. L. Stone, Madison, Wis., secretary-treasurer. The executive committee consists of the president, the secretary, George Eddington, Ft. Collins, Colo., and John Dymond, Ottawa, Ont.

A pleasant feature of the local hospitalities was the dinner tendered the visitors by the St. Louis seedsmen at the Missouri Athletic Club.

THE ATTENDANCE.

The following were among those in attendance:

B. H. Adams, Decorah, Ia.
B. K. Adams, Decorah, Ia.
J. P. Anderson, St. Louis, Mo.

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Beet, Carrot, Lettuce, Onion, Radish.

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of all kinds in quantity and of highest quality.

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L. H. Archias, Sedalia, Mo.
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Edgar Brown, Washington, D. C.
E. M. Cass, St. Louis, Mo.
Adolph Corneli, St. Louis, Mo.
H. Cox, Evansville, Ind.
R. C. Dahlberg, St. Paul, Minn.
J. G. Dickson, Madison, Wis.
Otto Eldridge, Shenandoah, Ia.
J. S. Gallentine, St. Louis, Mo.
W. B. Granger, Chicago.
C. J. Gundelfinger, St. Louis, Mo.
J. P. Helyer, New Brunswick, N. J.
G. T. Herrington, Washington, D. C.
E. J. Houke, St. Louis, Mo.
H. D. Hughes, Ames, Ia.
A. H. Hummert, St. Louis, Mo.
S. H. Johnson, Columbus, O.
Ed. Kaercher, St. Louis, Mo.
Fred Kellogg, Milwaukee, Wis.
Arthur Kilz, St. Louis, Mo.
M. Kurtzweil, Des Moines, Ia.
J. C. Lawrence, Milwaukee, Wis.
G. J. Lebleitner, St. Louis, Mo.
J. F. Linn, Clarinda, Ia.
E. W. Lorsch, St. Louis, Mo.
A. H. Mangelsdorf, St. Louis, Mo.
E. F. Mangelsdorf, St. Louis, Mo.
H. H. Miller, Bloomington, Ill.
L. H. Pammell, Ames, Ia.
J. G. Peppard, Kansas City, Mo.
C. P. Peppard, Kansas City, Mo.
J. Pieper, Urbana, Ill.
R. W. Pommer, St. Louis, Mo.
F. G. Pulley, Chicago.
A. L. Stone, Madison, Wis.
A. W. Schisler, St Louis, Mo.
C. E. Smith, Springfield, Mo.
Wm. E. Smith, St. Louis, Mo.
J. F Somers, Chicago, Ill.
C. H. Waldron, Raleigh, N. C.
O. T. Watts, Louisville, Ky.
Owen Watts, Louisville, Ky.
Kirby B. White, Detroit, Mich.
Cecil H. Wilkinson, Urbana, Ill.
A. C. Wilson, Springfield, Ill.
W. J. Wood, St. Louis, Mo.
Neil E. Wood, St. Louis, Mo.

THE LADIES.

Miss Jessie L. Anderson, Baltimore, Md.
Miss Florence Bickel, Chicago.
Mrs. G. B. DeLoach, Chicago.
Miss Ruth E. Evans, Buffalo, N. Y.
Miss Rachel Holmes, College, Texas.
Miss Cora Jacobs, Chicago.
Miss Charlotte M. King, Ames, Ia.
Miss Clara A. Mangelsdorf, St. Louis, Mo.
Miss H. Fern Peck, Lincoln, Neb.
Mrs. Helen B. Peebles, Cincinnati, O.
Mrs. J. F. Somers, Chicago.
Miss Leota Thurlimann, Chicago.

L. T.

Grass and Clover Seed Prices.

The following were the wholesale prices in dollars per 100 pounds on timothy, Kentucky blue grass, red top and red clover, at principal points of distribution, December 27, 1919, as given by the Government Market Reporter of January 3, 1920:

	Timothy	Ky. Blue Grass	Red Top	Red Clover
New York	$12.75	$28.00	$19.00	$49.00
Baltimore	12.65	26.00	20.00	51.50
Richmond	12.75	26.50	20.00	52.75
Buffalo	12.75	26.25	19.75	51.00
Toledo	13.00	27.50	20.00	51.25
Louisville	12.50	27.25	21.50	52.00
Chicago	12.00	28.00	19.00	50.50
Minneapolis	12.75	32.00	21.75	52.50
St. Louis	12.25	30.00	20.00	51.00
Kansas City	13.00	28.50	20.50	52.75
Denver	13.00	28.00	22.00	....
Salt Lake City	13.00	29.00	....	50.00
Seattle	16 00	35.00	25.00	56.00
Memphis	12.50	....	23.50	56.00
Average for the United States same date 1918	$11.25	$22.25	$14.25	$42.50

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Write for Special Contract and Spot Prices.

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Growing Crops Given Personal Attention.

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ASPARAGUS PLUMOSUS NANUS SEED

GREENHOUSE GROWN

1000 seeds	$ 3.50	10,000 seeds	$30.00
5000 seeds	16.25	25,000 seeds	68.75

ASPARAGUS SPRENGERI SEED

1000 seeds	$0.75	10,000 seeds	$ 5.50
5000 seeds	3.00	25,000 seeds	12.50

LOBELIA	Tr. pkt.	Oz.
Crystal Palace Compacta, dwarf blue	$0.30	$2.00
Barnard's Perpetual (Trailing)	.30	1.75
Crystal Palace Speciosa (Trailing)	.20	.75
Sapphire (Trailing), deep blue	.40	

CENTAUREA	Per 1000 seeds	Oz.
Candidissima	$0.40	$2.00
Gymnocarpa	.15	.50

PETUNIA	½ tr. pkt.	Tr. pkt.
Grandiflora, fringed	$0.30	$0 50
Ruffled Giants	.30	.50
California Giants	.30	.50
Monstrosus (Michell's)	.60	1.00

SALVIA	Tr. pkt.	Oz.
America or Globe of Fire	$0.50	$4.00
Bonfire	.40	2.5
Zurich	.50	4.00
Splendens	.25	1.50

VERBENAS	Tr pkt.	Oz.
Mammoth Fancy Blue	$0.30	$1.25
Mammoth Fancy Pink	.30	1.25
Mammoth Fancy Scarlet	.30	1.25
Mammoth Fancy Striped	.30	1.25
Mammoth Fancy White	.30	1.25
Mammoth Fancy Mixed	.30	1.00

VINCA		
Alba	.15	.75
Alba Pura	.15	.75
Rosea	.15	.75
Mixed	.15	.60

Also all other Seasonable Seeds, Bulbs and Supplies.

Send for Our Handy Flower Seed Order Sheet, if you haven't a copy.

HENRY F. MICHELL CO., 518 Market St., **Philadelphia, Pa.**

Wait for **KELWAY'S** Wholesale

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The most favorable prices of the year. If not received wire or write

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7 to 9 and 9 to 10.

Lilium Multiflorum, 7 to 9 and 9 to 10.
Lilium Multiflorum Giganteum, 7 to 9.

Also a Few

Named Hyacinth Top Roots.
Bedding Hyacinths, first size.
Double Tulips.
Single Tulips, late.

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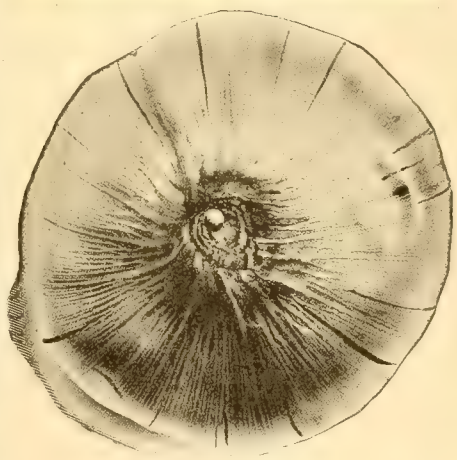
AND NOW IS THE TIME TO FILL YOUR EMPTY BENCHES

or Plant Between Your Carnations as a Catch Crop.

THIS season's Bulb Crop on our Michigan Farms was first-class. The giant cut spikes we showed at the S. A. F. Detroit Exhibition dominated the show, and in size and foliage were double the size of the average exhibits there. The harvest has put into our warehouse a big stock of bulbs in which our **"first size"** grade showed a strong percentage of **"overs," many bulbs from 1¾ to 2 inches in diameter.**

Bulbs for forcing under glass are carefully selected for this purpose. Following prices are for January only:

	Per 1000
Mrs. Francis King, First size	**$25.00**
Mrs. Francis King, Medium size	**20.00**
Chicago White, First size	**33.00**
Chicago White, Medium size	**28.00**
America, First size	**27.00**
America, Medium size	**22.00**
Halley, First size	**35.00**
Halley, Medium size	**30.00**
Panama, First size	**47.00**
Panama, Medium size	**38.00**
Mrs. Frank Pendleton, First size	**50.00**
Mrs. Frank Pendleton, Medium size	**45.00**
Primulinus Sunbeam, First size	**60.00**



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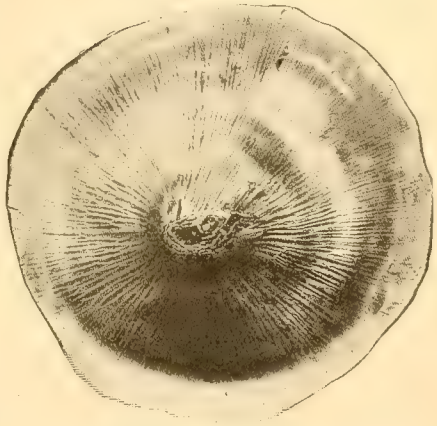

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Of several leading kinds we can supply planting stock, white bulbs under one inch and small black bulblets by the bushel.

1920 Prices on All Leading Kinds Are Ready.

Special Flower Seed Price List—
All Early Stocks. Ask for it.

VAUGHAN'S SEED STORE, Chicago New York

Market Gardeners

Vegetable Growers' Association of America.

E. A. Dunbar, Ashtabula, O., President; Louis F. Miller, Toledo, O., Vice-President; S. W. Severance, Loui ville, Ky., Secretary; H. J. Cheney, Grand Rapids Mich., Treas. Next annual convention September 1920.

Prices of Indoor Fruits and Vegetables.

Chicago, Jan. 6.—Cucumbers, 2-dozen box, $5.50 to $7.50; celery, Michigan, square box, $2.00 to $2.75; leaf lettuce, per tomato box, 35 to 40 cents; radishes, per dozen bunches, 90 cents; tomatoes, per pound, 20 to 40 cents.

New York, Jan. 3.—Celery, per doz. roots, 15 to 75 cents; cucumbers, per dozen, $1.00 to $3.00; mushrooms, 75 cents to $2.25 per three pound basket; tomatoes, per pound, 12 to 40 cents; lettuce, per dozen, 50 cents to $1.00; radishes, per 100 bunches, $3.00 to $6.00.

Vegetable Markets.

As indicated by reports received by the bureau of markets, United States department of agriculture, markets were strong and active, with sharp advances in potatoes and cabbage and most other lines firm. In potatoes, gains of from 20 to 50 cents occurred in shipping sections and in most consuming markets. New York sacked round whites closed nearly 50 cents above last week at $3.70-$3.90 per 100 pounds f. o. b. and consuming markets advanced moderately for this stock, reaching $3.35-$3.65 with bulk sales at $3.15-$3.35. Maine sacked Green Mountains advanced about 25 cents at shipping points, closing at $3.25-$3.30 f. o. b. and bulk stock sold at $3-$3.15, while New York and Boston made similar gains, closing at $3.35-$3.80 sacked. Wisconsin, Michigan and Minnesota shipping points advanced about 50 cents, closing with sales Cadillac basis $3.50-$3.80 per 100 pounds sacked. General range for the week was $3.35-$3.80. Middlewestern distributing markets made corresponding advance, ranging $3.50-$4. Colorado round whites advanced sharply, closing at $3.80 sacked cash to growers. Idaho rurals advanced 35 cents, closing at $3.85, and Russets at $4.-$4.10 per 100 pounds sacked cash to growers. The situation was strong at eastern shipping points and most stock is reported showing fine quality and keeping well. Onions at western New York shipping points continued very firm. Most of the stock seems to be in possession of dealers. Shipments have been light with best lots quoted $6 per 100 pounds f. o. b., sacked, for medium to large sizes, occasionally $6.25 for fancy lots. Price range for desirable stock in consuming markets continued generally $5.50-$6.50. The Chicago market was weak and draggy, dropping to $4.75-$5.25. Other markets were dull and steady.

In western New York cabbage shipping sections further sharp advances occurred, Danish seed stock reaching $80-$85 per ton f. o. b. bulk, with sales for advance delivery reported as high as $100. Consuming markets advanced about $10, ranging generally $80-$100 per ton bulk. New York domestic stock strengthened to a range of $50-$65. Wisconsin Holland seed in middlewestern markets advanced to $70-$100. New California cabbage, ball head type, was steady at $4 per 100 pounds, and new Florida stock was in fair demand in a few markets at $3.25-$3.50 per 1½ bushel hamper.

Massachusetts Horticultural Society.

William P. Rich, secretary of the Massachusetts Horticultural Society, announces that the inaugural meeting of that organization will be held in Horticultural hall, Boston, January 10, at 2 o'clock p. m. The business of the session will include the address of President Endicott, the report of the board of trustees and of the chairmen of the various committees. At the close of the business meeting, E. H. Wilson, assistant director of Arnold Arboretum, will deliver his lecture, illustrated with 100 lantern slides from photographs, on "My Sixth Journey to the Far East in Search of Plants for American Gardens."

The programme for the usual course of lectures to be given in February, March and April is in preparation and will be issued shortly.

Extensive preparations are now going forward for the exhibition of orchids and plants to be held in March.

EDGAR F. HURFF
SWEDESBORO, N. J.
Grower of High-Grade Seed.
TOMATO, Pepper, Eggplant, Squash, Pumpkin, Cucumber and Watermelon Seed and Field Corn on contract.
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Sweet Pea and Nasturtium Specialists.
Wholesale Growers of full list of
FLOWER and GARDEN SEEDS

Primula Obconica Gigantea Rosea
Dwarf habit, light and dark shades of pink. Select strain.
All fresh seed.
Sample of flower produced, sent on request.
Packet of 1500 seeds for $1.50. Cash.
Ernest Oechslin
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Chrysanthemum Novelties For 1920
Preliminary list now ready.
Free by mail.
Elmer D. Smith & Co.
Adrian, Michigan

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SEASONABLE STOCK
READY NOW
Asparagus Plumosus—2½-in., $5.00 per 100; $45 per 1,000.
Asparagus Sprengeri, 2½-in., $4.50 per 100; $40 per 1,000.
Fern Dish Ferns—2¼-in. Pteris Magnifica, Wimsetti, Critica Alba, Lineata and Mayi-Adiatum Cuneatum, and Aspidium Tsussimense, $6.00 per 100; $50.00 per 1,000.
Achyranthus Herbsti, 2¼-in., brightest red, $4.50 per 100.
Alternanthera Brilliantissima, 2¼-in. (bright red), $4.00 per 100.
Coleus, Trailing Queen, 2-in., $4.00 per 100.
Fuchsia, Mrs. E. G. Hill, 2¼-in. (Best white), $5.00 per 100.
Euonymus Japonica, Silver Edge (for hampers, baskets or vases), 2½-in., $15.00 per 100; 3-in., $25.00 per 100; 4-in., $35.00 per 100.
Lantanas, Dwarf, 2¼-in. Splendid stock, distinct sorts, $5.00 per 100; $45.00 per 1,000.
Snapdragon (Keystone), 2¼-in., once pinched stock, in splendid shape, at $5.00 per 100; $45.00 per 1,000.
Palms—Clean young stock, Kentia Belmoreana, 2½-in., $15.00 per 100; heavy 3-in., $25.00 per 100; heavy 4-in., $50.00 per 100.
Cannas—Dry roots, two and three eyes, King Humbert, $5.00 per 100; $45.00 per 1,00..
Meteor, best red, green leaf, $4.50 per 100; $40.00 per 1,000.
Richard Wallace, standard yellow, $4.50 per 100; $40.00 per 1,000.
THE STORRS & HARRISON CO.
PAINESVILLE, - - - - OHIO

Gladiolus for Forcing

Strictly first size bulbs.

1½ inch and up.	Per 100	1000
America, pink	$3.50	$30.00
Autumn Queen, light yellow, red throat	4.00	35.00
Augusta, white	3.50	28.00
Brenchleyensis, scarlet.	2.75	25.00
Chicago White	3.75	32.00
Francis King, scarlet	3.25	28.00
Halley, salmon	4.00	35.00
Mrs. Frank Pendleton	6.00	55.00
Myrtle	7.50	68.00
Niagara, yellow	4.25	38.00
Panama, pink	5.00	45.00
Peace, white	4.25	38.00
Schwaben, yellow	7.00	65.00
Princeps, red	6.50	60.00

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166 N. Wabash Ave., CHICAGO

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SEED MERCHANTS
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Before Placing Orders for

SWEET PEAS, Spencers, Grandifloras, etc., ASTERS and FLOWER SEEDS in general; TOMATO, LIMA and POLE BEANS, write

JOHN BODGER & SONS CO.,
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IMPORTERS

Japanese Bulbs, Plants and Seeds

GARDEN SEED

Beet, Sweet Corn, Garden Beans, Onion Sets and Sweet Potatoes in variety. Also other items of the short crop of this past season, as well as a full line of Garden Seeds, will be quoted you upon application to

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Growers of

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Get the benefit of our 69 years' experience.
All Seasonable Varieties.
Our stocks are very complete.

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Special Prepared

Hyacinths for Christmas Flowering

Order your next year's supply now, from

Segers Brothers, Ltd., WHOLESALE BULB GROWERS **Lisse, Holland**

Prices on application

Mention the American Florist when writing

Vaughan's Flower Seeds

FOR EARLY SOWING

Our Preliminary List will be mailed this week.
Please write for copy if none reaches you by mail.

Vaughan's Seed Store, 43 Barclay St., NEW YORK. 31-33 W. Randolph St., 803 W. Randolph St., **Chicago**

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Just Arrived # Lily of the Valley Pips **Finest Quality**

Ready for immediate delivery. For prices write

Van Meeuwen & Tegelaar, 1133 Broadway, NEW YORK (Corner 26th Street)

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Hogewoning & Sons, Inc.

Wholesale Bulb Growers and Importers
32 Broadway, New York

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Send for our "Special Offer" of new and exquisite hybrids and varieties recently introduced to the trade.

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Our varieties are the cream of Holland. From last spring on, grown in America.

Safepack
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Keeps Moisture In.

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Beaute Poitevine, bright crimson scarlet, 3½ to 4 ft	3.50	30.00
City of Portland, deep glowing pink, 3½ ft.	10.00	90.00
Crimson Bedder, dazzling scarlet, 3½ ft.	3.50	30.00
David Harum, bright scarlet, flower, bronze, foliage, 4 ft.	3.50	30.00
Duke of Marlborough, rich crimson maroon, 5 ft.	3.50	30.00
Florence Vaughan, yellow dotted red, 4 ft.	3.50	30.00
Gustave Gumpfer, clear lemon yellow, 4½ ft.	4.50	40.00
Hungaria, clear rose pink, 3½ to 4 ft.	6.00	50.00
Julius Koch, blood red, 3 ft.	4.50	40.00
King Humbert, standard bronze leaf, 4 to 4½ ft.	5.00	45.00
Long Branch, crimson bordered yellow, 5 ft.	5.00	45.00
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Meteor, the one best red, large flower, 4 ft.	4.50	40.00
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Mrs. Kate Gray, orange shaded carmine, 6 ft.	4.00	35.00
Orange Bedder, "Tango tints" (orange and tan) 4 to 5 ft.	5.00	40.00
Papa Nardy, deep carmine rose, 4 ft.	5.00	40.00
Prince Wild, rich crimson, 4 ft.	4.00	35.00
Queen Charlotte, scarlet bordered yellow, 3½ ft.	5.00	45.00
Richard Wallace, canary yellow, 5 ft.	4.50	40.00

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WHOLESALE FLORIST
Chrysanthemum Novelties My Specialty

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VAUGHAN'S INTERNATIONAL PANSIES

Vaughan's International Pansy Mixture was first offered by us in 1889. We import from all the best European sources. Each year has added to the quality of its flowers and variety of its colors. We buy every year novelties of known merit to improve the mixture; it is always complete, always the latest and always the best mixture. We add to all Pansy Mixtures which we now buy more than 50 per cent of the choicest named kinds obtainable, each in correct proportion. This is one of the **Specialties** that has established the reputation of Vaughan's Flower Seeds, and one which we maintain most carefully.

Trade pkt., **50c;** ⅛ oz., **$1.50;** ½ oz., **$5.00;** oz., **$10.00.**

Vaughan's Giant Pansy Mixture

Embraces, besides all the separate shades and colors, five special strains not listed elsewhere, and which can only be had in this and our International Mixture. This mixture includes the richest reds, coppers and bronzes, together with the most delicate rose and pink shadings, all the distinct colors of Trimardeau and the splendid, Cassier strain.

Trade pkt., **50c;** ⅛ oz., **75c;** oz. **$5.00;** ¼ lb. **$18.00.**

Vaughan's Cut Flower Mixture

This mixture is put up by ourselves and contains mostly light colored sorts. We have sold this mixture for several seasons to some of our Chicago cut flower growers, who have realized big returns from the sale of flowers. Pansies are as easily grown as violets, require less care and bring better results.

Trade pkt., **25c;** ⅛ oz., **60c;** oz., **$4.00.**

New Early-Flowering Giant Pansies

The new strain produces its giant flowers about four weeks earlier than other known types. In March, when the old type pansies hardly show any buds the plants of the new strain bore from 3 to 5 of their giant flowers.

Early Flowering Giant White, Yellow, Light Blue, Dark Blue and Mixed (Four Colors). Trade pkt., (500 seeds) **25c;** ⅛ oz., **60c;** oz., **$4.00.**

PANSY---VAUGHAN'S GIANT SORTS

	Trade pkt.	⅛ oz.	oz.
Adonis, light blue white center	$0.25	$0.45	$3.00
Auricula Colors, metallic shades	.25	.45	3.00
Azure Blue	.25	.45	3.00
Aurora, pure white without blotches	.25	.45	3.00
Beaconsfield, upper petal light lavender; lower ones deep rich purple	.25	.40	2.80
Black, large true black	.25	.45	3.00
Bugnot, shades of red, bronze and reddish cardinal	.25	.50	3.60
Cassier, 3 and 5 spotted, an A1 strain	.25	.50	3.60
Diana, same color as Marechal Niel rose	.25	.45	3.00
Emperor Francis Joseph, white violet blue blotch	.25	.50	3.60
Emperor William, dark navy blue	.25	.45	3.00
Fiery Faces, scarlet gold edge, yellow center	.25	.45	3.00
Golden Queen, clear golden-yellow, flowers medium size	.25	.45	3.00
Indigo King, indigo blue	.25	.60	...
Madame Perret, lovely shades of pink and rose	.25	.50	3.40
Masterpiece—Giant Curled or Spencer. In reality the number of petals is the same as that in other Pansy flowers, but they are crimped and curled in such a fashion that the flowers appear double. The colors are superb, mostly red and brown shades	.25	.70	5.00

	Trade pkt.	⅛ oz.	oz.
Orchid-Flowered, mixed, the ground color of the flowers is light, the petals being marked with large brown blotches which diffuse into rays and veins towards the edge	$0.25	$0.60	$4.00
Paris Market, an improved strain of Trimardeau, with better flowers and more compact habit	.25	.40	.2.60
Parisian Striped	.25	.50	...
Pheasant's Eye, sky blue edged, violet	.25	.50	...
Pink, lovely shades of pink, same as Hydrangea	.25	.45	3.00
President Carnot, five blotched white	.25	.60	...
President McKinley, five blotched yellow	.25	.70	5.00
Prince Bismarck, bronze and light brown	.25	.45	3.00
Prince Henry	.25	.50	...
Purple, very large, rich deep purple	.25	.45	3.00
Ruby Red	.25	.50	...
Striped, mahogany striped and flaked white	.25	.45	3.00
Trimardeau, mixed ....lb., **$32.00**	.25	.40	2.40
Violet Blue, a very pleasing shade	.25	.45	3.00
Vulcano, red with dark blotch	.25	.60	4.00
White, with dark eye, very large	.25	.45	3.00
Yellow, with dark eye, immense flowers	.25	.45	3.00

CHICAGO VAUGHAN'S SEED STORE **NEW YORK**

Geraniums Rooted Cuttings.

December Cuttings All Sold.

S. A. Nutt and **Buchner**....$20.00 per 1000
Ricard and **Poitevine**...... 25.00 per 1000
Orders for **Ricard** alone, at 30.00 per 1000

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The Nursery Trade

American Association of Nurserymen.

J. Edward Moon, Morrisville, Pa.. President; Lloyd C. Stark, Louisiana, Mo., Vice-President; John Watson. 400 Nassau Street, Princeton, N. J., Secretary; J. W. Hill, Des Moines, Iowa, Treasurer.

Forty-fifth annual convention will be held at Chicago, June, 1920.

The Tulip-Tree.

The tulip-tree (Liriodendron) is unfortunately not a native of eastern Massachusetts, although it occurs in the western part of the state and in Rhode Island. It is perfectly hardy here, and has grown to a large size in the neighborhood of Boston. It is, therefore, surprising that this tree is not more generally planted here for the American liriodendron is one of the most magnificent trees of the northern hemisphere, growing as it does when all the conditions of soil and climate favor it, as in the rich "coves" of the southern Appalachian mountains, to the height of 200 feet and forming a trunk eight or 10 feet in diameter and free of branches for half its height. The tulip-shaped flowers and the leaves, which are of unusual shape, are beautiful and interesting, but attention is now called to this tree on account of the beautiful color of the autumn foliage. This, when the leaves first lose their green color, is bright clear yellow, but later as they begin to fall, becomes darker and the color of old gold. In October, in those parts of the country like Delaware county in eastern Pennsylvania, and on the slopes of the southern mountains, where the tulip-tree forms a considerable part of the forest, and often raises its head high above its humbler companions, its spire-like, bright golden crowns produce a beauty which can be found in no other part of the world. The Chinese tulip-tree of recent discovery has not proved hardy in the Arboretum. It is a much smaller tree than the American species with smaller flowers, but larger and handsomer leaves.—Arnold Arboretum Bulletin.

Trees Influence Property Sales.

A real estate transaction of particular significance was completed in South Bend recently, one that has a meaning for every holder of residential property in this or any other city. Trees sold a dwelling. They were the compelling sales agents for a property that without them might have begged for a buyer for years. A man loved the trees which surrounded the house; he wanted to live among them. The building was not what he desired; but he bought in spite of that objecton on account of the trees.

This example ought to appeal strongly to the younger householders who are just beginning their family life under their own roofs. Does the lot have enough trees? Do they need attention? Should more be set out now? Families who think about these things and plant trees and shrubberry are adding to their inheritance many times the value of the saplings and the labor. They are putting hundreds of dollars on their real estate and may be insuring it of ready sale. A poor house, badly located and meanly built will sell if it is set among trees, growing on its own lot, when a desirable building on treeless ground will not.—South Bend Tribune.

Delphinium Belladonna

A very desirable forcing plant both for potting and growing on the benches.

Strong three year plants.....$15.00 per 100

JACKSON & PERKINS COMPANY, Newark, New York

WANTED

1000 **Black Walnut**.....1 year
10,000 **Honeylocust**.....1 year
Standard Apples, Standard Pears,
Grape Vines, Berry Plants.
Quote quantities, kinds, sizes and prices.

OFFERED

10,000 **American Hemlock**...2-2½ ft.
10,000 **American Hemlock**...2½-3 ft.
5000 **Japan Yew**.....18-24 in.
5000 **Japan Yew**.....24-30 in.
5000 **Hydrangea, P. G**.....2-3 ft.
5000 **Hydrangea, P. G**.....3-4 ft.

The Elm City Nursery Co., Woodmont Nurseries, Inc.
Introducers of Box-Barberry, Ibolium Privet. NEW HAVEN, CONN.

Miscellaneous Plants

Boston Ivy
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Shrubs
Raspberries, Blackberries
Evergreens
Ornamental Trees
Perennials
California Privet Hedge
Japan Barberry

Prices on request.

Peter Bohlender & Sons
Tippecanoe City, Ohio

Rooted Cuttings

ALTERNANTHEREA, red and yellow, per 1,000	$ 8.00
BRILLIANTISSIMA, per 1,000	10.00
CUPHEA, Ageratum, Guernsey and Blue Star, per 100	.90
COLEUS, 10 kinds	1.00
FEVERFEW, Gem; FUCHSIA, GENISTA, VINCA VAR., DOUBLE PETUNIAS, DAISIES, single white and Mrs. Saunders	1.50
DAISIES, Boston Yellow	2.00
LANTANA, weeping	1.00
CINERARIA, Grandiflora, Dreer's fine 3-in.	8.00
ALYSSUM, Giant Double 2-in.	2.00
SMILAX and PRIMULA Malacoides 2-in.	3.00
GERANIUMS, Rose, 2-in.	3.00

Cash.

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Plant Propagation, Greenhouse and Nursery Practice.

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Fruit Trees Budded from Bearing Orchards. Peach, apple, pear, plum, cherry, quince, grape-vines, strawberry plants, raspberries, blackberries, evergreens and shade trees. Catalog free.

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SUPPLY EXTREMELY LIMITED.

Stock is scarce, with roses bringing $12 to $25 per 100 and hard to get. Carnations are selling at $8 to $15 for the best quality. Paper Whites return $8. Violets are scarce and practically no sweet peas are available. Business during the week has been good with funeral work in the lead.

NOTES.

Joseph Koppleman has purchased a large business building on Custom House street.

William Pearson is now in charge of the Warwick Greenhouses.

H. A. T.

Hill's Evergreens

BEST FOR OVER HALF A CENTURY
Small, medium and large sizes supplied.
Price list now ready.

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Evergreen Specialists Largest Growers in America
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Awarded Certificate of Merit at S. A. F. & O. H. New York Convention. And 100 other notable kinds. Always ask for

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12 CENTS, NET, PER LINE.

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Alyssum, Double Giant, 2-inch, $2.00 per 100. Elmer Rawlings, Allegany, N. Y.

Alyssum, Double Giant, 2-in., $2.00 per 100; $18.00 per 1,000. Byer Bros., Chambersburg, Pa.

ASPARAGUS.

Asparagus plumosus, 2¼-in., 3-in., 7½c; 4-in., 12½c. Sprengeri, 3-in., 7c. Cash. L. J. ROWE, Titusville, Pa.

Asparagus Sprengeri, 2½-in., $4.00 per 100. Byer Bros., Chambersburg, Pa.

BEGONIAS.

Begonias, tuberous rooted, single, in separate colors, scarlet, orange, yellow, rose and white, $15 per 100. A Henderson & Co., 166 N. Wabash Ave., Chicago.

Begonia (pink) in bloom. Fine for Xmas, 4-in., 15c. Cash. L. J. ROWE, Titusville, Pa.

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Write us today for prices on Fall and Winter deliveries. Best merchantable fancy tips Dwarf variety. Quality guaranteed. Satisfactory delivery assured to all parts of U. S. A. and Canada.

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Bulbs. Single and double hyacinths. Darwin and single tulips. For prices see display advertisement elsewhere in this issue. J. M. Thorburn & Co., 53 Barclay St., New York.

Bulbs. Tulips and Lilium Giganteum. For sizes and prices see advertisement on front cover page of this issue. S. S. Skidelsky & Co., 50 Park Place, New York.

CALCEOLARIA.

Calceolaria Hybrida, choicest mixed, 2-in., ready for shift, $19.00 per 100. Cash. BRILL CELERY GARDENS, Kalamazoo, Mich.

CALENDULAS.

700 2-in. Orange King, $3.25 per 100, packed. Cash. Fine strain, our own saving.

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5630 North Ave. Milwaukee, Wis.

Calendula Orange King, 2-in., $2.00 per 100. Seedlings, $1.00 per 100. Byer Bros., Chambersburg, Pa.

CANNAS.

Cannas. Good strong divisions.

	Per 100
King Humbert	$5.00
Mrs. A. Conard	5.00
Gladiator	4.00
Crimson Bedder	4.00

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CARNATIONS.

ROOTED CARNATION CUTTINGS.
Fine Healthy Stock.

	100	1000
White:		
Matchless	$5.00	$45.00
White Enchantress	5.00	45.00
White Wonder	5.00	45.00
Pink:		
Miss Theo	5.00	45.00
Pink Enchantress	5.00	45.00
Enchantress Supreme	6.50	55.00
Ward	6.50	55.00
Nancy	5.00	45.00
Alice	5.00	45.00
Rosette	5.00	45.00
Red:		
Herald	5.00	45.00
Thenanthos	5.00	45.00
Aviator	5.00	45.00
Merry Christmas	5.00	45.00

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A1 CARNATION CUTTINGS.

Growers all over the United States know from past experience that we always have the best Carnation Cuttings it is possible to produce. Get the best.—Order Here.

	100	1,000
Mrs. C. W. Ward	$4.50	$40.00
White Enchantress	4.50	40.00
Pink Enchantress	4.50	40.00
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Matchless	4.50	40.00
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Chrysanthemum novelties for 1920. Preliminary list free. Elmer D. Smith & Co., Adrian, Mich.

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Cinerarias. Vaughan's Columbia, mixed, fine plants, 2-in., ready for shift, $4.00 per 100. Cash. BRILL CELERY GARDENS, Kalamazoo, Mich.

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Coleus. R. C., $20.00 per 1000. Phone Niles 10. NILES FLORISTS, Niles, Ill.

CYCLAMEN.

CYCLAMEN—Strong, transplanted seedlings for January and February delivery; all leading varieties. $6.50 per 100; $60.00 per 1,000. PETER PEARSON, 5732 Gunnison St., Chicago.

DAHLIAS.

DAHLIAS FOR CUT FLOWERS.

Mixed colors and types, $3.00 per 100. Mixed types in separate shades, red, white, pink and yellow, $5.00 per 100. Good, strong, field-grown divisions. Cash with order or one-fourth deposit for reservations. Stillman's dahlias are world known. GEO. L. STILLMAN, Dahlia Specialist, Box A-20, Westerly, Rhode Island.

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Delphinium Belladonna. A desirable forcing plant for potting and growing on the benches. Strong 3-yr. plants, $15 per 100. Jackson & Perkins Co., Newark, New York.

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Ferns. Pot grown; shipped without pots. Boston and Scottii, 4-in., $3.00 per doz.; $20.00 per 100. 5-in., $4.80 per doz.; $35.00 per 100. R. Vincent Jr. & Sons Co., White Marsh, Md.

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Hardy ferns. Illustrated descriptive list mailed. Ludwig Mosback, Ferndale, Askov, Minn.

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Geraniums. Rooted cuttings. S. A. Nutt and Buchner, $20 per 1,000; Ricard and Poitevine, $25 per 1,000. Albert M. Herr, Lancaster, Pa.

Geraniums. Nutt and Castellaine, 2¼-in. 3½c, $30 per 1000; 3-in., 4½c, $40 per 1000. Cash. L. J. ROWE, Titusville, Pa.

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Gladiolus bulbs. First-class stock from our Michigan farms. For varieties and prices see display advertisement elsewhere in this issue. Vaughan's Seed Store, Chicago and New York.

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Hydrangeas. Otaska and French, pot grown, 5-in., 30c; 6-in., 35c. Cash. L. J. ROWE, Titusville, Pa.

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Lily of the Valley pips. Finest quality; ready for immediate delivery. Van Meeuwen & Tegelaar, 1133 Broadway, N. Y.

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Narcissus Paper White Grandiflora. Ready for immediate shipment. Write for prices. Hogewoning & Sons, Inc., 32 Broadway, New York.

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Palms, high class, and novelties in decorative plants. Robert Craig Co., Market and 49th Sts., Philadelphia, Pa.

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Pansy Plants. Vaughan's Giant Mixture; also separate colors and varieties. September sown, out-door grown, $4.00 per 1,000. ODOR GREENHOUSES, Ioia, Kans.

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Primula Obconicas. Rosea, Apple Blossom, Kermesina. Good, strong stock from 2¼-in. pots at $6.00 per 100; $55.00 per 1000. J. H. FIESSER, North Bergen, N. J.

PRIVET.

Privet. Box-Barberry, well rooted summer frame cuttings, $65.00 per 1000. The Elm City Nursery Co., Woodmont Nurseries, Inc., New Haven, Conn.

PUSSY WILLOWS.

Pussy Willows. Good quality stock for forcing. 15 to 30-in., $4 per 1,000; 2 to 4-ft., $7 per 1,000. Cash with order; packing free. Minneapolis Nursery, 4117 So. Aldrich Ave., Minneapolis, Minn.

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ROSES READY FOR IMMEDIATE SHIPMENT

COLUMBIA, 2½-in. own root, $15 per 100; $125 per 1,000.

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List of 2¼ and 4-in. Roses ready, on request. Leedle Co., Expert Rose Growers, Springfield, O.

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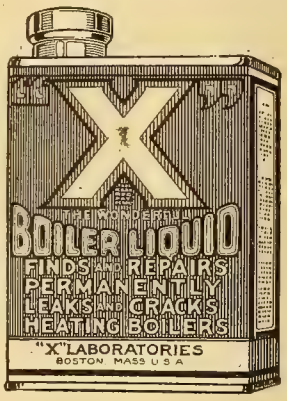

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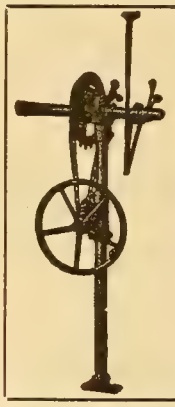

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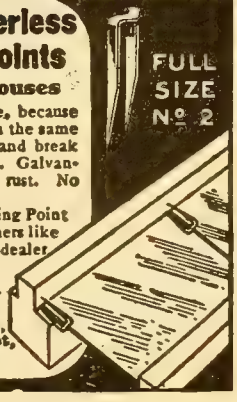

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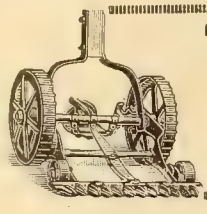

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